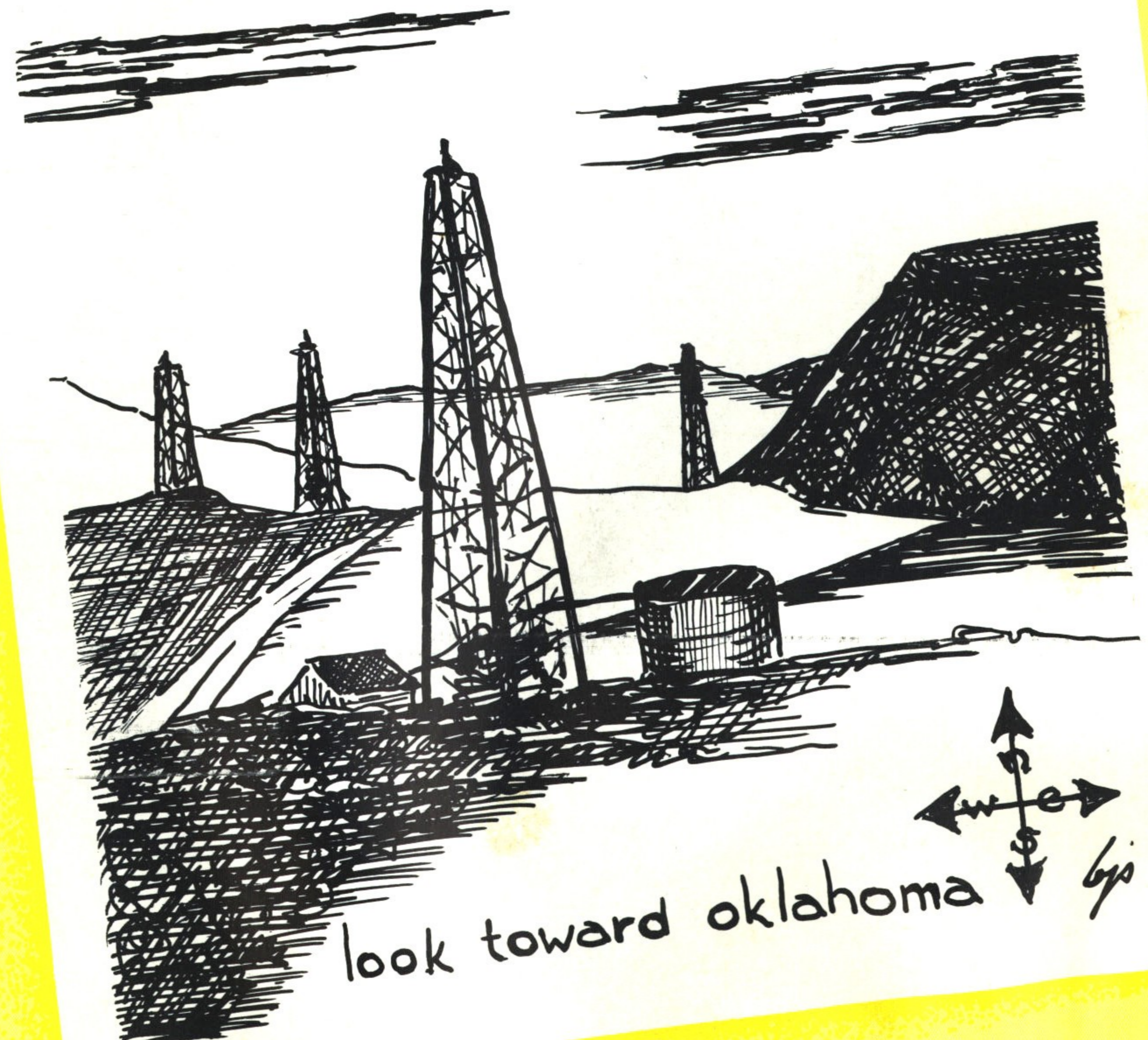


THE **auCTIONeer**



look toward oklahoma ↕ 6p





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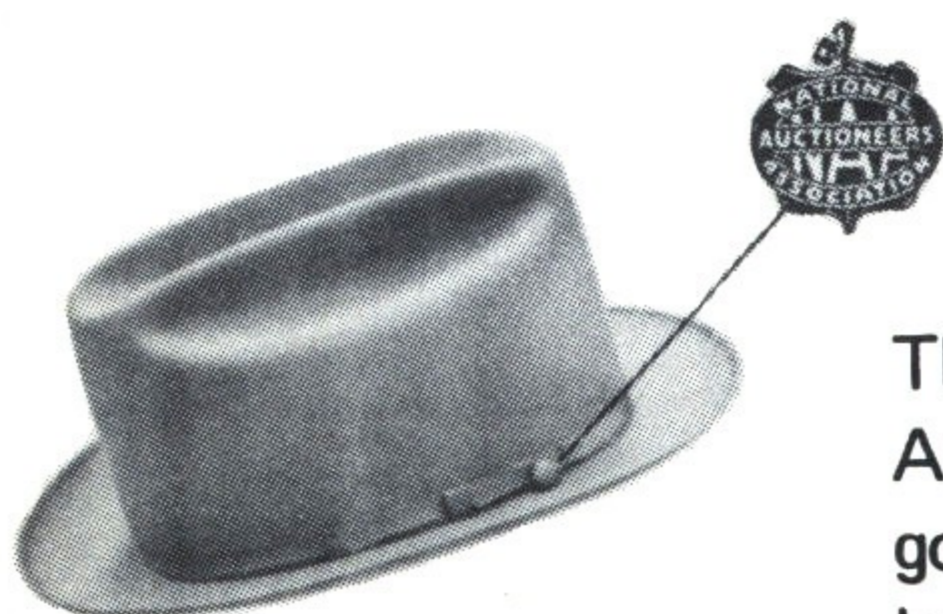
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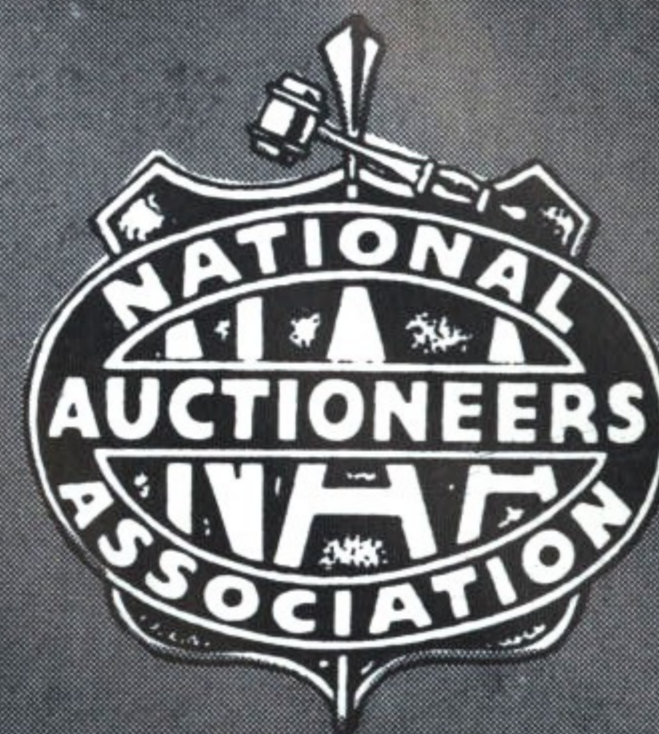
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The Editor reserves the right to accept or reject any material submitted for publication.

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A Message From Your President

Fellow auctioneers, it has been several months since I have taken time to write something for "The Auctioneer". I am writing this after midnight while waiting for a plane at Nashville, Tennessee. I sold today for Joe Bellenfant at College Grove, and this being Joe's Anniversary Sale, it was a large one.

Following this sale, Joe always throws a big feed and party for his sale patrons and other friends, of which he has many. He is an N. A. A. member and in addition to his equipment and auction business, he maintains a large herd of Polled Herefords. He and his wife, Elynor, are quite active in local politics so there were Politicians, Bankers, Farmers, Hereford Breeders and, of course, Farm Equipment Dealers attending the feed, which featured fried chicken and Tennessee River Catfish and all the trimmings.

A good time was had by all, however, the main topic of conversation was the assassination of Mr. King, as we received this news as the party was getting underway.

I might mention, too, that the Bellenfant's daughter, Sherry, who is a student at Middle Tennessee State University, is presently reigning as Miss Tennessee Electric. They have two younger daughters.

N. A. A. member, G. W. Clark of Friendship, Tennessee, one of the leading farm equipment auctioneers in the south, was here to assist me with the sale.

It has been a busy spring in the auction business for me, and very little letup until

about May 1. My apologies to several state associations for having to turn down their invitations to state meetings, due to conflicting sales. I enjoy attending these meetings and sure hate to miss them. Perhaps I can take a rain check for some-time in the future.

March was the best month I ever had in farm sales. Total for farm and livestock sales held on the farms was \$286,000.00. These sales were all handled on a management basis and were considered highly successful by owners. Dairy cattle have been high and have been selling to buyers from a wide area. Some of the milk markets are beginning to cry because of the good herds they are losing and none replacing them. It will be interesting to see what happens in the dairy industry in a few years should the present trend continue.

Livestock numbers are definitely down here in the Cumberland Valley and one only has to attend one of the six livestock markets in our three county area to see it, as volume is definitely down.

Looking however, at the farm equipment auctions, the volume is becoming larger and for the most part has been very active, so I guess I will continue to plug away at this phase of the business, in addition to our sales management organization. It looks to me like more and more used equipment will change hands via the auction method either at consignment sales or dealer cleanup sales, so this phase of the business looks plenty solid to me.

I don't have much to report at this time in regard to Association happenings,

but, urge all of you to start planning that trip to Oklahoma in July. We, along with Doc Crowell and his fellow Oklahoma members, are working to put together an interesting and entertaining program. Hope you plan to attend.

Sure sorry to hear of the passing of Col. Van Pelt and Col. Jim Leichty. It is hard to replace men like these in our Association. Also, glad to hear the Bloomers are coming along okay since their tragic accident. Another case of where the innocent suffer because of a driver who was apparently under the influence of liquor.

Ralph Horst

Large Land Auction Termed Successful

In the largest land auction ever conducted in Ottawa County, Kansas, 1705 acres of Solomon River bottom land sold for \$425,000. The land was sold in 12

different tracts with the auction being held at the High School Auditorium in Bennington, Kansas. The amount received was well above the appraised valuation.

Tracts ranged in size from 80 acres to 200 acres and consisted of farm land for the most part. Prices ranged from \$160 per acre for one quarter section to \$343 for another quarter section. Bidding was active throughout the auction which took approximately three hours time.

The land was sold to settle the estate of the late Eunice Nelson, last survivor of four unmarried brothers and sisters. Proceeds are to be distributed to four different benevolent institutions.

Willis Darg of Bennington, a member of the Kansas and National Auctioneers Associations, and Bob Perry of Salina, were the auctioneers.

* * * *

A pioneer is a person whose annual property tax now exceeds what he paid for the place to begin with.

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Col. Herbert Van Pelt after more than 50 years an auctioneer and 86 years old, is shown conducting one of his last auctions. In reporting the auction held for TV newsman Chet Huntley, a newspaper writer described Van Pelt as being as well-known to the crowd as was the famed newscaster.

Last Gavel Sounds For Herbert Van Pelt

Herbert Van Pelt, Readington, N. J., passed away March 15 at the Hunterdon Medical Center, Flemington, N. J. He had been admitted March 6, following a stroke suffered at his home.

Col. Van Pelt was one of the veteran auctioneers of America, having sold his first sale March 3, 1917. He was 86 years old at the time of his death. Van Pelt was a member of the National Auctioneers Association and the New Jersey State Society of Auctioneers. He served as a member of the NAA Board of Directors 1963-66 and never missed attending a National Convention. He had participated in several convention programs.

In addition to his auction activities, Col. Van Pelt was active in several New Jersey financial institutions. He was Chairman of the Board of the State Bank of Somerset County, and of the White House Savings and Loan Association. He was treasurer of the Farmers Mutual Assurance Association of Flemington.

Other memberships he held included Hunterdon County Board of Realtors, Flemington Volunteer Fire Department, South Branch Grange, the Masonic Lodge, and he had been a trustee of Somerset Hospital for 44 years.

Col. Van Pelt's first love was auctioneering and he remained active in the profession until he was stricken. His clients included many "name" personalities and only last fall he had held a furniture sale for TV newsman, Chet Huntley, that

totalled something like \$10,000.

When he had completed 50 years as an auctioneer he was "too busy" to hold a celebration. However, the New Jersey State Society of Auctioneers marked the occasion at their June meeting, last year. The celebration also was for Col. Van Pelt's 86th birthday and the festivities were a complete surprise to the recipient. He was presented a desk lamp as a token of the Society's admiration.

Survivors include his wife of more than 40 years, Katherine, and a host of friends in New Jersey and throughout the nation.

Boys Ranch Receives \$4,000 From Auction

The Sundby Brothers auction sale, March 13, 30 miles northeast of Shelby, Montana, was worth \$4,000 to the Yellowstone Boys Ranch of Billings. All the equipment used on the 5,000 acre ranch was sold for a total of \$72,400 and the auctioneers and clerks donated their fees to the Boys Ranch. The fees lacked some \$300 of rounding out to \$4,000 so the sellers wrote a check for the difference.

Con Christensen, a veteran auctioneer of Conrad, Mont., and Adrian Van Dyke (same address) had been looking for a sale of this type and received the full cooperation of Sundby Brothers in the venture. Christensen, who has been an auctioneer for more than 50 years, is a member of the Board of Directors of Yellowstone Boys Ranch.

Westermark Auction Service, Shelby, handled the sale arrangements including clerking and advertising. Benjamin Zell of the Toole County Bank, Shelby, assisted with the clerking.

Area auctioneers were invited to help with the project and those who participated included Leonard Matheson, Galata; Jerry Buckley, Sweetgrass; Carl Westermark, Shelby; Christensen and Van Dyke of Conrad.

* * * * *

If you want to get a job done, give yourself a deadline.

● IN UNITY THERE IS STRENGTH

RESOLUTION

WHEREAS, the Supreme Ruler of the Universe, has, in His infinite wisdom, removed from among us, one of our worthy and esteemed members, HERBERT VAN PELT, and

WHEREAS, the long and intimate relationship held as the Dean of Auctioneers of the United States and of his unselfish service and sacrifice to the New Jersey State Society of Auctioneers, Inc.; and the Auctioneering Profession, makes it eminently befitting that we record our appreciation of him; therefore,

RESOLVED, that the wisdom and ability which he has exercised in the aid of all Auctioneers, by service contributions and counsel, will be held in grateful remembrance, and

RESOLVED, that the sudden removal of such a life from among our midst, leaves a vacancy and a shadow that will be deeply realized by the members of the New Jersey State Society of Auctioneers, Inc.; and

RESOLVED, that with deep sympathy with the bereaved family of the deceased, we express our hope that even so great a loss to us all may be overruled for good by Him who doeth all things well, and

RESOLVED, that a copy of these resolutions be spread upon the records of the minutes of the New Jersey State Society of Auctioneers, Inc.; a copy printed in the Hunterdon County Democrat and a copy forwarded to the bereaved family.

Ralph S. Day
Secretary

James H. Stickle
President

\$4,560 For Engraving

LONDON—Boston art dealer Robert Light bought a rare engraving here by Odilon Redon representing a sprouting tree for \$4,560.

It was a record price for an engraving by the French artist who was hailed in the last century as one of the leading "symbolist" painters.



Western College Of Auctioneering

Pictured on the opposite page are members of the graduating class at Western College of Auctioneering, Billings, Mont., Class of March 1968, left to right:

FRONT ROW: Paul Schultes, Wolf Point, Mont.; Bob Nightingale, Sheridan, Wyo.; Philip Maddex, Wainright, Alberta; Ron Edwards, Medicine Hat, Alberta; Bill Hagen, instructor, Billings, Mont.; Terry Larson, Lusk, Wyo.; Wayne Roberts, Elkhart, Kans.; Gene Gabel and Mike Coolidge, instructors, Billings.

SECOND ROW: Bernie Garvey, Regina, Sask.; W. J. Olson, Creston, B. C.; Mike Walker, Prineville, Ore.; Don Damron, Roseburg, Ore.; Jack Ellis, instructor, Roundup, Mont.; Robert Lantis, Rapid City, S. Dak.; Merle Clark, instructor, Marmarth, N. Dak.; Norman Warsinske, instructor, Billings; R. J. Thomas, instructor, Billings.

THIRD ROW: William Fedyniak, St. Michael, Alberta; Doug Martindale, Scottsbluff, Nebr.; Clyde Stone, Riverton, Wyo.; Rod McCulloch, Calgary; Charles Condo, Deer Lodge, Mont.; Thomas Sautter, Scotia, Nebr.; David Pratt, Lake DeSmet, S. Dak.; John Garrett, Caldwell, Idaho; Oliver Bill Johnson, Etna, Calif.; Dale Wiedrich, Washburn, N. Dak.

FOURTH ROW: Frank Praus, Dickinson, N. Dak.; Wayne Martin, Redmond, Ore.; Dale Haroldson, Melfort, Sask.; Allen Schacher, Walsh, Alberta; Garry McMorris, Queenstown, Alberta; James Juris, Picture Butte, Alberta; Roger Handley, Coaldale, Alberta; Joseph Roy, Great Falls, Mont.; Alfred Reiber, Scottsbluff, Nebr.

Largest Car Auction West of Mississippi

LOS ANGELES—Ford Motor Co. sold 329 one-year-old used cars at the Los Angeles Auto Auction and averaged more than \$100 over book value on the lot.

The sale, Ford Motor's largest auction

of lease and rental "buy-backs" on the West Coast, was part of the total sale at the Los Angeles auction on March 5, which grossed \$2 million.

Harold Henry, owner of the auction, called the event "the largest sale of used cars west of the Mississippi." In addition to the Ford part of the sale, the regular auction saw 1,400 vehicles move across the block.

Both William N. Thee, national used-vehicle manager for Ford Division, and Dennis Kuhn, Lincoln-Mercury used-car merchandising manager, expressed their pleasure at the results of the Ford Motor sale.

Both men said that the average over-book prices of the cars would have been higher than they were had it not been that a large percentage of the units sold did not have air conditioning.

All but a half-dozen of the Ford Motor cars were 1967 models. The others were high-mileage 1965 models. Average mileage on the '67 models was 14,000 to 15,000, according to Thee. All the cars were thoroughly reconditioned and ready for front-line display by dealers.

Station wagons were standout performers at the auction. Thee said that most of the wagons he sold brought \$250 over Kelley Blue Book values, and Kuhn said one Mercury wagon sold for \$400 over book.

Cougar models and several Cortina models offered brought peak prices in active bidding. Fairlane models, also, prompted wide interest from dealers.

Thee said that 33 Fairlane 500 models offered brought an average of \$233 over Blue Book values.

About 1,000 dealers reportedly attended activities at the Los Angeles Auction on March 5.

* * * *

Husband: "Now let's think."

Wife: "No, let's do something you can do, too."



The Ladies Auxiliary

Hi Gals,

Where does the time go . . . the months have flown by so fast since our good time at the NAA Convention in Chicago last July, and here it is time to start planning for the next convention . . . and eagerly, I might add. I know of no group of people who have such close ties and interests, and who give so freely of their time and effort to make it both educational and fun for the whole family. As the teenagers would say, "It's really cool!"

I can't begin to tell you the pleasure Dick and I feel each year as we renew friendships, or the joy of becoming acquainted with families that we have not had the opportunity to meet before.

I know the Oklahoma ladies are going "all out" to make this one of the best conventions ever - so start making plans NOW - bring the whole family and enjoy the wonderful, warm, Oklahoma hospitality.

See you in Oklahoma City!!!

VIRGINIA BREWER
Mt. Hope, Kansas

Torture Items Sold In London Auction

LONDON, England—A collection of torture instruments was sold amid the porcelain and antique glass of Sotheby's Monday for a total of \$26,204.

It was the first time this famous art auction house received bidding on an accumulation of such implements, and the New Bond St. building was crammed with private buyers and the curious.

An iron maiden was the most prized item in the 69 lots of articles sold yesterday. After heated bidding, it was purchased for \$4,800.

Art auctioneers obliged purchasers wishing to remain anonymous, and the buyer was identified only as a West German. The machine is shaped to contain a woman whose body would be pierced by spikes on its door.

Sotheby's reported that 21 other buyers went home with utensils ranging from an iron mouth opener (\$120) to thumbscrews (\$168 the pair).

The collection dates from the 17th century and was kept in the royal castle at Nuernberg, West Germany. The instruments have had a variety of owners and were offered by an anonymous seller.

A typical device on sale yesterday was the "iron spider," six long, sharp, curved teeth fastened by an 8½ inch chain to a wooden handle 10¾ inches long.

"This terrifying instrument was used either red hot or cold to grip the flesh of various portions of the body and tear it away," said Sotheby's catalogue.

This article went to Osburne Smith, described as a British buyer, for \$192. For \$208 he also picked up a "rare, painted limewood double mask" once worn by women who assaulted their husbands.

Lost Treasure Found At An Auction Sale

PINE BLUFF, Ark.—They say you can find almost anything at a public auction. J. M. Byrd of 205 East 52d Avenue has reason to believe it.

It was by pure coincidence that Byrd walked into the D and D Auction Sales at Watson Chapel the other day. He had gone in just to browse and listen.

But there, staring down at him from the wall, were his great-grandfather and his grandfather—staring down from their portraits, that is.

The paintings were among articles being sold under a court order to pay for storage charges. Byrd said the paintings had been missing for at least 25 years.

Both paintings were done during the last century by Byrd's great-grandfather, John Henry Byrd, who was a professional artist. One is a self portrait; the other is a likeness of the great-grandfather's son, Peter Paul Byrd.

Byrd had never seen the paintings before, but he said he knew his great-grandfather from other portraits.

"I knew it was him the moment I walked in the door," he said.

Byrd said he knew of the existence of the portraits, but that he thought a cousin had taken them with her when she moved from Pine Bluff about 25 years ago.

He said he was dumbfounded when he learned that they had been stored here all that time.

He bid on the paintings along with several other people. He said he intended to carry the bid until he got the portraits, no matter what the cost.

He did not have to go that far, however, because the other bidders dropped out and he got his prizes at less than the appraised value. The paintings now hang in his living room.

D. L. Webb, NAA member of Pine Bluff, Arkansas, was conducting the particular auction in which the pictures were located.

* * * *

Bachelor's Advantage

A worker on the construction site opened his lunch box, looked in and growled: "Cheese sandwiches, cheese sandwiches. Always cheese sandwiches for lunch."

"Why don't you ask the wife to make some other kind?" asked a fellow employee.

"Wife," replied the man. "Who's married? I fix these myself."

Auction Marts Merge

BURLINGTON, Colo.—Merger of Burlington Producers Livestock Marketing Assn. with the Stratton Sale Barn, Inc., has been disclosed. The merger was announced by Orville Jones, manager of Burlington Producers, and Bill Scheopner, owner of the Stratton facility.

Scheopner, who has operated the Stratton sale barn for the past 11 years, will operate at Burlington Producers, but will continue to live at Stratton. The sale barn has been closed down, but the yards will be used as a feedlot.

Burlington Producers is a branch of the Producers Livestock Marketing Assn., with headquarters in Salt Lake City, Utah. Producers also operates an auction at Greeley, Colorado.

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Pop's Ponderings

"Election Year Recalls Memories of Past"

BY COL. POP HESS

The new format of the March and April issues of this publication was pleasing to this writer and I was happy to see the new approach on the heading of my regular column. For the past two years my only chore has been to keep this monthly column going along with a few personal appearances as a speaker. These things and the usual around home duties leave a good deal of open time for reading, listening to the radio, watching TV and some time for pondering.

We, here in Ohio, as of this writing (April 12) are coming into some spring-like weather. March gave us a few samples of spring with the windup on the late afternoon of March 22nd giving us quite a wet, heavy snowstorm. For us here at the Hess home, we got our full share of around 14 inches. It filled up our new front aluminum patio we had so carefully and expensively erected last April. It could not stand the ton or more of wet snow and came down with a lot of noise around midnight.

We found in opening our front door we were blocked in with aluminum and a ton of frozen snow. We did some pondering over this Saturday, Sunday and Monday as our only way of getting out of the house was through a kitchen door to the garage. There we found snow packed high on the garage door. But through our phone service we found a boy who had a shovel and by Saturday evening we could get out and folks could get in. But we had good insurance. Their adjuster got to us, took one look at the mess and one at us and wrote us a check in full for all the damage. A new patio is being placed the week of this writing.

My mail has been coming in as usual.

For some time I have tried to work out some plan to have our NAA president, Ralph Horst, take time out as he floats over Ohio to sales to make a landing near here. We could talk and swap gossip and all such things auctioneers talk about. So far I am still pondering on that subject. My guess is he got the impression that I was thinking he was not very busy with sales so he took time out and found an envelope the size of a bed pillow and mailed me a bunch of sale bills dating from mid-February through March and some into April. They all had the name of Horst as auctioneer. So on this I will surrender and forgive any auctioneer who can show that kind of lineup of sales. He certainly has no time to gossip with a chap like me. The point I want to bring out in this Horst detail is to remind one member who recently wrote me saying our NAA officers are just auctioneers in name and not in action. This Col. Ralph Horst is President of our National Auctioneers Association.

Before I get too far along with my ponderings I do not want you to think I am weary, lonesome or tired of living. Far be it the case. In our modern way of life, with all the advantages we enjoy, it gives one many new things over which to think and ponder. In this year of 1968 we have our National Election which comes every fourth year. This is the time we elect a President and Commander-in-Chief of the United States. In my pondering over these elections every four years, my memory goes back quite a ways. The first presidential election I recall was in the year of 1884. A Republican by the name of Blaine ran for President against a man by the name of Cleveland, a Democrat.

My father was a Republican and during the campaign he bought my older brother,

George, a little blue cap with gold letters on the front, up over the visor, "Blaine for President". Being only four years old, I presume he thought I was not old enough to be interested and I got no cap. However, the blue cap and gold letters caught my eye as well as my thinking. Kid like, I set up a yell. This struck my good mother's thinking as being unjust and she sat up most of the night and made me a cap. I was somewhat out of humor, the cap was of black cloth, it did have a visor but no gold letters. At this point, while only in my fourth year, I noticed a few little tears trickle down my mother's cheek.

My dad also took notice and knowing she had done her best with what she had he took the cue and came up with a fine notion. He said to me, "Your mother may think that a man by the name of Cleveland will win and she made for you what we will call a Democrat cap, all black. "If he wins, George and his fancy cap will be the losers." That cleared the tears, George strutted with his blue cap, I strutted around with my black Democrat cap. When the voting was over, my man,

Cleveland, became the President, my black cap shone and George's blue cap and gold letters went into hiding. I, as a four year old, was a noted young Democrat with a black cap.

However, that blue cap and all stuck in my craw and through the next four years what political party one belonged to was not as important as the nice blue cap George had in hiding. Back in that day and age a dollar was what you got by giving a full 100 cents worth of labor and toil. Our parents were dirt farmers and we lived within our income. We learned our Dad was also a good business man in buying and trading. So we two brothers often did some swapping in tops, knives, marbles and what have you. I once came up with a fancy large glass marble that took George's eye. Many times he tried to trade me out of it with no success until one day I made him an offer. I traded George that big glass marble for that blue cap he had in hiding. But George did not want to get beat again in the next election so he added to the deal. If I took the blue cap I would also have to be a Republican



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and we agreed. The joker was in the next presidential election, in 1888, a man by the name of Harrison ran on the G.O.P. ticket against Cleveland and won.

Many years have passed since those days of 1884-88 and this coming national election will be my 21st to experience. We have seen quite a few changes on how our candidates now run for nomination and then election. This year we see a new form of how to get the nomination. The plan seems to be to first refuse with many excuses, then stir up throughout the states, draft coaxers, then call a nationwide hookup on radio and TV and proclaim absolutely not to run, but, of course, add, to prolong the fever, "Unless my party would happen to draft me." From then on we get all the draft air and the candidate who is not running sure is doing a lot of walking.

In due time we will be at ease, after the two great conventions are over and which wind had the most draft or pull. The voters will have various viewpoints to consider and in November, 1968, we will, as usual, elect our President and Vice President for 1969 through 1972.

Now, as it is time to go to press with this issue, one can hardly overlook many of our world trouble spots and at this writing the war, the riots, and strikes are much in the headlines. It makes much to ponder over, the many problems to solve and our State and Federal Governments will have full time employment for many months ahead. We, John Q. Public, of the U. S. A. must without reserve, put our shoulders to the wheel for peace and law and prove to the world we are still a nation of leadership with justice to all.

In my pondering my greatest desire would be to find the correct words for this column, to help cure the many problems we face but I find myself like many, with no definite clue for the correct answer. Regardless of how much we read or see or hear, it looks to be we have quite a few of our youth, who will be men and women tomorrow, in a riot mood. It seems that no one has the power to steer this trend into much needed American citizens.

Our John Q. Public auctioneers of the U. S. A. are making new records in membership. Many are looking forward to our convention in July, with only two more issues of "The Auctioneer" and then all roads will lead to the great State of Oklahoma and Oklahoma City. Auctioneers and their families will meet, visit, swap ideas and fully support this great organization, the largest and strongest association of auctioneers of all time.

This organization is great not only in the United States but in the entire world; there is not another of its kind. The project of erecting a permanent home office that will be a shrine for all auctioneers, past, living and future is one to which we can point to in pride.

It was recently my pleasure to be invited to speak before a farm group. While they were farm folks exclusively, it was interesting to note they were eager to know more about auctioneers, their accomplishments and the auction way of selling.

Many of my visitors and callers who drop in are attracted to the many issues of this publication that I have and are surprised to know there is a National Association of Auctioneers. Through it all, like the old folks used to say, using a dog for comparison, "They bring me a bone and take one I have home with them." This helps my daily pondering.

Now to prepare for our Good Friday Church Services and Easter Sunday. The sun is out warm and bright here in Ohio, and we hope it stays as we are looking forward to making our usual late spring visit down to the old farm home where your writer can still ponder why I still think this area was always the Garden Spot of Ohio. We still like to hear the roosters crow, the pigs squeal, the calves and the sheep all talking their kind of language much in a way we can understand. There is only one problem we have each year in these down on the farm visits, too many old fashioned farm cooked meals and too many added pounds when we return.

There is a spot down on that farm,

behind the old barn, that is still standing, erected by my grandfather around the year 1840, it is a large flat stone, where I went to auction school to be an auctioneer. While I never graduated nor received a diploma, the horses kicked up their heels, the cows mooed, the hogs grunted and the little pigs squealed. The sheep stood in a bunch and looked and the roosters did crow. Following all of that, came my real term of auction college that took ten years to complete the terms. My instructors were the folk who hired me to sell their sales. Just what my real auctioneering schooling did really cost will never be published.

Two Contests Head Montana's Meeting

Not one, but two contests, headlined the Annual Convention and Business Meeting of the Montana Auctioneers Association, held at the Elks Club in Glasgow, April 3-4. A Merchandise Auction and Contest were held the first night and the Livestock Auctioneers Contest was held the following afternoon.

It was the first time for the merchandise auctioneers contest but the event was termed a success and it was voted by the membership to continue with this feature. Walter Haynes, Malta, was the winner of first place and a silver buckle in this division. Carl Westermarck was placed second by the judges and was awarded a plaque. Con Christenson, Conrad, was given a trophy, as well as a Resitol Hat from Federated Stores, for placing third, Craig Britton, Butte, sold the Calcutta, preceding the auction. Britton was the winner of the state livestock auctioneers contest a year ago.

Johnnie Kujath, Lewistown, was the winner of the livestock division of the contest, his prize being a silver belt buckle and \$100 in cash. Bob Thomas, Billings, placed second, and was awarded a plaque and \$60. Third place was won by Jack Ellis, Roundup, his award being \$40 cash.

In the election of officers, Jack Ellis, Roundup, was named president. Fritz

Hoppe, Shelby, was elected vice president and W. J. "Bill" Hagen, Billings, was re-elected secretary-treasurer. Named to posts on the board of directors were: Carl Westermarck, Shelby; Andy Strommen, Vandalia; Johnnie Kujath, Lewistown, and Bert Boughton, Jordan. Craig Britton, Butte; and retiring president Frank Bass, Lewistown, are hold-over directors.

In the business meeting, presided over by president, Frank Bass, it was voted to accept the offer of Carl Westermarck to hold the 1969 Convention and Contests in Shelby. It was also voted to hold a summer meeting in Boulder, with the preferred dates of August 3-4. Craig Britton was appointed to make the necessary arrangements.

Draft Team Brings \$1,050 at Kidron, O.

KIDRON, Ohio—The recent horse sale at the Kidron Auction was unusual in several respects. The top team of draft horses consigned by Willard Berg of Dalton brought \$1050.

Nearly matching there was another team brought by Morrow County Home which sold for \$900.

Both teams were of exceptional quality and were sold to Amish farmers in the Berlin area.

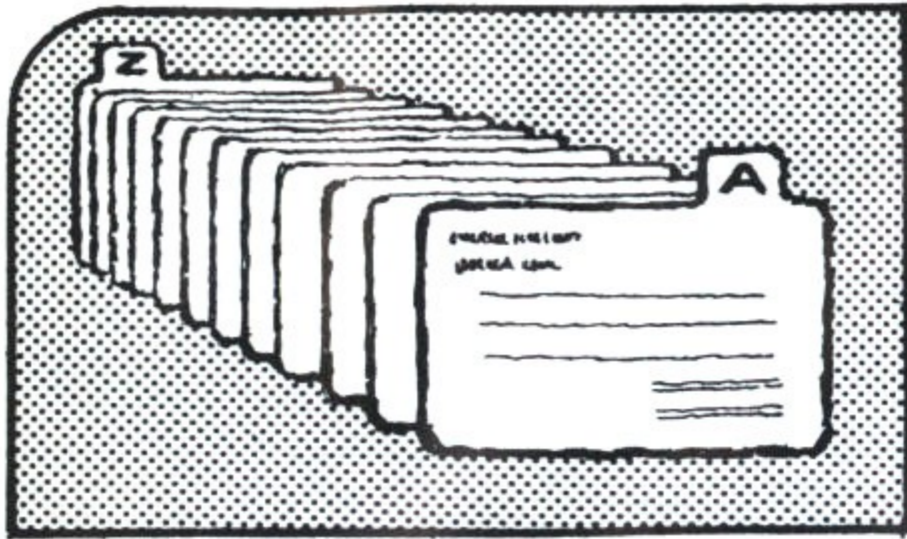
A sorrel mare reached the high single figure of \$420.

A consignment of a show team with wagon, hitch wagon and exercise cart totaled \$1400. These were consigned by Shirley Bohlen of Orrville.

A total of 154 horses went through the ring. Nearly all were draft horses and most were considered to be of the better grade. The sale total was \$27,000.

* * * *

Because a man calls a spade a spade doesn't mean he's willing to dig with it.



Membership

Memberships Processed March 16 through April 15.

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 Con Christenson, Montana
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 * Jack Harvey, Kentucky
 * Everett Mudd, Kentucky
 J. L. Coots, Kentucky

* George H. Martin, Kentucky
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 Robert Peterson, South Dakota
 * Vince Simmons, Jr., Florida
 Robert Wellman, Michigan
 Milo L. Hill, Michigan
 A. F. Strawser, Illinois
 Margaret Bain, Illinois
 Hugo Ward, Washington
 John Beswick, New York
 C. William Cubberley, New Jersey
 Dean Cates, Missouri

* Indicates new member.

Two Day Farm Sale Held by Nebraskans

Two day farm sales are in the minority but the experience of two Nebraska auctioneers found that when they tried one, the results were very good.

When Dean Cruise, Overton, Nebraska, contacted auctioneers Eugene and Robin Marshall, Elm Creek, Nebraska, about his sale, it was their feeling that the owner had too much good machinery, equipment and livestock to do it all justice in a one day auction.

The sale was scheduled for February 19-20. Livestock, livestock equipment, irrigation equipment and hay were sold the first day. The weather man cooperated for the first day's activities, but the second day was snowy and cold.

A 50 x 100 quonset building was used for selling the shop equipment under shelter. It was planned to sell the farm machinery in the same place, but the weather cleared and it was sold outside.

Sale arrangements were hard to fault. A lot of thought was put into preparation and lining up of the various items. All the hay had been counted and samples of each variety were easily available. A ring was built for handling the livestock which included 125 Angus cows and 400 hogs. Along with the pickup equipped sound system used by the auctioneers, the sale

was handled in tip-top shape. Large crowds, representing a wide area, were present each day.

The Marshall's report a very good sale season.

Col. Fritts Heads Kentucky Association

The eleventh annual state convention of the Kentucky Auctioneers Association was held in Louisville, April 7 and 8. Approximately 100 auctioneers and their wives attended this two day meeting.

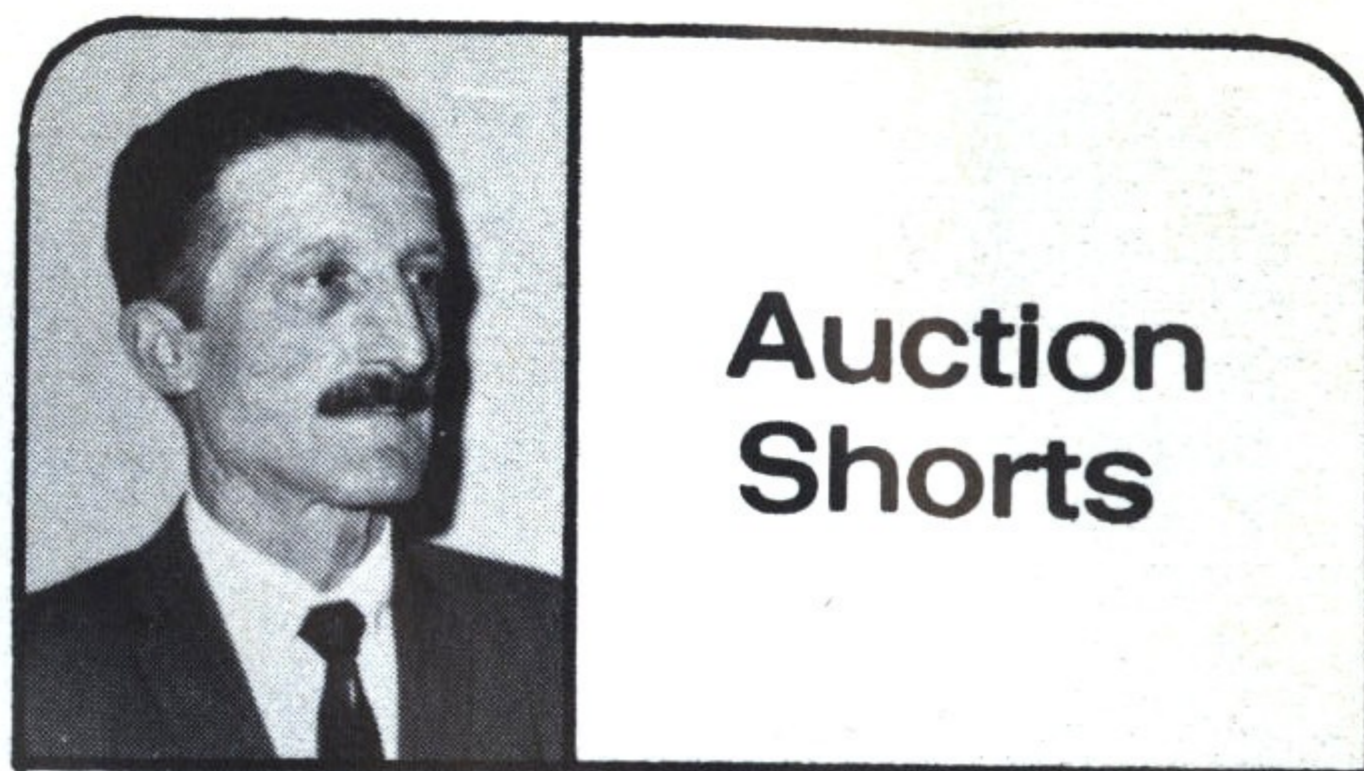
Col. Walter Fritts of Mt. Sterling was elected president of the association, C. Roger Lewis, Morehead, vice president, and Rex Proffitt, Tompkinsville, second vice president. An advisory board consisting of Cols. Wayne Kessler, Adrian Atherton, W. C. Ledford and John Cummins, all of which are past presidents, was appointed by President Fritts.

There are now approximately 688 licensed auctioneers in the state of Kentucky.

WILMA ATHERTON, Secretary
Ky. Auctioneers Association

* * * *

If you think you have influence, try ordering someone else's dog around.



Auction Shorts

Don't put off until tomorrow what you can do today. This is usually easier said than done, as I am again doing this the last day in order to get this in on time.

We have again celebrated the greatest day in the Christian World - namely, Easter Sunday: always reassuring us of the Resurrection of our Savior.

Attended a Rotary District Conference about 10 days ago. Much emphasis was toward stimulating more good fellowship among people of this world. It might be well that we as Auctioneers who work with people from all walks of life every day might let our lights shine brighter and exert a little more effort in stimulating more fellowship during this time of unrest.

When this comes off the press, we in Nebraska will again have enjoyed the benefits of another State Convention.

We are having the usual run of spring sales. From March 1, 1967 to March 1, 1968, was one of the best years we have had in Real Estate Sales, both at Auction and Private.

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NAA members Robert Ruggles, Manchester, O., and W. Lee Holton, Ripley, O., conduct the Annual Rotary Club Farm Machinery Auction. It took eight hours to sell the 585 pieces that were consigned. The auction was held in a tobacco warehouse that covered approximately 10 acres. Also in the picture are W. O. Ellington, Rotary Club President and Sale Chairman, and Orel Ruggles, clerk.

Calvin Johnson



Calvin D. Johnson, special consultant on public affairs for the New Holland Division of Sperry Rand Corporation, will be the featured speaker on the Thursday afternoon Program of the National Auctioneers Convention at Oklahoma City.

Johnson, a former Congressman from Illinois, will discuss some of the major contributions being made to the American way of life by agriculture and industry.

New Holland is a farm machinery manufacturer specializing in haying tools, forage equipment, combines and other equipment for the modern farmer. Main headquarters of the company is in New Holland, Pa.

Johnson, recognized as one of the nation's outstanding public speakers, also appears as a speaker for Remington Rand, another division of Sperry Rand. He has served as a representative from the 22nd District of Illinois in the United States Congress.

A native of Fordsville, Ky., Johnson has addressed hundreds of business, agricultural and civic organizations and has stimulated the thinking of many Americans.

He has been described as having "a

deep understanding of the problems and issues of modern times and an almost unmatched ability to impart to people the principles of good Americanism."

Holstein Cow Sold For World's Record

At the Tara Hills Dispersal held Monday, March 25, 1968 at Millbrook, New York, the cow, Future Hope Reflection Blacky, sold for the world's record price of \$44,000 to Rowntree Farms Ltd., Woodbridge, Ontario, Canada.

Over 3,000 people attended the sale with cattle selling to 14 states, Puerto Rico, Italy, Mexico, Japan, Brazil and Canada. The sale grossed \$392,850 with 205 lots averaging \$1,900 per head.

The sale was managed by Harris Wilcox, Inc., Bergen, New York.

Duroc Boar Sets Record At \$14,000

Duroc breeders continued to set new price records with their products at the breed's Southwestern National Congress Sale at Lubbock, Texas, in February. A total of \$92,335 was collected on 246 head of the nation's better red hogs.

A new breed record was established when the Champion Boar was sold for \$14,000. The 72 boars offered sold for an average figure of \$723. Thirteen boars and two open gilts sold for \$1,000 or more, each. This was another breed record.

The entire Congress was dedicated to veteran auctioneer, John S. Hall, Aberdeen, S. D. A "This Is Your Life" program in Mr. Hall's honor was the feature of the pre-sale banquet. NAA member, Howard Parrish, Edon, Ohio, assisted Col. Hall in conducting the auction.

* * * * *

The mark of being born with great qualities is being born without envy.

—La Rochefoucauld

Auctioneer Contest Set For June 26-30

CLEARWATER, Fla. — The major features of the 11th annual Livestock Marketing Congress, which will top off the activities of Competitive Livestock Market Month in June, were announced by a six-state planning committee meeting here.

The world champion livestock market auctioneers contest, a popular congress feature for the past six years, will bring together top market auctioneers to compete for regional and national honors. Another new congress feature is the junior auctioneers contest.

A new meat packers forum; expanded participation by industry trade associations, and a new livestock marketing event for young people have been added to the annual features of the event, according to J. W. Clark of Gainesville, Fla., chairman of the 1958 congress plans

committee.

The congress, scheduled here June 26-30, is sponsored by the more than 825 Certified livestock markets as a highlight of "Competitive Livestock Market Month," a project of the Competitive Livestock Markets Council.

Competitive livestock markets merchandise more than half of all livestock marketed in the United States. Latest figures, according to Clark, show 109 million head of livestock valued at nearly \$9 billion dollars moving through competitive markets in 1966.

South Dakota Buffalo Sale Nets \$103,910.00

PIERRE, S. D.—The annual buffalo sale at Custer State Park netted \$103,910 for the 280 surplus animals sold. The Custer Park herd is now down to 1,500, considered adequate for the range.

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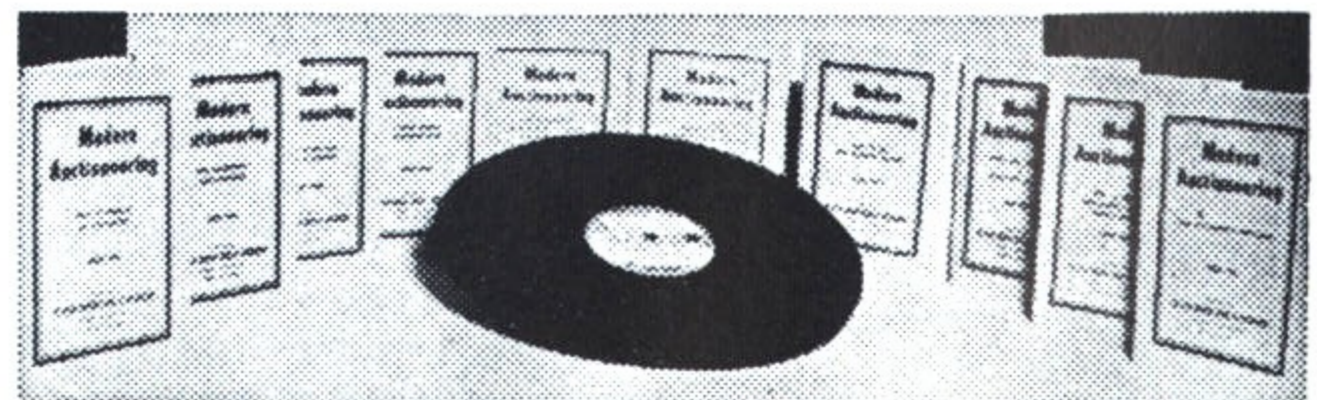
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New Hampshire Men Name New Officers

At the Spring Meeting of the New Hampshire Auctioneers Association, Ed Handley of Manchester, was elected President for the ensuing year. Others elected were Paul Lawton of Chesterfield, Vice-President; Treasurer, True Glidden of Portsmouth; Secretary, George Michael of Reeds Ferry; Directors, Leo Borgault of Raymond; Bennet Frye of Wilton and Ray Aldrich of Fitzwilliam.

Linnea Staples, feature writer for the Union Leader, was the guest speaker and she related anecdotes relative to the auction profession and her work as a writer.

Six new members were voted in at the dinner-meeting which was held at the Holiday Inn in Manchester. They include Louis I. Martel, Lionel Girauord and Eric Johnson of Manchester; Ilse Stanley, Gilmanton; Foster Peverley, Laconia; and Wayne Robinson of Wilton.

GEORGE MICHAEL

Famed Shetland Pony Auctioneer Passes

MORRILTON, Ark.—Col. Roy Robbins Chaney, aged 66, of Morrilton, who once auctioned off a Shetland pony for \$75,000, died March 12.

Chaney reached the height of his auction career during the Shetland pony craze, which began around 1947 and lasted through the early 1950's. During this period, he auctioned hundreds of the ponies throughout Arkansas, Oklahoma and most of the South. He also held sales at Los Angeles and in Pennsylvania.

Chaney's longest sale was at Perry, Oklahoma. It began on Monday and lasted until Saturday night. It was during this sale that Chaney sold a pony for \$75,000.

A native of Missouri, Chaney was asked to come to Morrilton by the Chamber of Commerce to operate the city's first live-stock auction.

He is survived by his wife, Mrs. Winnie Thomas Chaney, who still owns his auction barn at Morrilton.

Charolais Auction Gets \$8,759 Average

HOUSTON, Texas — The "Sale of Sales," sponsored by the Texas Charolais Breeders Association February 23, turned out just as the name implies, as 41-1/4 lots grossed \$362,550 to average \$8,789, considerably over the \$5,567 average of the 1967 sale.

Eight and a quarter bulls totaled \$83,850 to average \$10,163 and 33 females \$272,200 to average \$8,248. The two full French females totaled \$117,500 to average \$58,750 and 2-1/4 full French bulls totaled \$70,000 to average \$26,111, making 4-1/4 full French lots gross \$187,500 to average \$37,500. Fifteen one-half French females grossed \$61,500 to average \$4,100.



Linnea Staples, feature writer for the Manchester Union Leader, addressing the Spring meeting of the New Hampshire Auctioneers Association. Seated next to her are outgoing President, Ed Stevens of West Rindge and Treasurer, True Glidden of Portsmouth.



NAA member, J. C. Kornbrust, East Moline, Ill., gestures "Sold" to the highest bidder at the benefit auction for a local youth, stricken with nephritis. Other area auctioneers participated in the sale. Photo through courtesy of the Davenport, Iowa, TIMES-DEMOCRAT.

Ralph Rinehart Dies

Ralph Rinehart, Flora, Indiana, auctioneer, passed away February 20, following a three and one-half month illness. He was 63 years old.

Rinehart was a past president of the Indiana Auctioneers Association as well as the Indiana Duroc Breeders Association. He and his sons had maintained one of the country's better Duroc swine herds and during the 1950's he was quite prominent as a Duroc auctioneer.

Survivors include his two sons, Junior and Martin, both of whom are auctioneers, a daughter and his widow.

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Auction For Benefit Of Nephritis Victim

Friends and strangers rallied to the aid of a 14 year-old East Moline, Illinois boy stricken with nephritis, a kidney disease, by holding an auction, March 30, at the Cow Palace on the Rock Island Fairgrounds. Sales at the auction totaled \$1,808.29 to help pay hospital expenses for Scott Verplaetse.

Sponsored by the Nac-ca-ton 4-H Club of East Moline, of which Scott is president, the auction was aided by many area residents who donated merchandise, other 4-H Clubs and the Cub Scouts. Preparations began a month prior to sale day.

Six auctioneers, headed by J. C. Kornbrust, East Moline, gave of their time and talents to make the auction a success. The others were Walt Kincaid, Hillsdale; Johnny Robbins, East Moline, Roy Lawson, Coal Valley; and Marvin White, Geneseo.



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.

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 Ladies Auxiliary to the NAA



Dear Bernie,

Enclosed please find a newspaper article from "The Burlington County Times" showing me selling a bowl for the nice sum of \$70.00. I enjoy reading the articles that you have in "The Auctioneer" and I thought that you might put one in from an old Hayseed Auctioneer from New Jersey. We are planning to see you in Oklahoma City, if nothing happens to prevent it. We have attended most of the Conventions in the last 15 years and have enjoyed them. It has also given us an opportunity to see a lot of our country. If we make it this year, we will have seen a little of all of the 48 states.

Will be looking forward to seeing you.

Watson Van Sciver
 Burlington, New Jersey

Dear Colonel Hart:

Enclosed you will find my check for \$5.00 so my name will appear on your Booster Page, and \$1.00 for four decals. I enjoy your magazine very much and look forward to receiving it.

Yours truly,
Clyde Russell
Caledonia, Michigan

Dear Bernie:

Enclosed is a clipping from the Terre Haute Tribune-Star. Just one of the crazy things that can happen during the heat of an auction sale. Thought you might want to publish it in one of the forthcoming issues of "The Auctioneer".

The Auction and Appraisal business has been good to us since we founded our own firm last April 23rd. We have just moved into our new, two office suite and the present is good and the future promises to be very bright.

We recently sold out a Steel Fabricating Plant in Chicago. Overall results were excellent. The highlight of the auction was when we sold a Steelweld Press Brake for \$12,000.00. This particular machine was purchased new in 1937 for a total cost of \$9,000.00. Not bad for a 31 year old piece of equipment. However, replacement cost of a comparable machine new today would be \$35,000.00.

Looking forward to visiting with you at the 1968 National Convention in Oklahoma City.

Very truly yours,
Edward E. Bilbruck
Chicago, Illinois

Dear Sir:

Enclosed you will find a check for my membership fee, sorry to be late.

A thought that might be of interest, we have big plans and hope for our new livestock pavilion to open here in Tyler, Texas, June 1, 1968.

This structure is to be called the "Cattle Dome" - copied after the Astro-dome, built in a complete circle. This pavilion was built with the cost being

approximately \$200,000. Owners are Dr. Paul Turman and Mr. Seth Ford. I am honored to be employed as auctioneer. This barn will accommodate approximately 2,500 cattle.

Thank you,
Roy E. Cagle
Tyler, Texas

Dear Sirs:

Enclosed, a check for \$15.00 for dues and Booster Page. We enjoy your magazine, it always has many interesting articles.

Yours,
Carl O. Westermarck
Shelby, Montana

Dear Mr. Hart:

I want you to know, I'm proud to be a member of N. A. A. "The Auctioneer", publication I receive each month I really enjoy very much and I look forward to them. I also appreciate very much Col. Pop Hess's column he writes each month, it's always **terrific!** This is a small world, isn't it?

I see R. I. "Razor" Crosman, of Maine, is now a new N. A. A. member. I know he will represent the Association well! I have been to many of his sales throughout the State of Maine, and they were the best in the state. I'm a native of the State, years ago my dad was a Licensed Auctioneer of the State of Maine.

We now run an auction house and used furniture store here in the small town of Claypool, Arizona. We retail to the public five days a week and sell wholesale to dealers in the business. We have nice weather here year round and business is real good since the miners went back to work. We hold our auctions in the summer. This is a thriving area, with the copper mines and various other industry at hand.

Sincerely,
Blaine Batchelder
Claypool, Arizona

Dear Bernard:

I leave for Eagle River on Monday,

IN UNITY THERE IS STRENGTH ●

after spending a very enjoyable winter (in spite of hernia operation) here. Before I leave, I just want to compliment you on the April issue of the Auctioneer—your format-composition and printing is outstanding. I hope you have others who will express themselves—it is just a wonderful piece of work and I want you to know that you deserve many compliments.

Best regards as always.

John Fishdick
Eagle River, Wisconsin

Dear Bernie:

Enclosed find a check for '68-'69 dues and also \$5.00 for the Booster Page.

The recent change in "The Auctioneer" was refreshing, keep up the good work.

Sincerely,
Jack Reedy
Hampstead, Maryland

Auction Market Sales Increase In Ontario

Community sale barns in the Canadian province of Ontario handled a record volume of stocker, feeder and breeder cattle in 1967. Sales of this category totalled 304,419 head, an increase of 9.4 per cent over a year earlier. In comparison, Ontario sale barns handled slightly under 200,000 head in 1961. Last year 66 sale barns operated in Ontario.

Ontario community auctions handled 298,278 of slaughter cattle last year, a decline of 9.6 per cent from 1966. Calves sold through community auctions amounted to 1,292,656 head including a record volume of 795,710 weaner pigs. Sheep and lamb sales totalled 33,458 head last year.

Bob Penfield Heads Minnesota Program

Bob Penfield, Bowman, N. D. auctioneer and auction market owner, will be the key-note speaker at the Annual Convention of the Minnesota State Auctioneers

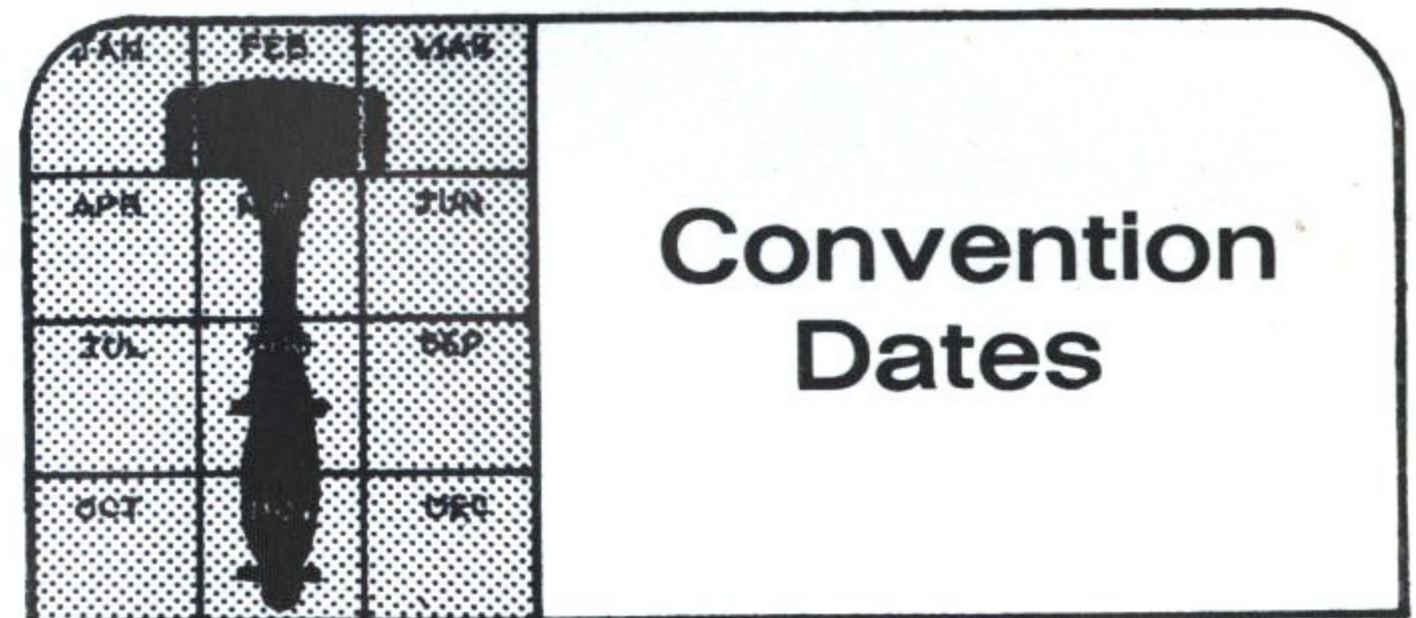


Association. The meeting will be held at The Fireside Inn at Willmar, Minnesota. June 23 and 24.

Penfield is currently 1st Vice President of the National Auctioneers Association.

* * * *

Never argue with a fool. Onlookers may not be able to tell who is which.



- May 4-5—Oklahoma State Auctioneers Association, Ramada Inn, Oklahoma City
- May 4-5—Missouri State Auctioneers Association, Central Missouri Livestock Market, Mexico, Missouri
- May 5—Nebraska Auctioneers Association, Pawnee Hotel, North Platte
- May 19—Washington State Auctioneers Association, Chinook Hotel, Yakima
- May 25-26—Kansas Auctioneers Association, Holiday Inn, Manhattan
- June 7-8—South Dakota Auctioneers Association, Sheraton-Johnson Hotel, Rapid City
- June 8-9—Ohio Auctioneers Association, Holiday Inn, Elyria
- June 8-9—Pennsylvania Auctioneers Association, Hotel Americus, Allentown
- June 9-10—Tennessee Auctioneers Convention, Riverside Motor Lodge, Gatlinburg, Tenn.
- June 14-16—Texas Auctioneers Association, Continental Houston Hotel, Houston
- June 23-24—Minnesota State Auctioneers Association, Fireside Inn, Willmar
- July 11-12-13—National Auctioneers Association, Sheraton-Oklahoma Hotel, Oklahoma City.
- July 27-28—Mississippi Auctioneers Association, Cleveland, Mississippi
- December 7-8—Virginia Auctioneers Association, Natural Bridge Motel, Natural Bridge

Across The Country

BY BERNARD HART



We don't know if the lead paragraph under this heading in last month's issue had anything to do with it but we would like for each member to look at the list of members we processed in the last 30 days, elsewhere in this issue. Then take note at the high per cent of those that have an asterisk in front of their names.

Those with the asterisk are either new members or, in a few cases, members who have been out for several years and now have reinstated their memberships. While no records have been kept, this is surely a new record for several years. Also, it is an indication that some of our members are doing something toward increasing membership.

If this trend continues, we can pass another milestone before our fiscal year ends, June 30. We can have 2500 active members before that date.

Some of you will recall how hard we worked to pass the 2000 figure a few years ago. Walter Britten was president at the time and he offered to buy a plaque and present it to the 2,000th member. It was Charles Wilkes of Park River, N. D., who gained this distinction. We are happy to report Col. Wilkes has remained an active member.

While we haven't mentioned it to Ralph Horst, we do believe we can persuade him to give similar recognition to the 2500th member. Let's continue our fine efforts so President Horst can enjoy the privilege of furnishing and presenting this token of recognition.

* * * * *

From Walter Carlson, Trimont, Minn., we hear of a Minnesota auctioneer who was having trouble getting a bid on a pile of hedge posts. Finally, the owner climbed to the top of the pile, called for silence and said, "Now, see here, fellows. These are extra good posts. I'll guarantee that

every post will outlast two post holes!" Then the bidding started.

* * * * *

We hear that Jerry and Pat Moylan, Emmett, Kansas, have purchased the Live-stock Auction Market at Council Grove, Kansas. They have changed the sale day from Saturday to Monday.

* * * * *

A new magazine entitled "Auction Heritage" is being published by Hagel Auction Company, 4210 North Elmwood, Kansas City, Missouri 64117. Plans are to distribute the magazine four times yearly. The first issue was dedicated to Mr. L. M. Monsees, an early day pioneer in the breeding of mules, jacks and jennets. We have been informed that the second issue will be dedicated to one of the all time "greats" in the auction profession, the late Col. F. M. Wood, Lincoln, Nebraska. Those interested in the magazine should contact the publishers at the above given address.

* * * * *

Our Building Fund received a nice boost with the receipt of a nice fat check from the Ladies Auxiliary of the North Dakota Auctioneers Association. Thank you, North Dakota ladies. We understand your Auxiliary organization is only four years old!

* * * * *

State Conventions are getting into full swing for those who hold summer meetings. We urge every auctioneer to participate in these affairs. We have some very good NAA members who take little or no interest in their state organizations (we also have the same thing in reverse) and this is not good. We strongly feel that ALL auctioneers should participate in their state organizations. It is much more

constructive than complaining about what transpires without your guidance and wisdom.

By the way, the writer will be looking forward to seeing you at the Nebraska, Washington, Kansas, South Dakota, Texas and perhaps some other meetings. Can you guess how the NAA Secretary spends his week ends?

Col. Carter Conducts \$900,000.00 Auction

Colonel J. C. Carter, a member of the Carter Realty Auction Company, Scottsville, Kentucky, conducted an auction of heavy equipment for Maurice King, Dallas, Texas, April 6. The sale consisted of 248 items that sold for more than \$900,000.00. This was more than \$100,000.00 above the pre-sale estimate.

Highest selling item was a P & H truck crane that sold for \$65,000. Buyers were in attendance from all parts of the country. Col. Carter is a 44 year old Kentucky Realtor - Auctioneer, a graduate of the Reppert School of Auctioneering, and a freshman in the Kentucky State Senate.

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The Lighter Side...

Misery's Company

The two men were discussing the merits of color television.

One, in a decisive tone, remarked that he thought television in general was a "time waster" and that color TV in particular was in "the experimental stage."

The other man, after a thoughtful pause, ended the discussion when he said, "I haven't got a color set, either."

* * * *

Inherited

When the henpecked husband died and went below, he immediately started throwing his weight around and giving orders to everyone.

"Say, fellow," roared Satan, "you are acting as though you owned the place."

"I do," replied the newcomer. "My wife gave it to me while I was on earth."

* * * *

Wrong

Visiting a parishioner's home for Sunday dinner, the minister placed some green beans on his plate.

Intently watching, the small daughter of the family suddenly exclaimed:

"Look, Daddy," she said, "He took some beans. You said he didn't know 'beans'."

* * * *

The Highest Bidder

Bidding for various objects was proceeding furiously, when the auctioneer suddenly announced, "A gentleman in this room lost a wallet containing \$1000. If it is returned, he will pay a reward of \$200."

There was a moment's silence, and then from the back of the room came the cry: "Two hundred and ten!"

Affiliation

In a Kentucky mountain polling place, a mountain gal was being quizzed by the election clerk.

"What party do you affiliate with?" he asked.

"Have I got to answer that?" she frowned.

"If you want a ballot in this here primary election you do," he assured her.

"Wal-al, then," the gal declared, "In that case I don't want no ballot 'cause the party I affiliates with ain't divorced yet!"

* * * *

Subject: Golf

Two Hollywood producers who had never played golf, decided to try the game. At the clubhouse of a famous Palm Springs course they were informed they couldn't play on the particular afternoon that they had picked for their initial experience with the game.

"Why not?" they demanded indignantly.

"Because," the pro explained, "there are no caddies."

The two producers pondered this for a moment. Then one said, "So who cares? For one afternoon we can take a Buick."

* * * *

Improvement

An old lady went up to the beggar and handed him a coin.

"Oh, you poor man," she said. "It must be terrible to be lame. But you know," she said brightening, "it would be worse if you were blind."

"That's right, ma'am," muttered the beggar. "When I was blind I got nothing but washers, slugs, and buttons."

Par Three

After a month of married life, the glamour wore off and the young couple went to see a psychiatrist. After talking to the couple for awhile, the psychiatrist suddenly swept the woman into his arms and kissed her. "Now," said the doctor, looking at the husband, "this is the treatment she needs Mondays, Wednesdays and Fridays."

"Very good, Doc," said the husband, "I can bring her here on Mondays and Wednesdays, but on Friday I play golf."

* * * *

Don't Be Too Sure

Two caterpillars were inching their way along a big green leaf when a butterfly fluttered by.

"Look at that!" one said.

"Yeah!" said the other. "You'd never get me to go up in one of those contraptions."

Descriptive

Farm Wife: Does the new neighbor down the road have any children?

Friend: Yes, they have a girl who is a budding genius and a boy who is a blooming nuisance!

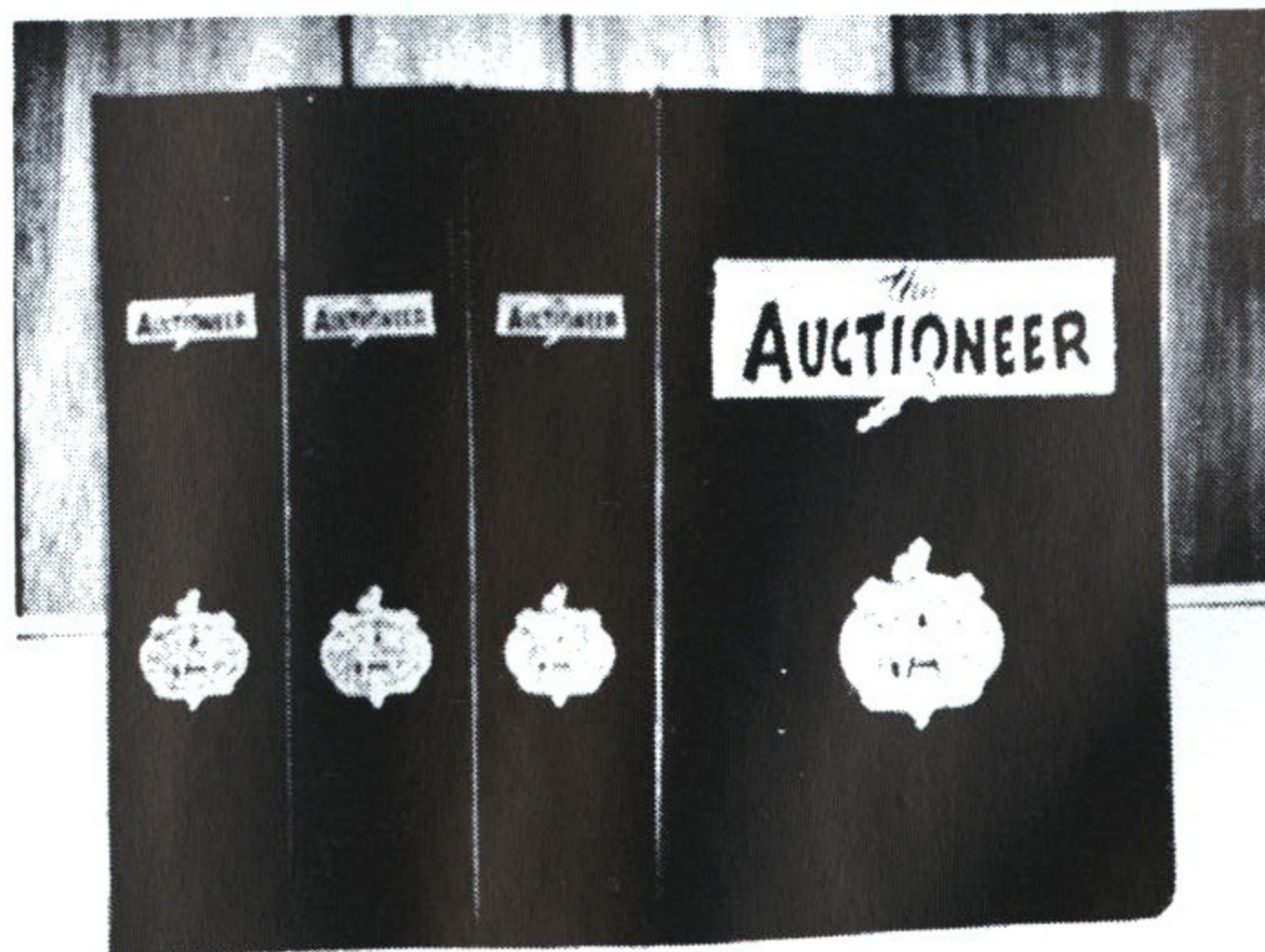
* * * *

Regular Thing?

Hired Man: May I have tomorrow off? It's my twenty-fifth anniversary.

Farmer: Yeah - and I suppose we're going to have to put up with this every 25 years!

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AMPLI-VOX COMMANDO

Model S-610

- 25 watt solid-state megaphone
- Rugged outdoor hailer for distances up to half a mile
- Easy to handle—weighs 15 lbs.
- Flashlight battery powered

This super-portable, super-powerful outdoor public address system speaks with the voice of authority! It is convenient, it is rugged, and it is loud. You'll be heard, clearly and distinctly, across the street, across the field, or half a mile away!

The 25-watt all-transistor amplifier works on ordinary flashlight batteries. (Ten batteries will normally provide a full year's service.) The weatherproof horn speaker is especially designed for voice penetration. The noise-cancelling hand-held microphone provides excellent intelligibility.

The easy-to-use Commando never blocks your vision, never gets in your way. You can set it down, or carry it by the special gripper handle or the shoulder strap.

SPECIFICATIONS

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

Frequency response: 30-15,00 Hz.

Control: On-Off - Volume.

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

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

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

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

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

Weight: 15 lbs. with batteries.

Price: Complete system Perma-Power Model S-610 (less batteries). Net each \$129.95.

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