

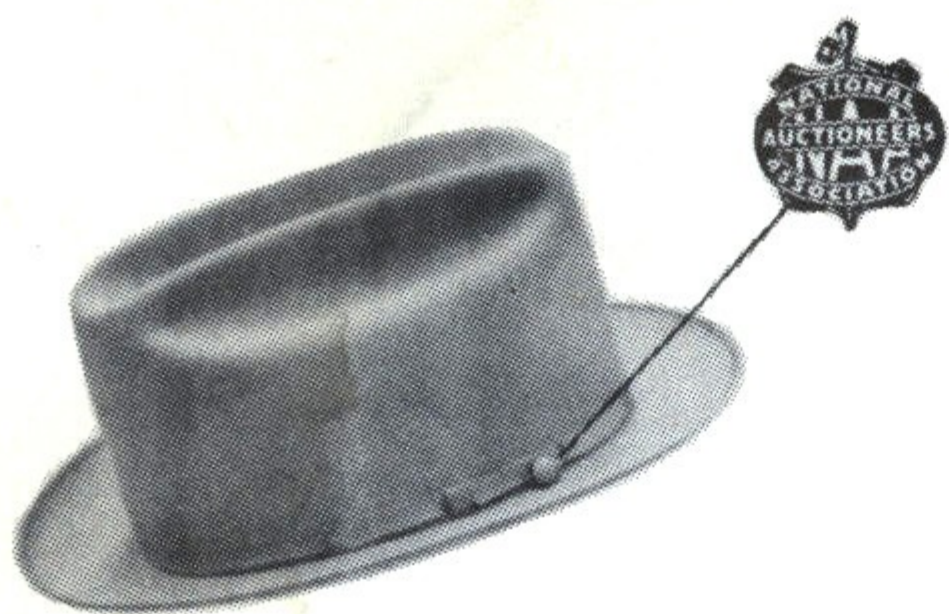
VOL. XIX

NO. 11

NOVEMBER, 1968

THE **auCTIONeer**





It is just a few more days until Christmas!

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

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

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

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

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

(Other sizes available upon request)

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

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THE **auctioneer**

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

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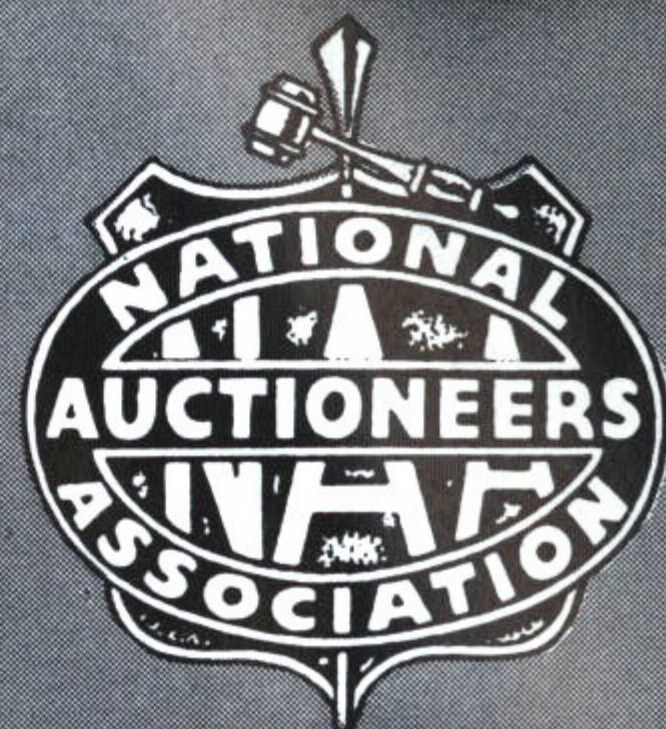
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Do Realty Auctions Bring Market Value ?

By **RICHARD W. BRONSTEIN, I. F. A.**

Value—Value is the relationship of a good or commodity and the demand for it. In terms of the economist it is the relationship of supply and demand.

While there are numerous types of value, let us consider Fair Market Value as defined as the price a knowledgeable willing seller would accept and an informed purchaser would pay, neither being under undue pressure, allowing a reasonable time for sale.

Before discussing the probability of an Auction and a private sale yielding the same results, let us first determine what constitutes Market Value.

A knowledgeable seller is one who is aware of the limitations of his property as well as the benefits of ownership. An informed purchaser is one who knows and would place a property to its highest and best use. The highest and best use being that which will return the greatest income to the land. Undue pressure may include the threat of foreclosure, cloud of condemnation, estate situations and partition actions. Reasonable time is perhaps the most indefinite. This depends upon the type and price of property and may vary greatly from a single family house in an average area to a mansion or a large industrial type of property.

Now let us compare the conventional modes of sale to Public Auctions. We are of course referring to Public Auctions conducted by professionals which are professionally advertised and promoted. Both methods may or may not deal with knowledgeable sellers. Both may deal with informed purchasers. Pressure need not separate the methods. What then is the difference? One major difference is time.

At Auction the seller picks the date of sale; hence this may or may not effect value. In the sale of property we encounter an imperfect market. The rela-

tion of supply and demand is somewhat indirect, while an Auction allows for instant supply-demand interaction rather than remaining at the mercy of one buyer at a time. While the time may be the main difference, the Auction is generally more widely advertised. The "Terms of Sale" are also of importance. Contingencies and financing should also be considered.

If credit sales are the norm, then the sale of property without financing or financial contingency may in time of "tight credit" serve to depress the sale price. While price is not the equivalent of value; past performance and previous sales are indicators of value.

As an appraiser considering whether an Auction yields Fair Market Value, one must ask the following questions:

- (1) Was the property adequately advertised (not hidden in a Court House alcove).
- (2) Was it conducted by a professional (or was it an amateur appointed to cry the bids).
- (3) Was adequate inspection of the property permitted.
- (4) Were the terms normal.
- (5) Was a mortgage available.
- (6) Were signs posted.
- (7) The Auction prices normally set the lower limit of value, but not always.
- (8) What sort of title was to be conveyed, a warrantee deed, a referee's deed, a quit claim deed?

As an Auctioneer advocating the Auction method of sale, one must note the following advantages:

- (1) Auction creates direct supply-demand interaction. The seller is not at the mercy of one offer.
- (2) The maximum price is not restricted, the sky is the limit within reason, whereas privately you set a price and work downward.

- (3) Only at Auction can you pick the day you sell.
- (4) Auction places the property in the limelight.
- (5) An Auction is an open invitation to all.

While the Auction method is not perfect, it has many advantages. Quite often it is the only means of disposal for less desirable properties. Although, the more desirable the property the greater advantage the Auction method can achieve. The answer then to the question "Do Realty Auctions Bring Market Value" is sometimes. Each situation must be investigated on its own merits.

Auto Auction Group Holds Largest Meet

J. B. "Pat" Patterson, Amarillo, Texas, was elected President of the National Auto Auction Association at the group's largest and most successful convention, held in Detroit, September 12-14. In other actions, the NAAA selected Denver for their 1969 meeting and approved the hiring of a Detroit public relations representative.

Attendance broke all records at this year's parley. The first day was spent in viewing the General Motors Proving Grounds while panel discussions and talks from automotive men took place the last two days.

Roy Cox, Acton, Massachusetts, was named Vice President and Norman Early, Denver, was re-elected Secretary-Treasurer. Named to the Board of Directors were: Joe Fralin, Lubbock, Texas; Irving Mondore, Syracuse, New York; T. Lynn Davis, Macon, Georgia; M. D. McCollum, Flint, Michigan; and Fritz Cassel, Manheim, Pennsylvania.

Tim Anspach, President Emeritus of the auto auction group, was cited by the establishment of a "Tim Anspach Fund" to be applied to the Building Fund of the National Auctioneers Association in honor of the veteran auctioneer and auto auction official. This Fund passed

the \$1,000 mark in a short time and is being left open.

Major automobile manufacturers and related industries sponsored Receptions, Luncheons, Dinners and Entertainment for the registrants.

Hursts Of Kansas Lose Son In Vietnam

First Lt. Quentin Hurst, Valley Falls, Kansas, died while on combat duty in Viet Nam, September 27. He was commander of a military aircraft on combat mission when it caught fire and crashed into a river according to information furnished by Army personnel.

Lieutenant Hurst was born November 16, 1944, in Topeka, and spent most of his life in Valley Falls. He was graduated from Pittsburg State College and received his commission as a second lieutenant in the Army, June 5, 1967. He completed helicopter pilot training at Fort Rucker, Alabama, and was home on a 30 day leave before he left for Viet Nam, August 4.

Col. and Mrs. Paul Hurst, Valley Falls, are his parents. The Hursts are well known among auctioneers and Col. Hurst is a past president of the Kansas Auctioneers Association. Other survivors include a brother, his grandmother and grandfather.

Wyoming Ranch Sold For Quarter Million

DOUGLAS, Wyo.—The Antelope Creek Ranch between Douglas and Gillette sold recently at auction for a quarter of a million dollars. Buyers were Floyd Reno and Sons of Midwest.

Prospective buyers from Texas, Colorado, Kansas, Oklahoma, Nebraska and South Dakota were on hand for the auction as were prospective Wyoming buyers. The sale was managed and conducted by R. A. "Dick" Mader, auctioneer and real estate broker of Gillette.

Historic Ripple Ranches

Bring Over \$500,000

In 1877 George Ripple trailed a herd of cattle from Texas and landed in Dodge City, Kansas, with only 10 cents in his pocket. He was paid \$15 for his trail job that day and was on his way toward establishing his own cattle business.

The result of his efforts, plus those of his three sons and one daughter, went on the auction block and sold for over half a million dollars.

For sale were the home (Ripple) ranch near Waverly, Colorado, the Granite Canyon Ranch across the Wyoming line north of the home ranch, and the Mill Creek Ranch in Colorado 10 miles west of Tie Siding, Wyoming.

It was on these ranches that George Ripple, plus his sons, Ed, Henry and Walter, raised what was once recognized as one of the finest herds of Aberdeen-Angus cattle in America.

They introduced the black breed in 1913, three years after George Ripple purchased the home place from William Minner, a sheepherder who had homesteaded in the area. At that time, most of the West was "Whiteface country" where Hereford cattle predominated.

The 1,777-acre Wyoming ranch sold separately to satisfy the tax laws of that state. It was bought by L. B. Spinney of Fort Collins for \$76,750.

The two Colorado ranches were sold separately. Then, to satisfy the stipulations of the administrators of the estate, the ranches were put together and sold as one unit to see if more could be realized by the sale of the two as one parcel than as separate sales.

The 5,608-acre home ranch was first sold to J. W. Mattingly of Fort Collins for \$232,500. The Mill Creek Ranch was bought by Roberts and Roberts, a ranching family at Livermore, who paid \$130,000 for the 3,109-acre ranch.

Mattingly and the Roberts' own ranches adjacent to the Colorado properties.

These two bids were set aside when Ed Murray and Sons of Cheyenne offered \$372,000 for the two ranches as one unit.

The property was auctioned under court order. The estate is in the name of Mrs. Florence R. Kreiger, a daughter of George Ripple.

In addition to the three ranches, the family brand was auctioned and brought \$400. Nearly \$110,000 was raised through the sale of machinery, feed, horses and 728 head of cattle.

"It was one of the most exciting auctions I have attended," said one bidder. "It was one of those rare sales where the bidding started at \$50,000 or \$100,000 and where thousands of dollars were bid by the scratch of a boot in the sand."

Natte Austin, a partner in the auctioneering firm handling the sale, said it was one of the most historic sales he has ever handled. On the home ranch was a stage coach station near Owl Canyon where mail stages would stop on the way from Fort Collins up to the Forks Hotel at Livermore and then up into the mountains returning by way of the Poudre Canyon.

In addition to the cattle raised on the ranch, many draft horses for work and saddle horses for pleasure were raised and sold. Goerge Ripple had raised race horses in Kansas prior to moving to Colorado. One of his horses owned the mile record for the state of Kansas for a time.

The home ranch was used to raise winter feed with part of it irrigated. The ranch is crossed by the North Poudre Supply Canal, a feature of the Colorado-Big Thompson project bringing water from the Western slope. A railroad siding has been constructed at the ranch by the Union Pacific Railroad which also built a

stockyards to handle the several carloads of cattle annually shipped to market by the Ripple family.

The big sale was in charge of Austin Auctions, Inc., Fort Collins and Greeley, Colorado. Members of the firm are Natte Austin, Bob Cross and Ray Larson, each of whom are members of the Colorado and National Auctioneers Associations. In addition to conventional advertising methods, an eight page descriptive brochure, with photos, was used.

The Price They Paid

Have you ever wondered what happened to those men who signed the Declaration of Independence?

Five signers were captured by the British as traitors, and tortured before they died. Twelve had their homes ransacked and burned. Two lost their sons in the Revolutionary Army, another had two sons captured. Nine of the 56 fought and died from wounds or the hardships of the Revolutionary War.

What kind of men were they? Twenty-four were lawyers and jurists. Eleven were merchants, nine were farmers and large plantation owners, men of means, well educated. But they signed the Declaration of Independence knowing full well that the penalty would be death if they were captured.

They signed and they pledged their lives, their fortunes, and their sacred honor:

Carter Braxton of Virginia, a wealthy planter and trader, saw his ships swept from the seas by the British navy. He sold his home and properties to pay his debts, and died in rags.

Thomas McKeam was so hounded by the British that he was forced to move his family almost constantly. He served in the Congress without pay, and his family was kept in hiding. His possessions were taken from him and poverty was his reward.

Vandals or soldiers or both, looted the properties of Ellery, Clymer, Hall, Walton, Gwinnett, Heyward, Rutledge, and Middleton.

At the Battle of Yorktown, Thomas Nelson, Jr., noted that the British General Cornwallis, had taken over the Nelson home for his headquarters. The owner quietly urged General George Washington to open fire, which was done. The home was destroyed, and Nelson died bankrupt.

Francis Lewis had his home and properties destroyed. The enemy jailed his wife, and she died within a few months.

John Hart was driven from his wife's bedside as she was dying. Their 13 children fled for their lives. His fields and his grist mill were laid waste. For more than a year he lived in forests and caves, returning home after the war to find his wife dead, his children vanished. A few weeks later he died from exhaustion and a broken heart.

Norris and Livingston suffered similar fates.

Such were the stories and sacrifices of the American Revolution. These were not wide-eyed, rabble-rousing ruffians. There were soft-spoken men of means and educated. They had security, but they valued liberty more. Standing tall, straight, and unwavering, they pledged: "For the support of this declaration, with a firm reliance on the protection of the Divine Providence, we mutually pledge to each other, our lives, our fortunes, and our sacred honor."

THEY GAVE US AN INDEPENDENT AMERICA. CAN WE KEEP IT?

Sincerely submitted,
JIM McCUTCHEON

Reliable family man wishes to buy into

LIVESTOCK AUCTION MARKET

or, will trade equity in California Ranch for same.

For further information, write:

Colonel James Martin
Route 1, Box 1379
Elk Grove, California 95624



MISSOURI AUCTION SCHOOL KANSAS CITY, MISSOURI BASIC LIVESTOCK MARKET AUCTIONEERS, AUGUST, 1968

FRONT ROW LEFT TO RIGHT: Jimmy Sumners, Mo.; John Craven, Mo.; Verlin Green, Instructor, Ks.; Richard W. Dewees, President, Mo.; Bob Penfield, Instructor, No. Dak.; Jim Hubbs, Colo.; Eldon Geyer, Okla.

SECOND ROW LEFT TO RIGHT: James Vaughn, Ind.; Albert Roberts, Ark.; Tony Harris, No. Caro.; Edward Hubbard, Minn.; Leonard Dunn, Jr., Okla.; Adrian Landry, Jr., La.; Steve Brown, Missouri.

THIRD ROW LEFT TO RIGHT: Ronald Devolder, Canada; Kent Badgett, Nebr.; David Avilez, Calif.; Phillip Gerleman, Ks.; Robert Witt, Mo.; Augie Newkirk, Ind.; Roy Atkinson, Utah.

FOURTH ROW LEFT TO RIGHT: Albert Rogers, Mo.; Ordell Darst, Mo.; Warren Ball, Calif.; Vernis Koch, Ks.; Art Guess, Calif.; Ronald Utter, Ill.; Bernard Rental, Missouri.

FIFTH ROW LEFT TO RIGHT: Dwight Allmon, Mo.; Bruce Hogan, Okla.; Franklin Edwards, Mo.; William Allen, Calif.; Charles McDonald, Ark.; Bill Brookshier, Mo.; Ken Keesaman, Missouri.

State Fair Booth A Success For Iowans

The Iowa State Fair public relations booth by the Iowa Auctioneers Association was termed highly successful, according to booth chairman, Earl Thies.

Beginning last year as a pilot project at the widely acclaimed Clay County Iowa Fair, it was advanced this year to the Iowa State Fair in Des Moines. Located in the Varied Industries Building, one of the high traffic areas of the fair, it is estimated that nearly ¼ million people may have filed past the booth in its 10 days of operation.

The booth itself was colorfully attractive and included the membership roll of the Iowa Auctioneers Association, taped sound track, and hand-out pamphlets. It was completely operated by Iowa members. Functioning as a promotional and public relations project, the booth went far in exposure of the "Auction Way" and projection of the modern auction image. Inference was also made as to the employment of member auctioneers.

Response by the public was very enthusiastic. In light of the booth's success, the Iowa group is looking forward to probable continuation each year at the Iowa State Fair, with new and better ideas already in mind for next year.

Auction Market Man is a Little Different

By CHARLIE PIKE

A market operator has to be a little different than the average businessman. In this fast moving economy of today, it's easy to forget and be regimented.

I don't think there is another business in this whole country today that can be compared to the auction market business. A successful market operator has to qualify in a lot of different fields to be a real big success in the auction business. First he should be one who meets

country people well. When I say this, I mean, be able to understand and have a good knowledge of farming and ranching as the producer looks at it.

When the auction market operator does some business with the farmer or rancher, he's dealing with the same customer as the car dealer but on a much different level. When Mr. Rancher consigns some cattle or buys a load, the business he is doing with you the market operator has a lot to do with whether he buys that new car or new suit.

You, the market operator are very important to Mr. Producer as a businessman and he has lots of respect for your judgment and a great need for your service. It takes some cultivating and salesmanship to get him to do business with you, mainly because you are dealing with a man who probably knows as much or more about the product he's buying or selling as you do. He reads, listens and is pretty well informed on this subject and is not impressed by promises. He wants service and good results and it is up to you to make it jell that way.

Yes, sir, the auction market operator has to be a pretty versatile businessman. Not just any Tom, Dick or Harry can qualify.

WESTERN LIVESTOCK REPORTER

Veteran Auctioneer Jack Halsey Dies

J. E. "Jack" Halsey, Des Moines, Iowa, died in a local hospital, October 1, at the age of 75. He was a nationally prominent auctioneer of purebred livestock, specializing in Shorthorn cattle but proficient in selling all meat animal breeds.

Halsey had retired June 1 from the Wallaces Farmer and Iowa Homestead after 44 years as livestock advertising manager and fieldman. Many NAA members will remember him as a program participant at our 1963 National Convention, in Lincoln, Nebraska.

Survivors include his wife, son and four grandchildren.

Building Fund Notes

At the Annual Convention of the National Auto Auction Association, held in Detroit, September 12-14, the NAA Building Fund received a significant boost. At the suggestion of R. A. "Tiny" Waldrep, Gainesville, Georgia, a contribution toward this fund in honor of veteran automobile and auction man, Tim Anspach, Albany, New York, got under way.

With "Red" Mendenhall accepting donations, nearly \$1,000 was received in a short time. Later in the day, another NAA member, T. Lynn Davis, Macon, Georgia, was the winner of a Tow Bar, given as a door prize. He immediately requested that Jimmy Franks (Arena Auto Auction, Chicago) auction off the prize with the money to be added to the Tim Anspach Fund. Still another NAA member, Harold Henry, Los Angeles, California, was the high bidder at \$250. The regular retail price of the Tow Bar was approximately \$100.

The Tim Anspach Fund now stands at \$1,215 and is being left open in order that other friends of Mr. Anspach can participate.

Tim Anspach is President Emeritus of the National Auto Auction Association

and a long time member of the National Auctioneers Association. He began his long career in the auction business at Omaha, Nebraska, where he and his father operated the Omaha Horse and Mule Auction for many years. It was the horse business that took him to New York and at the fading of the draft horse era, he turned to the auto auction business. He operated an auction at Albany for many years.

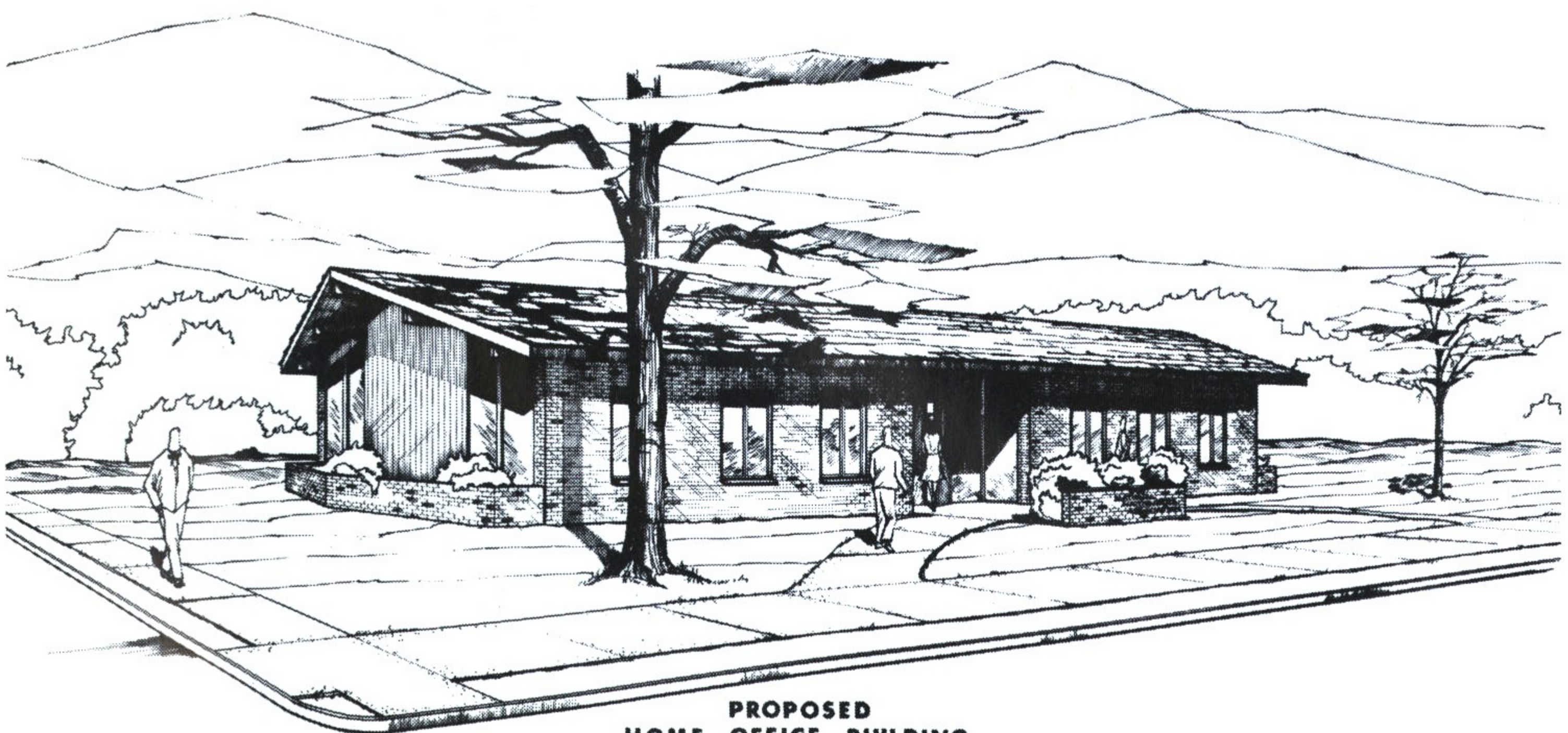


TIM A. ANSPACH

Tim is a great organization man. He headed the auto auction group for two years and it was during his reign that the organization actually "came of age" as he united the western operators with those of the east and mid-west to make it a truly national organization. He is also a past president of the New York State Auctioneers Association.



A good executive is one who finds more solutions than problems.



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NHAA Enrolls Famous Lady Auctioneer



**By George Michael, Secretary
NH Auctioneers Association**

The New Hampshire Auctioneers Association has taken pride in voting into membership, Ilse Stanley, the only woman auctioneer in the State, and certainly one of the most famous in the country.

Ilse and her husband, Milton, make their home at Stanley Heights, in Gilmanton, the reputed locale of Peyton Place—also the home of the late Grace Metalious.

The Stanleys came here from New York after having been engaged for many years there in the entertainment and decorating field. Many Broadway

productions felt the touch of their set designs, and their leaving was a loss to their friends and business associates. During this time, they continued their interest in the theatre and music world as well as an association with the arts and antiquity.

Ilse's life in Germany during the time of Hitler is well recounted in her book, "The Unforgotten", which was published in 1957. She had almost daily encounters with the Gestapo helping rescue friends from their prisons, and finally fled Hitler's tyranny at the time of the war. Before this time, she had worked for her uncle, who maintained a large antique and auction business in Berlin whence she learned the fine points of European anti-

quity and is one of our country's foremost authorities in this field today. She is consulted by dealers and auctioneers and the public alike for information regarding the history and origin of unusual pieces. The Stanleys run several auctions each year at their country home featuring the finest in objects d'art acquired from the contacts made while in the city, and from estates which demand the knowledge and attention she can give them.

During this time she has never lost her desire to help people. She was featured on Ralph Edwards "This Is Your Life" TV program, and through this became known to millions.



"Before you try to diagnose my problem, doctor, I should tell you that I have very little faith in doctors or medicine."

"That's quite all right," came the reply. "A jackass doesn't trust a veterinarian either."



NAA Director, Ken Barnicle, Ellisville, Missouri, (left) greets Presidential Candidate, George Wallace, at a Missouri rally. Ken served as co-ordinator for the Wallace campaign in west St. Louis County.



Husband: Why do you weep and sniffle at the movies over the imaginary woes of people you've never met?

Wife: For the same reason you scream and yell when a man you don't know slides into second base.

Be A Builder!!!

The National Auctioneers Association is working toward an important project - OWNERSHIP OF ITS HOME. This is being financed through the donations of its members. Surely, every auctioneer is interested in this monument to the auction profession.

A Building Fund has been established. Add your name to this growing list of "BUILDERS" by sending your contribution now.

Send your remittance, designated "BUILDING FUND", to:

NATIONAL AUCTIONEERS ASSOCIATION

3277 Holdrege Street, Lincoln, Nebraska 68503



GRADUATING CLASS, SEPTEMBER 1968, WESTERN COLLEGE OF AUCTIONEERING, BILLINGS, MONTANA

FRONT ROW: Instructors, Bob Thomas, Bill Hagen, Gene Gabel, Billings, Jim Messersmith, Jerome, Idaho.

SECOND ROW: Bill McDermith, Mechanicsburg, Illinois; Don Anderson, Lethbridge, Alberta; William Barger, Nampa, Idaho; Rodney Haitt, Bottineau, North Dakota.

THIRD ROW: Christopher Baal, Victoria, B. C.; Duane Fox, Sr., Milford, Delaware; George Baal, Victoria, B. C.; Richard Britzman, Glasgow, Montana; Steve Johnson, Junction, Texas; Martin Clark, Milwaukee, Oregon; Herman Reinbold, Davenport, Washington.

BACK ROW: Gordon Cooper, Calgary, Alberta; Earl Swindler, Battleground, Washington; Walter Martin, Edson, Alberta; Jim Lane, Dillon, Montana; J. Bert Barnett, Little Rock, Arkansas; Dennis Bates, Antlers, Oklahoma; George Allmindinger, Camus, Washington.

Ray Schnells Mark 50th Wedding Date

Although Raymond and Clara Schnell, widely-known couple in the livestock and auction industry, did not observe their 50th wedding anniversary until October 23, they celebrated the occasion in August when their 45 grandchildren could attend.

On August 24, some 800 guests attended a special mass for the prominent Dickinson, North Dakota couple, and they renewed their wedding vows. Two special presentations were a large, detailed painting of the Cowboy Hall of Fame, a gift from the hall's trustees, and a bronze by Charles Russell, titled, "The Bronc Twister," from the Schnell sons and daughters.

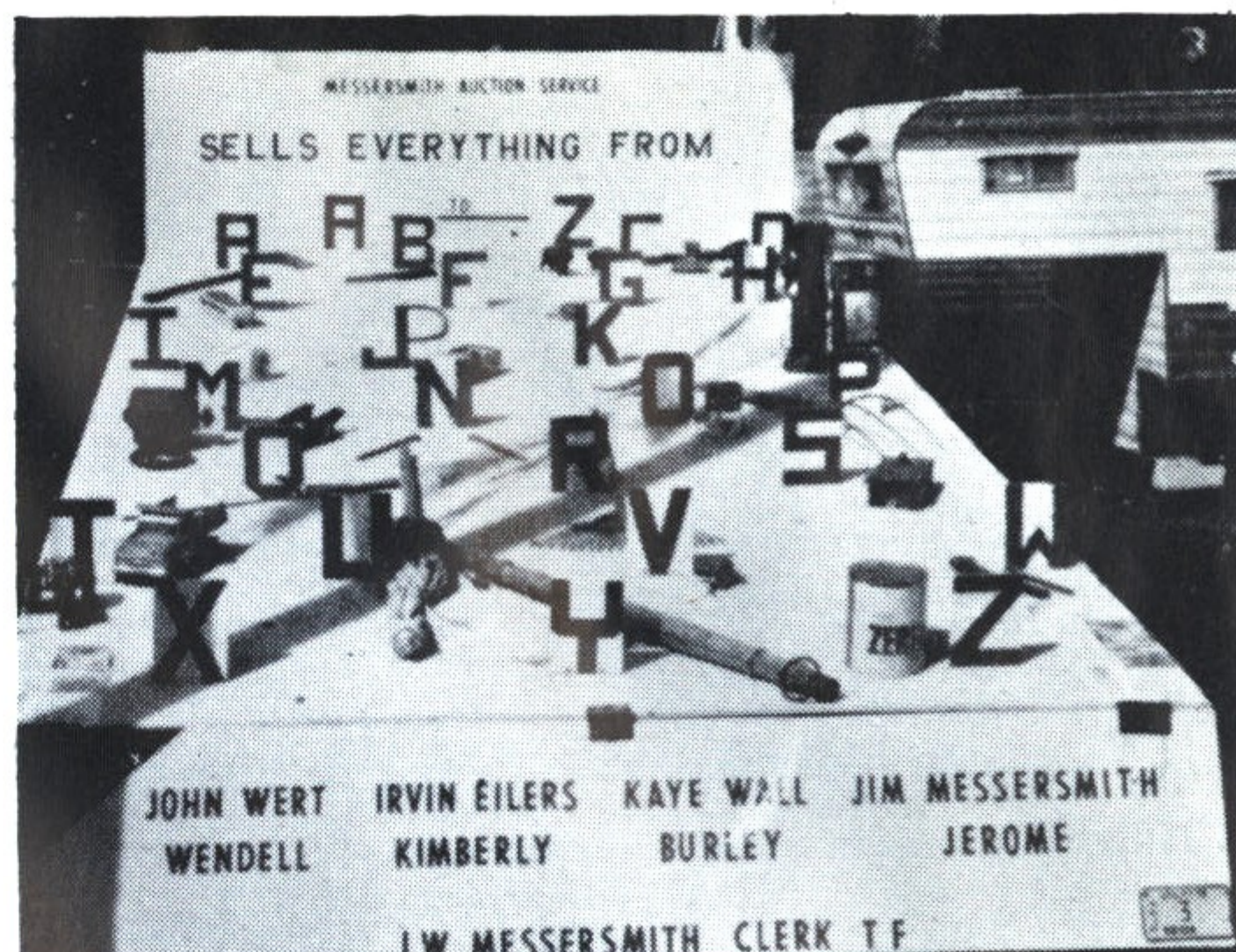
Schnell is known nationally as an auction market operator and cattleman. He has served in the North Dakota legislature, was lieutenant governor, has been a Record Stockman Man of the Year in Livestock and has served as trustee and vice president of the National Cowboy Hall of Fame.

Mrs. Schnell, a former school teacher, has had a busy life as homemaker, wife and mother of 13 children. Ten are living. She was honored in 1963 as a North Dakota Merit Mother. Three of the sons have been very prominent and successful auctioneers, Willard, Robert and the late Howard Schnell.

Former Nebraska Prexy Dies At Age 75

Col. T. C. Jensen, Minden, Nebraska, a past president of the Nebraska Auctioneers Association, died in a Kearney, Nebraska hospital, October 5, at the age of 75. For the last 15 years, Col. Jensen had been manager of Harold Warp's Pioneer Village, a widely known tourist attraction at Minden. He had retired from auctioneering a few years ago.

Survivors include his wife, four sons, one daughter, 24 grandchildren and three great-grandchildren.



Everything from A to Z is the theme for the above float representing Messersmith Auction Service. The firm had this float in several county parades in Idaho.

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

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Pop's Ponderings

Time Changes Faces As Well As Methods

By COL. POP HESS

October ponderings to be read in November may not jell too well, as we are, at the date of this writing, here in the first full week of October, and just after receiving the October issue of this publication.

I must get these jotted down items into the home office at Lincoln, a few days before deadline time so they will have time to get the kinks ironed out. When this writer gets to typing off his pondering script the old typewriter has to buzz right along, often hitting the wrong keys. A wrong letter in the words, if not checked, would make some things unprintable. However, it can be it affords our editor some good timber for a good joke to explode when he is swinging the auction gavel, some of which he does in connection with his appointed office as secretary and manager of the world's only National Auctioneers Association.

Each month, I look forward to receiving this publication as it gives me some ideas on some ponderings to work out that would be of late thinking, etc. The home office makes it a must to grab the first issue off the press and shoot it to me by first class mail, so I get my copy when it is not much over 48 hours off the press. This October issue hit my pondering thinking as soon as I pulled it out of the mailing envelope. The beautiful cover page, showing an auction in progress. Now the auctioneer I soon recognized in no time flat, the contents selling gave me much back years pondering, but my big pondering is this, the identity of the fine looking lady with the clerks sheet in hand helping to get a higher bid.

The sale clerk of this modern day is far different than the ones we would

have back in my early days of selling. The clerk was usually a man with whiskers, nose glasses down on the point of his nose where he would look over the top lens to see what was really going on, then set up half the night trying to get the correct total so the auctioneer could collect his sale commission, and get started home or to his next sale. And so as your writer views this new October cover page, the same words came within my pondering that is often made each Saturday night on a T. V. show, "How sweet it all is".

Back in my earlier years, of 1900, I soon learned the value of a good sale clerk. In my days each community had one certain man for their sale clerk, as the sales were sold on credit. The buyers, where if his total purchase was over ten bucks, could get nine months time on an approved note, and the decisions was up to the clerk on the value of the signatures required to make them collectable nine months hence. Of course, all sales were cash if total purchase was less than \$10.00, plus 2% off. I recall a joke of one man clerk, when a fine looking young lady asked him how much she would have to take off to get her purchase cheaper, his answer was, "How much will you take off?"

Here in our state of Ohio we have just had our first big frost. A cure-all for many of our hay fever folks who this year seemed in our midst very numerous. My big hobby the past three years was growing lawn flowers from seed, sorted from certain varieties to bring out various kinds and colors, but due to our late spring this year, much of my crop got frosted before maturity for good seed. However, it looks like I would have sufficient amount matured for next year's experiments.

Last year I picked out a nice selection of Dwarf Zenith's. They made a fine border of small bloom on each side of our drive-way. In the line up we found just one bloom that was very large, as big around as a county fair popcorn ball and very beautiful. Never seen one like it. We saved the seed and last spring we used just the seed of the bloom for one certain flower bed, which was about 18 feet long aside of our house and in our back lawn. We watched it grow. The joke is the original was a short growing dwarf. The seed has grown for us a line of zenith stems that shoots well over six feet high and has big and small blooms from the ground up and they are still growing, frost or no frost. Now I am pondering, what have I found.

They have grown higher than our bedroom windows, and last week, Mom Hess got her fall window washing done, then the rains came, hit the flowers and smeared her clean windows all up. She has notified me if I ever plant those things close to the house again she will

throw me out. So I will be looking for a big wide open space to experiment next summer to see what this crop will reproduce into.

Public sales here in Ohio are more numerous than ever this fall. We have not much unemployment in the Ohio line-up of capable auctioneers. Prices are good, money seems to be plentiful, and we do see some slowness in farm equipment items, but nothing that hurts too much. Farm tools are like our autos, if used once when new they become second hand or classified as used and the bids somewhat come that way. The livestock market seems very strong, we have had plenty of rain and pastures are excellent and our crops of grain and hay are very good.

On October 2nd, our Home Office received the sad word of the passing of one of our long time, well known friends, Col. Jack Halsey of Des Moines, Iowa. You who have followed my columns will recall my often remarks on sales where Jack and myself were associated. Here in the midwest section not



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many of the nationally known livestock auctioneers of the area of hay days of 1900 through to date are still with us or active. As I look back, I find the nationally known auctioneers I was privileged to work with on sales have since passed on. Such men as Col. Perry of Columbus, Ohio; Fred and Walter Andrews of New Philadelphia; his son, Walter of Beech City, Ohio; Barney Kelly and George Baxter and Austin Backus of New York State; Bob Hager of Illinois; Fred Reppert and Earl Gartin of Indiana; Gene Mack of Wisconsin; Jack Halsey of Iowa; Ceis Wier of Orrville, Ohio; Col. Jim McCord of Tennessee.

Our good friend to all auctioneers, Col. Art Thompson, is still with us in retirement. All the other auctioneers mentioned have passed on, however, I think my long time friend, Austin Backus is still living, but I'm not sure, as the last time I had the pleasure of seeing him was near Cleveland, Ohio, at a National Holstein sale around the year of 1960. He was then retired from the auction box, but retained his sales management. He has three sons who are much in demand in sales nationally in Holstein cattle. Also, I overlooked my long time friend, C. B. Smith of Michigan, who was one of my choice admirers in auction sales. All these with many other auctioneers I have had the pleasure of knowing that are still much in demand.

Now, last but not least, is our building fund and our new permanent home that is now in the making. From this time on to next July and annual convention time, the auctioneers of the present time will have the chance to help build this great shrine and emblem of our profession as auctioneers. Our members list some 2500 nation wide and a few dollars from each one mailed to the builders fund home office of the NAA will bring about a total that would build and complete our building. Many of our state auctioneers associations, can in their meetings to be held this month and on to convention time, do much in presenting their association as a group. Whatever is mailed in will be deposited

in an interest bearing fund until used for the construction. Let's all put our shoulder to the construction wheel of fund raising and building. Let's complete this job by convention time, July 1969. Several have already made gift checks for the fund and I am sure we will be kept informed of the Fund's progress.

Now I have used up as much space or more than I should and as I mail this to the main office for publication, my present ponders for October is how we will take care of the kids on beggar's night we have here in Ohio, October 30. Also, watch and ponder the three men who want to get elected November 5th for President of the USA. The race is now hot, and, how sad it is that two of the three running will be much disappointed as losers. Yes, the frost is on the punkin and November will bring many new items for my ponderings.



October 16th was a fine day in Ohio. So we would be ready for winter, we were working in the garage, on the lawn, etc., so I, Pop Hess, did not shave that day. Wearing an old shirt and patched pants made me look busy although I was mostly in the way but doing a real job of being boss.

Just as we were winding up, about 2:00 P.M., Mr. and Mrs. Clyde Jones of Alva, Oklahoma, drove up. Clyde is an auctioneer and Secretary of the Oklahoma Auctioneers Association. They were visiting their daughter and her husband, who live in Columbus, Ohio, and took time out to drive over to see us.

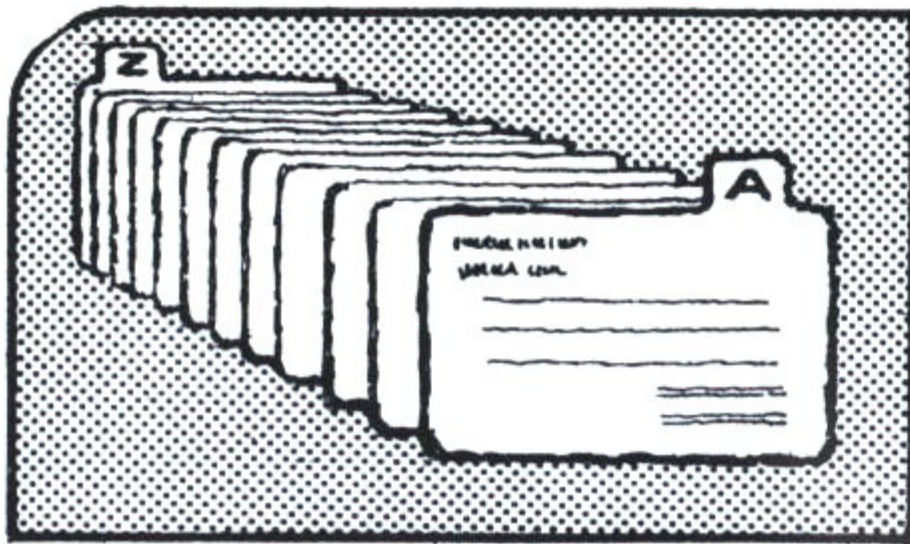
We had a fine visit. Mom was getting ready to go to the Beauty Shop for a tune-up and she was not looking her best, but the visit was the greatest and we were very appreciative of our AUCTIONEER readers come see us.

Yes, our latch string is always ready for you to come and pull and visit us as we live here in our home.



When we kill time, we kill what life is made of.

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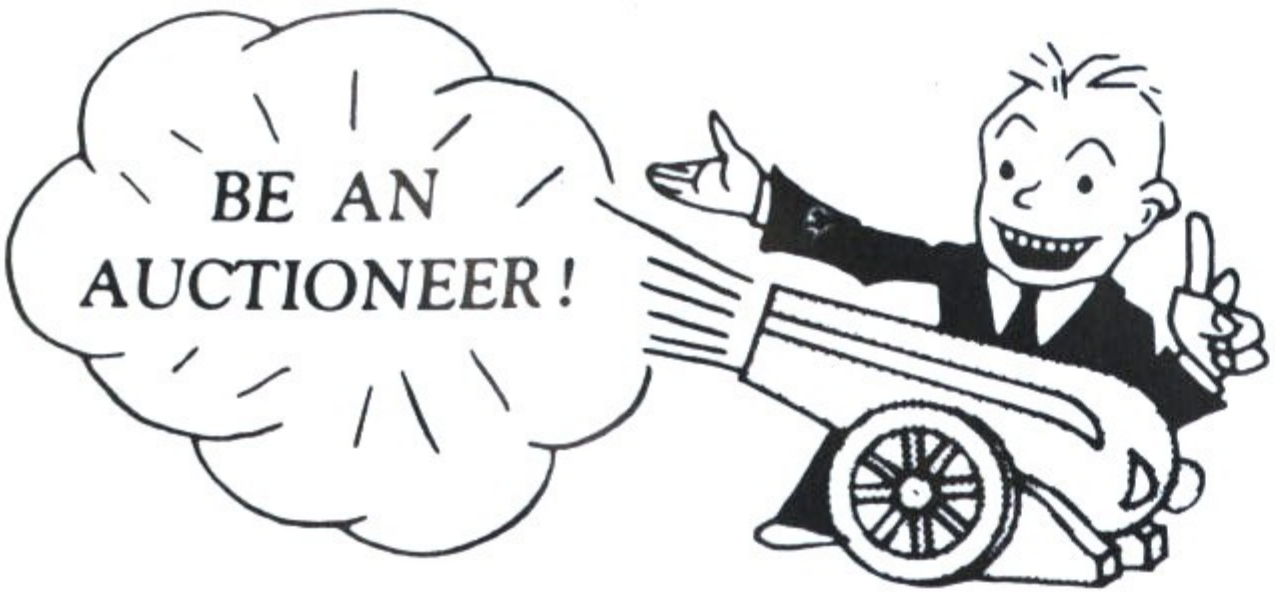
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A top figure of \$20,000 was reached at the eighth annual "Better Investment" sale at Knowlton Polled Hereford Farm, Bellefontaine, Ohio, October 14. Bringing this price was a bull, CEK Superfactor 44. Buyers were Circle M Ranch, Senatobia, Mississippi, and Elmo Schulte, Eldon, Missouri, each of whom claimed a one quarter interest, the seller retaining the other one half interest.

Next high seller, at \$10,000, was a half brother, CEK Rollotrend 46, this bull going to McCormick Farms, Medina, Ohio. Top female sold for \$5,200, this price being paid by Walter H. Cordin, Chelsea, Michigan.

The 8½ bulls brought \$38,385 and 42 females sold for \$46,600 with the average price per head on the entire offering being \$1,679. Auctioneers were Jewett M. Fulkerson, Liberty, Missouri, and A. W. Hamilton, Lewisburg, West Virginia.



Overheard at coffee: "The boss's door is always open alright . . . but have you noticed that the hinges swing outward only?"

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Auction Shorts

The fall harvest is in full swing in mid Nebraska, which usually puts a lull in the farm auction activities. So now I will direct my comments toward something other than auctions.

Since a lot of auctioneers are Notary Publics, I thought a few excerpts from an article of the liabilities of Notary Public might be interesting.

The manner in which documents are notarized is not always viewed as being very important. Statements by salesmen and brokers, such as "sign here and I will have my secretary notarize your signature when I get back to the office". Since the notarization process is sometimes handled in a careless, illegal manner, one resulted in a successful suit brought against a Notary Public.

A mortgagor was induced to sign a mortgage and deed, which was later certified by the Notary without his having actually witnessed the acknowledgment. The court held that the act of the Notary Public, which rendered the conveyance valid in the hands of a bona fide purchaser, was at least a concurring cause of the damage along with the fraud of the mortgagee. The court stated that there is an implied responsibility to the public by a Notary's statutory duty to certify signatures only after acknowledgment in his presence, and that

damages will lie against a Notary who intentionally certified an acknowledgment not made in his presence.

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Things Are Tough

A cryptic note, reading, "Things are tough all over," accompanied the following newspaper clipping which reached the office of THE AUCTIONEER. To say the least, it is not every auction sale that makes the UPI wires.

TULSA (UPI)—She had no cattle, no ranch and worst of all didn't have \$1,375 to pay for the bull.

The red-faced woman explained to the auctioneer at the Bluestem National Charolais Association sale Monday night that she was only waving to a friend across the ring.

"Okay," sighed auctioneer George Morse. "We'll back up and take the next lowest bid."

That, of course, was her friend across the arena, waving back.

Morse called a halt to the whole thing and delivered a lecture on sitting on your hands if you don't want to buy a bull. Then he started selling the animal all over again.



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Ladies Auxiliary to the NAA



Angus Secretary Dies

Glen Bratcher, secretary of the American Angus Association, was found dead in his hotel room in Tulsa, Oklahoma, September 28. He was in Tulsa to attend the Angus cattle show at the Tulsa State Fair.

Bratcher, who was 51 years old at the time of his death, had a wide acquaintance among cattlemen throughout the country. Prior to joining the Angus group in 1963, he was head of the animal science department at Oklahoma State University. He was prominent as a beef cattle judge and had placed various breeds at practically all the major shows.

He is survived by his widow, a son and a daughter. A Glen Bratcher Memorial Fund has been established by the family at the animal science department of Oklahoma State University.



Dear Bernie:

I want to congratulate the NAA for the fine Convention held in Oklahoma City. Naturally, there were a few "snags" but it seems to take some of these also for a successful Convention. In general, I thought everyone seemed to have enjoyed it very much. And the Crowells and the Oklahoma group certainly went all out with their efforts!

It was most overwhelming and flattering to me to be one of the recipients of the NAA outstanding award. And of course, I was most pleased to have had the opportunity to have received this plaque from Ralph. I will always be grateful to the Board and the NAA members. And was I startled to see the picture on the September issue of THE AUCTIONEER instead of the retiring and incoming presidents. Thanks to you for this recognition.

With my regards to Bea, Edward and you, I am,

Sincerely yours,
WALTER S. BRITTEN
Bryan, Texas

Hi, Bernie:

Just got my latest issue of my favorite magazine and I really mean it. When I sit down to read it and read about what other fellows are doing I think of all kinds of sales to do.

Enclosed is a handbill from my best sale of 1968 (thus far). I have already booked other buildings since this one. The owner is even looking for other buildings for me to move in on and sell. He is thoroughly convinced AUCTION gets things done.

A little gimmick I picked up that is drawing attention is the "NAA" after

my name. Everyone wants to know what it stands for and this gives me the opportunity to tell them about the National Auctioneers Association.

I noticed there is another member from Utah. Could you send me his name and address? I see my good friend, Jim Messersmith, has been elected to the office of 1st Vice President, a good job for a good guy, as I am sure most of you already know.

One other question, I would like to attend a state convention of one of the neighboring states as we do not have enough auctioneers in Utah for a state association, but is this permissible, as far as you know?

Enclosed is a little bit for the Building Fund. Hope this finds all well and happy at your place and thanks for a REAL GOOD magazine.

Sincerely,
TED L. MANN
Centerville, Utah

Dear Bernie:

Enclosed find check in the amount of \$15.00 covering dues and Booster Page listing for the coming year. It has been a pleasure to receive THE AUCTIONEER, I have saved them all.

I am taking time off from sales to take a vacation in the Smoky Mountains and enjoy a wild boar hunt while there. Also hope I can take in some sales while in Tennessee.

Sincerely,
CLYDE G. RUSSELL
Caledonia, Michigan

Dear Sirs:

Please accept my membership renewal and along with my remittance, I am sending my congratulations on our organization. In the year that I have been a member of the NAA, my enthusiasm for the auction business has been boosted tremendously by the sincerity and vigor of the members.

As a student here at the University of

Oregon, I haven't had the opportunity to get out and be active as an auctioneer, but with only one more year of college left, I hope to find my place in the business in a short time. I really regret having missed the National Convention, particularly since I am a native Oklahoman, but school commitments made this impossible.

I have read in *THE AUCTIONEER* about the need for apprenticeship programs in the auction field and as a relative newcomer to this business, I am very much interested in such a program. If any programs of this type have been developed, I am not aware of it. I would greatly appreciate any information on developments in this area and would enjoy corresponding with you or any of your readers on this and other problems relating to the auction profession.

Thanks very much for your fine work and your coverage of the recent convention.

Yours truly,
CHUCK STOCKS
Eugene, Oregon

Dear Mr. Hart:

As I sit here reading different articles in *THE AUCTIONEER* I think how good the auction business is in the East and Midwest sections of the country at this time, whereas, the antique and furniture auction market is at its peak here in Arizona. This will be another great season here, I think, for auctions in general.

The 4-H Fat Steer sale, locally, will be held October 26-27, followed by the Spring Yearling Calf sale in November.

I have moved into my new, bigger location now, with much more room, and located in downtown Miami, where I have my Furniture Auction. We sell twice monthly, starting at 6:00 P.M., Saturdays.

The market here is fine on maple furniture, Early American, Danish Modern, antiques of any type and glassware.

Within a radius of 70 miles in any direction there are no auctioneers, the

only two here being myself and Buster Mounce, who sells the livestock auction market. I promote auctions and auctioneering very much, myself, and I would like to see other auctions and auctioneers locate in this area, to better acquaint folks with the idea of selling the auction way.

Sincerely,
BLAINE BATCHELDER
Miami, Arizona

Dear Mr. Hart:

I have just received my September issue of *THE AUCTIONEER* and I found it so captivating that I read the entire magazine—non-stop—in an hour! The convention reports were extremely interesting and I want to congratulate you again on your successful planning and production.

The more I progressed through the magazine, the more disappointment I felt, not having been able to attend this year. I agree completely with your words, "Those of you who missed it are certainly the losers."

The articles that were the most enjoyable was the one written by Kay Dewees, ("Best Year Ever For Auxiliary") and the presidential acceptance speech, written by Bob Penfield. As you know, Mr. Penfield has always greatly impressed me with something undefinable and elusive. I feel that beneath that cool exterior of his is dynamic ability for many things. The thoughts and words of his speech only confirm my observations. I think your new president is exceptional—and besides that—he looks terrific in Indian feathers!

I also enjoyed Pop's column because it expressed something that should be expressed more often and by more people—that is a recognition and appreciation of your many years of dedication, labor and contributions in many areas. I have worked with you and seen you work with your colleagues and I seriously doubt that anyone else could perform (or would want to attempt to perform) your many tasks and accomplish as many results.

letter in your correspondence column, even though I am not a NAA member. Perhaps my observations, praise and appreciation as a non-professional will bring a realization to every auctioneer of how truly privileged and fortunate he is to have the National Auctioneers Association and its officers.

Best of success and lots of happiness.

Very sincerely,

DELECE HOLLE NORCOTT
Chicago, Illinois

Dear Sirs:

Enclosed find check for \$15.00 covering dues and Booster Page listing for the coming year. Please excuse me for being late in returning this to you. This has been the busiest year in my 18 years of selling. Since January 1, 1968, I have conducted over 50 sales with ten more booked for this year.

I enjoy "The Auctioneer" very much and often carry it with me to read when I'm on the road.

Sincerely yours,

EDWARD G. STEVENS
Rindge, New Hampshire



Col. Ralph P. Masengill, Morristown, Tennessee, accepts the responsibilities of the Presidency of the Tennessee Auctioneers Association at the Annual Meeting of that group, in June. Seated is Col. John Eskridge, retiring President.

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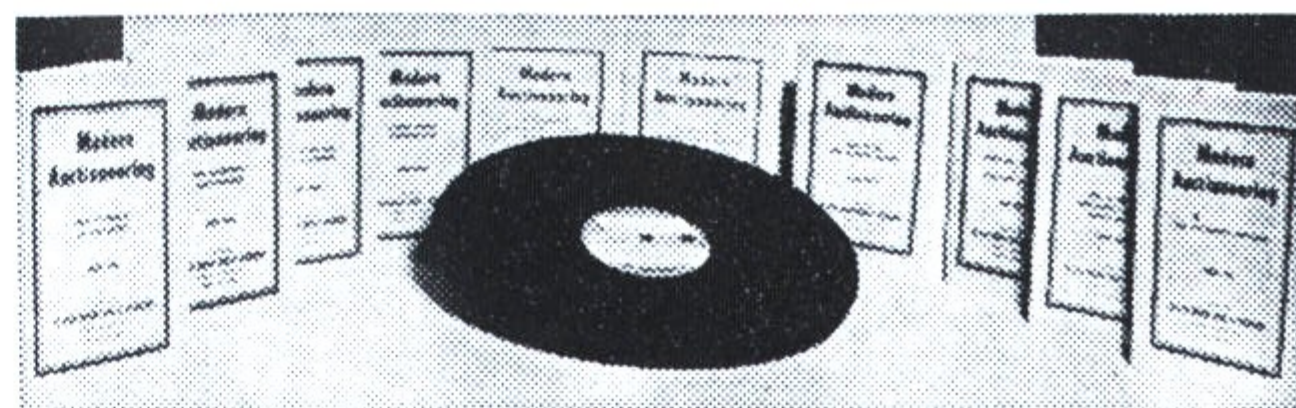
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Across The Country

BY BERNARD HART



Seldom does a cover picture on THE AUCTIONEER arouse any comment, at least any that is heard back at headquarters. However, the action shot on the cover of the October issue has aroused so much interest that we can't help telling more about it.

Actually, the picture appeared on the cover by accident. It was meant for an inside spot. However, the October issue was a little crowded and there was no room for the picture. The photo originally intended for the cover did not exactly please the fancy of ye ed, so, the press-time switch.

Originally, the picture adorned the front page of the LINCOLN (Nebr.) DAILY STAR. It wasn't the participants but rather the chapter of history that was closing that merited this spot. The picture was taken during the liquidation of the contents of the Lindell Palace Hotel in Lincoln. Built in 1886, the 200 room hostelry was a Nebraska landmark. Since the auction, the building has been razed to make room for a new 20-story building that will house the First National Bank.

Auctioneers averaged a sale and a half per minute during the 11 hours it took to sell all the items on the four floors. More than 400 prospective bidders were registered and more than 200 of them made purchases. For those that don't already know, it is your editor calling the bids, Charlie Bennett is looking for bids and the clerk is Jan Merritt, who some of you met in Oklahoma City. Her real job is secretary in the NAA office.

Our former printer in Frankfort, Indiana, summed it up in his comments, saying, "It's a poor editor that can't get his picture on the cover some time or other."



Brent Wilber, third generation auctioneer of the Wilber family at

Bronson, Michigan, reports that auctions have been very good in their area the past year. He mentions in particular an auction at Grand Blanc, Michigan, where the complete equipment, inventory and real estate of the Co-op Elevator was sold. The real estate portion of the auction realized \$50,000 for the sellers.



Members of the Georgia Auctioneers Association have set the dates for their meetings to be held in 1969, according to information from the group's secretary, George D. Hand. The first Mondays of January, March, April, May, September and November have been selected. Members will receive notification as to the time and place of each meeting two weeks in advance.



In Lakeland, Florida, the local Kiwanis Club sponsors an annual peanut sales drive. To open this year's drive, NAA member, Martin Higgenbotham auctioned the first bag of peanuts for \$25 and the first case brought \$75. The Colonel says the price of peanuts in Florida is great!!! We agree.



Friends of Col. and Mrs. G. H. Shaw, Alexandria, Louisiana, have added \$50 to the NAA Building Fund in honor of the 50th Wedding Anniversary of this popular couple. The Shaws celebrated the event earlier in the year.



An astronaut was posed in his capsule, ready to be launched. By radio, a reporter asked: "How do you feel?"

"How would you feel," the astronaut replied, "if you were sitting on top of 150 thousand parts—each one supplied by the lowest bidder?"

Reisch School Moves Into New Facilities

The Reisch American School of Auctioneering in August moved into newly-constructed quarters on the north edge of Mason City, Iowa.

The quarter-of-a-million dollar quarters make this the best-housed school of auctioneering in the world.

“This expansion of our school has been considered for many years,” Col. Joe Reisch, president of the school, said. “We have always offered the very best advantages to our students. We have always aimed at offering our students more than they could receive at any other school. Our new facilities guarantee that the Reisch American School of Auctioneering will continue to be the very best.”

Col. Reisch explained that “this tremendous investment in these new facilities is proof of our faith in the future growth of auctioneering, and opportunities for anyone going into the auctioneering profession.”

The school since 1945 was conducted at the Hanford Hotel in Mason City. However, several months ago Col. Reisch purchased the Hawkeye Motel property north of Mason City, which included 11 acres of land. On this land now stand two large structures housing the entire school.

“We are now permanently located in our own facilities,” Col. Reisch said. “This proves our belief in the continued demand for the professional services of highly-trained auctioneers.”

The new facilities were dedicated during the August term of the school. The school now is located on the east side of Highway 65 in the Winnebago Heights region of Mason City. The dedication came during the 72nd session of the school in Mason City and the 35th year of its existence.

The newly-constructed quarters include a 98 by 120-foot main building and a 40 by 168-foot

dormitory building. The main building includes an office, five classrooms, an auditorium-auction hall, and kitchen and dining room. The auditorium-auction hall is 50 by 100 feet, covering 5,000 square feet in all.

Two retired instructors of the school were special guests: Col. Ole Olson, Blooming Prairie, Minnesota, who served 25 years, and Col. G. C. Ruwe, Lake Park, with 32 years, who was the dean of instructors until his retirement last March.

Laundryman's Autos Sell for \$254,760

LONDON-Seventy-four vintage cars collected over 30 years by village laundryman Albert Smith who died in January at 68, were sold for \$254,760 by Sotheby's auction house at the Sussex village of Cross-in-Hand.

Sample Prices: 1911 Rolls-Royce Silver Ghost, \$22,080; 1914 Mercedes sports tourer, \$15,840.

JAN	FEB	MAR
APR	MAY	JUN
JUL	AUG	SEP
OCT	NOV	DEC

Convention Dates

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

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Secretary: Ervin Cripps, Rt. 2, Gentry

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The Lighter Side...

BACK OFF, SONNY!

An old man was sitting on the porch of a little village store when a big, shiny car drove up with two strangers in it.

"Hey, grandpa," one of them called out derisively, "how long has this burg been dead?"

The old man looked at them carefully over the rim of his spectacles before he replied: "Not long, I guess, you're the first buzzards I have seen."

HOG!!

A man driving along a winding country road had to brake hard as a woman driver came hurtling around a bend on the wrong side of the road.

Before he could say anything she shouted: "Pig!"

"Old sow!" the man retorted, glaring back. Then he drove on and nearly went through the windshield as he braked hard to avoid the biggest pig he had ever seen sniffing about in the middle of the road.

HER OWN MEASURE

A woman having lunch at the home of a wealthy friend praised the sauce that was served.

"Our cook makes it—why don't you ask her for the recipe?" responded her hostess.

The cook said she really didn't have a recipe, just worked it out as she went along. She said the usual ingredients, though, were butter, flour, lemon juice a few shakes of paprika, and some water. Noting these carefully, the guest asked, "How much water?"

"Oh, about a mouthful," replied the cook.

WRONG HALF

Doc: Lie down on the couch and tell me the story of your romantic life.

Housewife: It's a tragedy. I went to a masked ball dressed as Helen the Greek beauty and there I met two fellows dressed as the Trojan horse. Both of them fell in love with me.

Doc: What's tragic about that?

Housewife: I married the wrong half.

MUST BE

The elderly couple went to a party and all through the evening the husband was ready to go home, while the wife begged to stay just a little longer. Finally, at a late hour, they went home. As they entered the house, the grandfather's clock, a family heirloom for nearly a century, began to strike midnight. When it came to 12, the clock went right on striking up to 16.

Puzzled, the wife asked, "Dad, what do you suppose is wrong with that clock—what made it strike 16?"

The old man made his point: "I don't know, but I guess it's just later than it has ever been before."

WASTE NOT; WANT NOT

A woman of strong character, Mom had always impressed on us kids the importance of never wasting anything. To her, wastefulness was inexcusable, if not sinful.

An accident, one day, forever proved to us Mom's indestructible will and viewpoint. As she was carrying a gallon jug of milk into the kitchen, she tripped on a throw rug and took a hard fall. There she sat, blood spurting from several cuts in

one leg, broken glass everywhere, and streams of milk coursing across the linoleum.

Completely stunned by the mishap, we kids stood paralyzed. But Mom snapped us out of it. Even in pain and shock she remained true to form.

"Don't just stand there!" she cried. "Open the door and call the cat!"

WRONG PEW

Auctioneer: "What am I offered for this beautiful bust of Robert Burns?"

Man in Crowd: "That's not Burns—it's Shakespeare."

Auctioneer: "Well, folks, that's one on me. Shows how little I know about the Bible!"

VOICE OF AUTHORITY

A scientist crossed a ferocious lion with a parakeet. Asked by an inquisitive friend what he got the scientist told him: "I don't know, really, but when it talks—I listen!"

JUST LIKE BANKING

The city banker was out calling on some of his loan accounts. At a cattle feeder's farm he nodded toward a man in the feedlot and said knowingly to the feeder, "I suppose that's the hired man."

"Well, no," said the feeder, with tongue in cheek. "That's the first vice-president in charge of steers!"

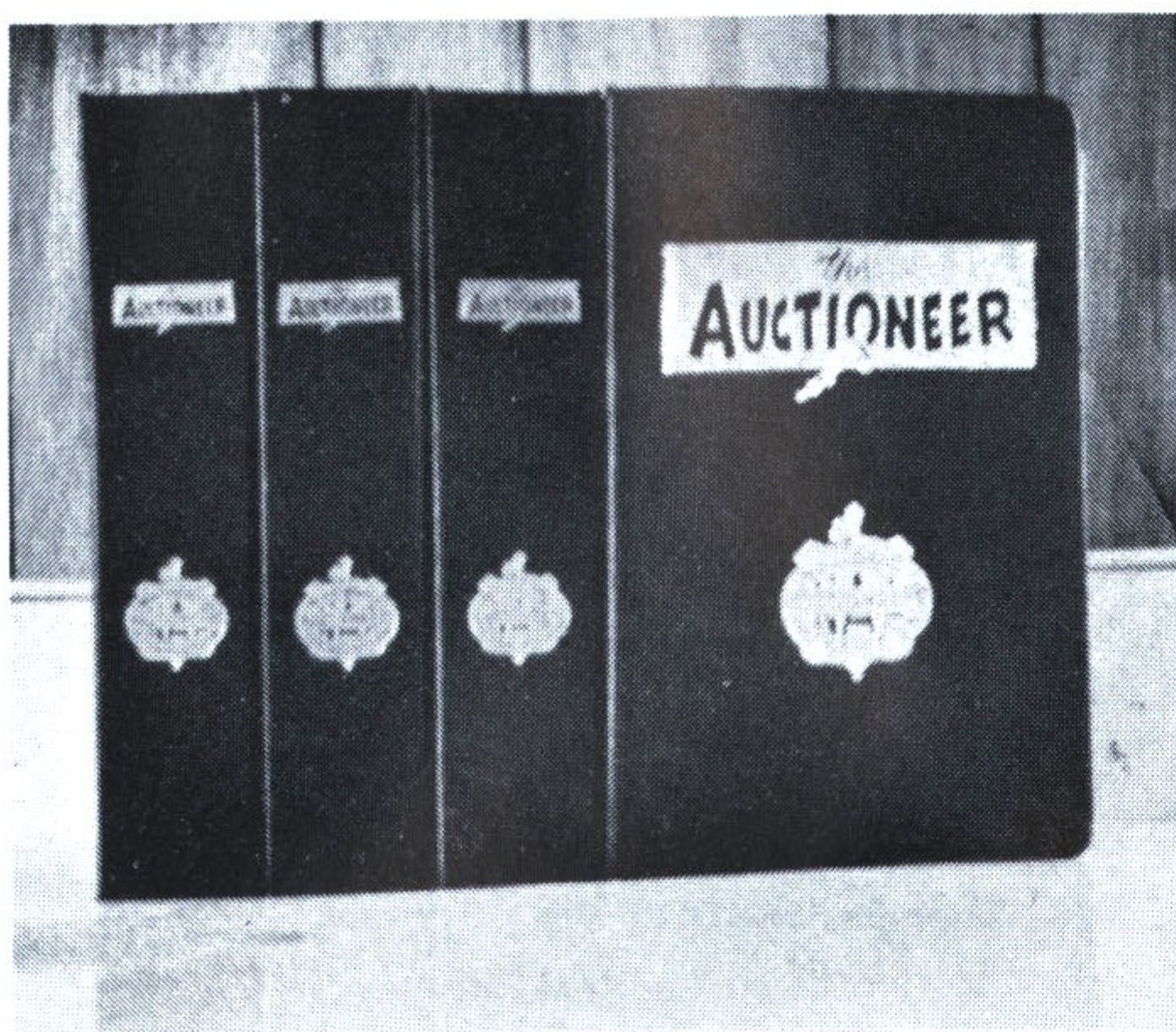
SCHOOL DAYS

School days, school days,
Dear old break-the-rule days;
Threading a Molotov Cocktail wick
Taught to the tune of a chick
from "Snick."

You bugged the Dean at Berkeley so,
I let my hair and toenails grow . . .
You wrote on my slate: "Magnifico!"
When we were a couple of kids.

◆ ◆ ◆ ◆ ◆

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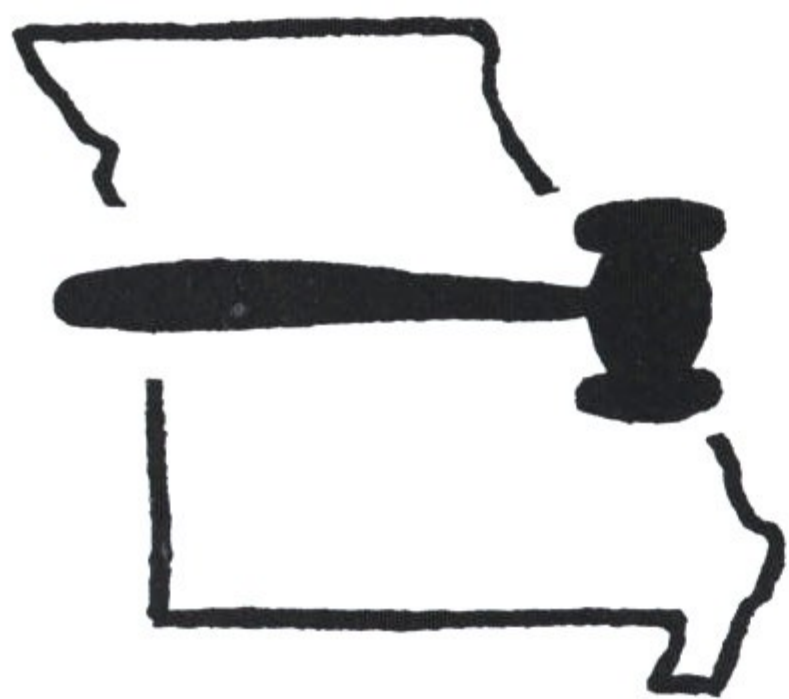
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