

# THE AUCTIONEER

The Magazine of the National Auctioneers Association • November, 1976

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**Biltmore Hotel**  
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**Kansas City Seminar . . .**  
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**February 28, March 1-2, 1977**

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**Seminars' registration forms are included in this issue on pages 14-15.**



### Auctioneer Hat



**Auctioneer's Gavel  
Tie Tack**

### Fellow Auctioneers:

The response to my letter regarding our continuation in the "auctioneer" hat business was overwhelming. We would like to thank all of you who wrote or called in for your kind words and confidence. It goes without saying we will continue to try and meet your needs for both felt and straw hats.

We have ordered our winter supply of the beautiful Silver Belly Auctioneers hats in the regular three brim widths: 2 1/8"; 2 3/8" and 2 5/8" — in regular and long ovals. Some of the sizes we are out of presently, but hopefully we will have delivery on our order by the middle of the month.

For those of you who are interested we are now in a position to ship you the auctioneer hats — felt, milan straw and white Panama (2 1/2" brim).

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We also have in stock our fleece lined car coats, which were such a success last year. This comes only in the beige color and is ideal for you fellows selling in the cold country. Both the car coat and jacket come with the 3 1/2" embroidered, washable, four color NAA patch emblem sewn on the left chest. This beautiful emblem can be purchased separately.

It's the season to be thinking about Christmas and nothing could be nicer than any of the items listed above, except maybe the "solid gold" diamond tie tack — ask the auctioneers who wear them about all the nice comments they receive about them. Prices are as follows:

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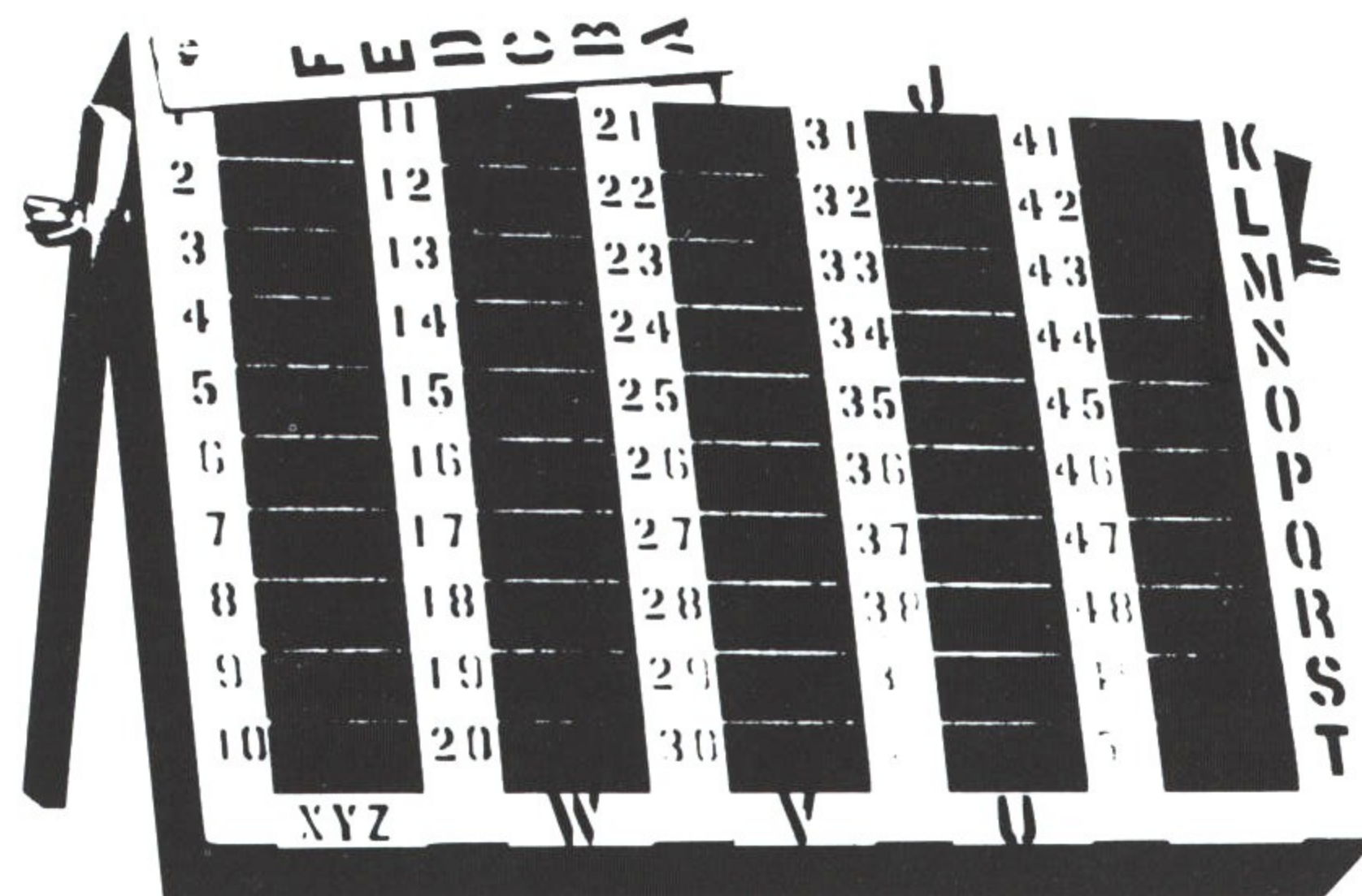
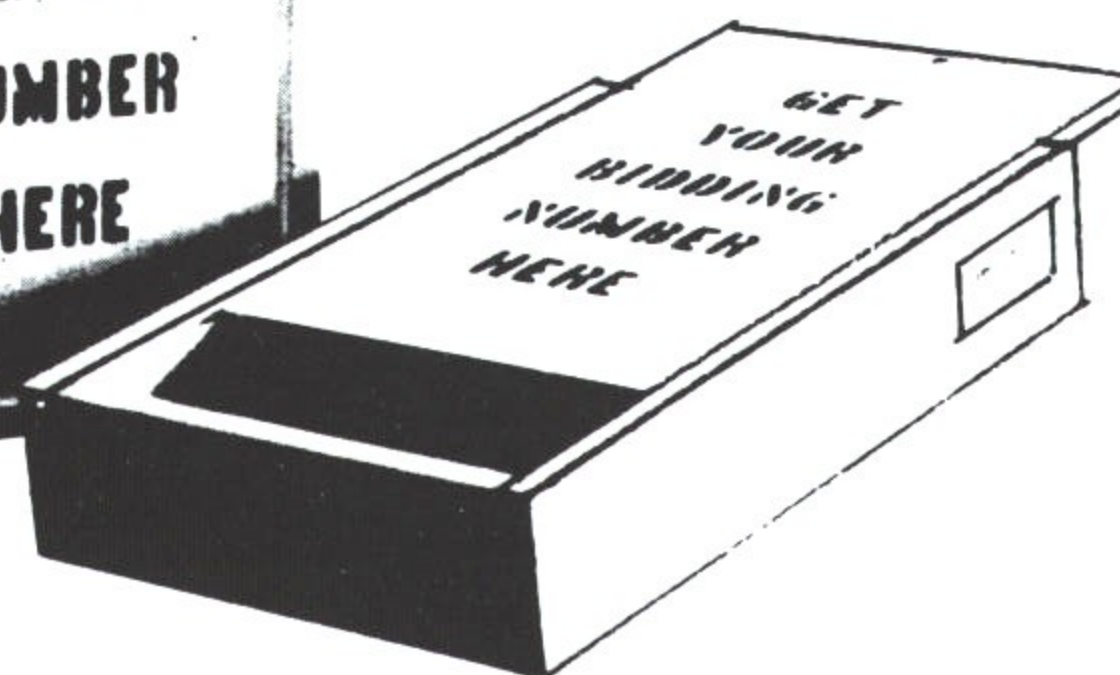
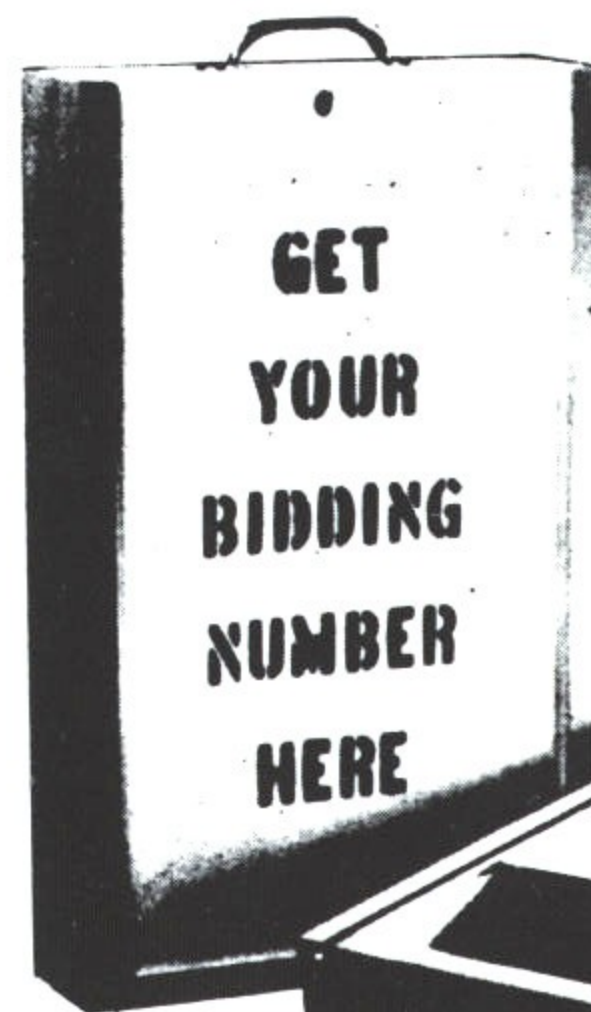
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**From the Desk of the President . . .**

## **Being Elected to the Presidency of the NAA Has Created Activities and Business in '76**

I have had many nice experiences in the last month, and the month also has been filled with auctions.

I want to share them with you. I attended the Iowa State Realtors Convention at Waterloo on September 19-23 and that convention is always "a must attend" event, since I am a past president of the State Association of Realtors and the Iowa Chapter No. 2 of the Farm and Land Institute of the National Association of Realtors.

During the four-day convention I returned home twice — a 75-mile trip — to conduct farm auctions. One was for a retired farmer, who sold the farm equipment for over \$90,000, with a 1974 1066 International Harvester tractor bringing \$16,000.

On Monday, September 27, we sold at auction 320 acres for \$250,000. In the evening of the same day we sold a small home in Cresco for \$16,000. We also sold a farm sale on the 28th and on the 29th and sold out a truck transport company's shop and office equipment. Taylor and Martin of Fremont, Nebraska, had sold all of the trucks and trailers for this firm in Sioux City in August.

On September 30 I accepted an earlier invitation to participate with the Kruse Auction Company of Auburn, Indiana, in the sale of a recreational vehicle business in Fort Madison, Iowa, which included campers, all kinds of supplies and equipment, and all were sold. The real estate was offered at auction, but a sale was not consummated.

I returned to Cresco on October 1 for a household and antiques sale. On October 2 my name was on two auction bills; one at Granger, Minnesota, and another at Pocahontas, Iowa. Both sales were conducted by good NAA and Iowa State Association auctioneers and I knew they were in good hands, as I was unable to serve as the auctioneers. Irene went to the Hanson sale in Pocahontas, which was being conducted by auctioneers Dale Smith and Bob Winegarden. Howard Knudsen and Ron Vikre were the auctioneers at the Leitz sale in Granger.

I flew from Minneapolis to Spokane, Washington, on October 2, where I was met by Bill Jones, President of the Washington State Auctioneers Association, and Don Worley, the owner of Farm Management Services of Moses Lake, Washington. Don hired me as the consultant to discuss with them the management and conducting the sale of real estate at public auction.

There is really no way to tell you how much I enjoyed spending three days with Don and Bill, where we inspected the crops and irrigated land, which raises potatoes, yielding up to 32 tons per acre; wheat up to 140 bushels per acre; and corn silage up to 32 tons per acre. The organization was excellent and it all was very interesting as this is a completely different type of farming than we do in Iowa, where most of our production is corn and soybeans, in addition to a small amount of small grains and hay.

I returned home from Washington late on the night of October 4. I conducted three more sales during the following week and on Wednesday, October 13, I met Bill Jones of Washington in Rochester, Minnesota, and he spent the next three days with Irene and me, attending real estate auctions in Iowa.

On Thursday, October 14, I had been asked by Vernell Johnson, auctioneer and realtor of Sioux Falls, South Dakota, to assist him at an auction of 160 acres, which was an estate sale in Webster, County, Iowa. It is about 170 miles southwest of my home in Cresco. The sale was very interesting. It was strictly farm ground and did not include many improvements. The land sold for \$2,715 per acre and a total of \$443,400 in cash.

From that point we then traveled 250 miles to the south-

east corner of Iowa to attend an auction, conducted by Harold Van Syoc, J. R. Hoyer and Richard Cornick (all Iowa and National Auctioneers Association members). They sold 149.9 acres of rolling, southern Iowa farm land. It was an absolute sale, selling to the highest bidder, regardless of price and it sold for \$740 per acre. After visiting with the owner, I learned it was at least \$100 per acre more than he had expected to get for it.

We all spent the night with Harold and Lucy Van Syoc in their lovely home where we were treated royally.

We arose early the next morning and traveled to another auction of personal property and real estate, conducted by Shan Campbell and Dale Keller; both members of the Iowa and National Auctioneers Associations. Their sale also was an absolute sale of 138 acres, mostly rolling ground with a fair amount of improvements, including a two-bedroom home.

The farm sold for \$1,020 per acre. I became so interested in the sale that I started the bidding at \$700 per acre and my last bid was \$850. I then came to my senses and wondered why I was bidding on a farm 250 miles from home when I honestly believe the cheapest land in the world today, but the best buy for your money, is right in northeast Iowa, where I live.

Irene and I still bought several items of the personal property, including an antique wall telephone; a mantel clock; and some blue willow china.

We drove from that auction to a 480 acre farm near Melcher, Iowa, where I will be assisting Kenneth Fjelland of Radcliffe, Iowa, (also a member of the National and Iowa Associations) in an absolute auction of the farm on November 10. From there we took Bill Jones to the airport in Des Moines to fly home and we stayed in Des Moines with some very good friends, Lee and Betty Christiansen.

In the next few weeks we will be conducting many sales, attending the Iowa Auctioneers Association convention, the Illinois and New York Associations' conventions, and the National Association of Realtors convention in Houston, Texas.

All of these wonderful events and activities could not be happening to me had I not been an active, participating member of our State and National Auctioneers Association. For years I have encouraged people to belong to their auctioneer and real estate associations and become a licensed real estate broker in the states in which they do business. The friends we have in the auction and real estate business are priceless.

Now is the time for each and every one of you to solicit good, ethical auctioneers to join our state and National associations. Be sure at this time to set aside the dates so that you can attend one of the Seminars, either in New York in January, or Kansas City in the latter part of February and early March. Remember, these classes are limited!

Another program that many of you should enroll in is the CAI (Certified Auctioneers Institute) program, which is held in Bloomington, Indiana. The Seminars registration forms are included in this issue of the magazine and you can obtain additional information about the CAI program by contacting Stephen J. Martin, Certified Auctioneers Institute, Suite 555, Indiana Memorial Union, Bloomington, IN 47401.

Travel has been the "guideword" for the Ericksons during the past month — this article was written by me (dictated to Irene) as we have traveled down the highway in our motor home — the office of Irene and Lyle away from home.

Remember, The National Auctioneers Association Convention will be "Just Like Heaven in '77". We hope you will be there!

**Lyle Erickson, President  
National Auctioneers Association**



# THE AUCTIONEER

THE AUCTIONEER Magazine is the official publication of the National Auctioneers Association and is published monthly with the exception of an August issue (11 issues annually). THE AUCTIONEER Magazine is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.

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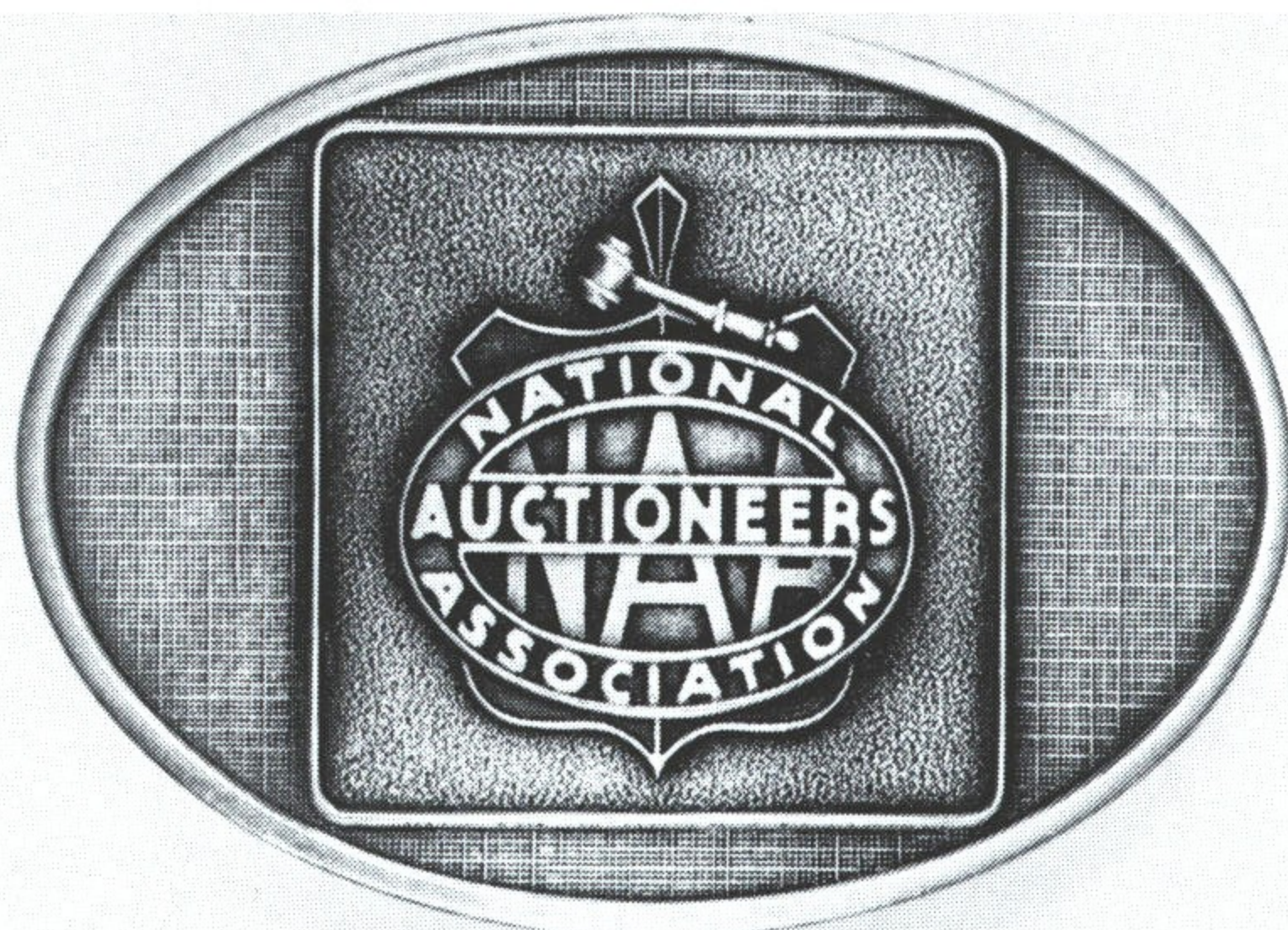
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## Lost and Found

A ring and bracelet were found at the St. Louis Convention and turned into the NAA Headquarters Office. If you lost a ring, or a bracelet, identify it by writing Harvey L. McCray, Executive Director, and proper identification will result in your having your property returned immediately.



## Virginia Auctioneers Serve At Public Television Auction

Ron Tull, Tull Realty & Auction Company, Annandale, Virginia, arranged for several Virginia auctioneers to donate their professional services to the Northern Virginia Public Television, WNVN Channels 53 & 14, when WNVN held its "Second Annual Great TV Auction" on June 18-27. The television set was erected in an enclosed shopping mall in Fairfax City, Virginia (suburbs of Washington, D.C.). Proceeds from the auction are used by WNVN for local programming and expanded operations.

About each hour of the 10-night auction an auctioneer performed "live" selling several high dollar items as the bidders bid competitively via the telephones. Some of the many items sold by the professional auctioneers were: four-piece set of china — \$42.50; 15" cane chair — \$75; soccer ball signed by Washington Capitals — \$239; Virgin Islands cruise — \$375; Nassua-Bermuda cruise — \$940; small hand-painted accent piece — \$150; television set — \$134; chest — \$200. The auction grossed nearly \$75,000 which is a reported 42% increase over the previous year's auction.

The Virginia auctioneers who participated were: Ron Tull, Annandale; Sonny Laws, Manassas; George and Martha Daniel, Blackstone (Martha is the Secretary-Treasurer of the Virginia Auctioneers Association); Charles Nicholls, Fredericksburg; Mike Jennings, Leesburg; Robert Pangle, Jr., Woodstock; Howard Dawkins, Winchester; Tom Reese, Remington; Ron Cave, Elkton; and Bob Ganoe, Thornburg.



**MARTHA DANIEL** takes her turn selling at the TV Auction. Martha is Secretary-Treasurer of the Virginia Auctioneers Association.



**GEORGE DANIEL** waits for a bid as he sells an item over the public service television channel.



**RON CAVE** gets ready to sell at auction at the Second Annual Great TV Auction. Ron and other Virginia auctioneers donated their time to sell at auction on television.



**VIRGINIA AUCTIONEERS** Tom Reese, H. L. Laws, Jr. and Ron Tull get ready for their turn to sell at the Second Annual Great TV Auction.



**AUCTIONEERS RON TULL** and Charlie Nichols evidently liked what they saw during the public service TV Auction. Here they are shown talking with the TV cameraman.



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## Largest Gross Swine Auction Held

Members of the American Yorkshire Club held their 1976 summer type conference in Des Moines, Iowa, and the conference was the first ever held where two breeds joined together for such event. The Spotted Swine Registry also held their summer conference with the Yorkshires.

More than 1,200 people crowded the sale arena — a record crowd — for the tested boar sale on July 13. Iowa State Fair officials estimated this to be the biggest crowd to ever attend an auction sale at the fairgrounds. Forty-five Yorkshire boars sold in the tested sale for an average of \$276 each.

The top selling tested boar was CYF6 Royal Crown 2-3, which sold for \$4,100. WBX6 Wish's Sun 5-7 — the champion tested boar — sold for \$2,400. In the regular show of the conference the boar and gilt champions (sired by ELI4 Hi-Rise 20-2) sold for good money; the boar for \$17,000 and the gilt for \$4,400. The Reserve Champion boar was sold for \$22,000, making him the highest selling boar at the conference and was the most ever paid for a Yorkshire boar by an American buyer. The Reserve Champion gilt was the highest selling gilt in the show at \$6,200.

Thirty-three boars, picked for the Superior rating, sold for an average price of \$4,498 each. There were 24 Superior group gilts and they averaged \$2,013 each. Both of these averages set records for a Yorkshire type conference.

There were a total of nine boars that sold for \$5,000 or more, including the Champion and Reserve boars. Other boars sold for as much as \$16,000 and down to \$5,000. The Yorkshire sale summary showed 45 tested boars at a total of \$32,660 (average \$726); 80 regular boars at a total of \$186,000 (\$2,325 average); 78 gilts at a total of \$76,615 (\$982 average) for a total of 203 head at a total of \$295,275 (\$1,455 average).

The summary of the Spotted Type conference sale included 49 Tested Boars at a total of \$33,470 (\$693 average); 81 regular boars at a total of \$120,625 (\$1,489 average); and 86



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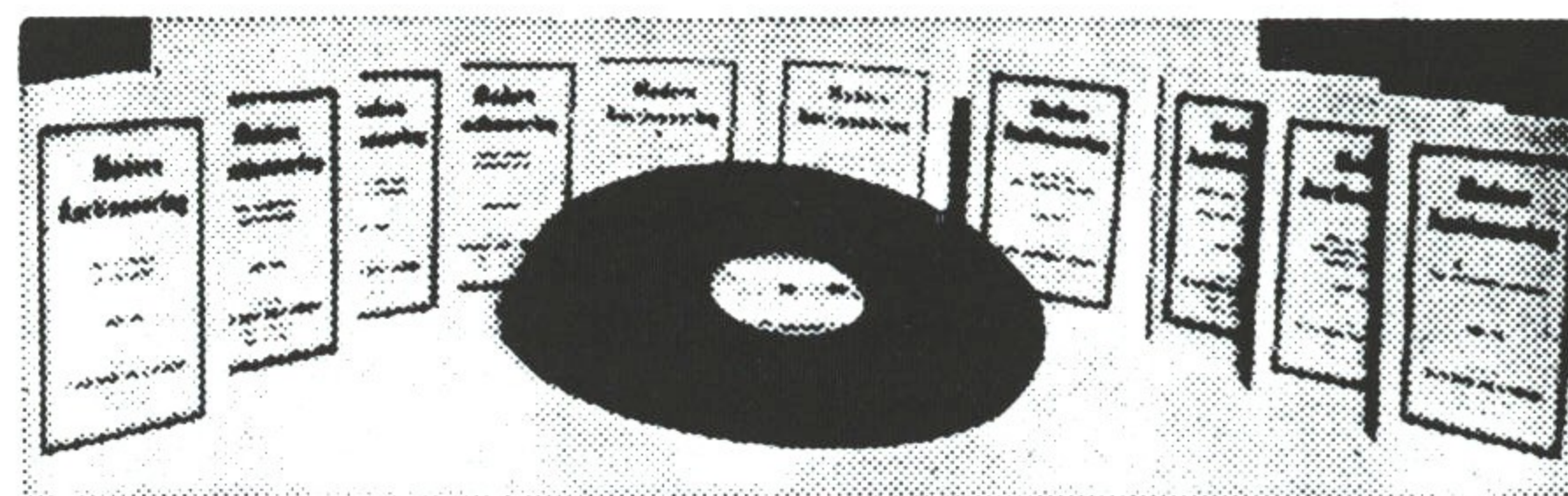
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gilts at a total of \$53,265 (\$619 average) for a total of \$207,360 for 216 head at an average of \$960.

The gross sale for the combined conference was \$502,635 for 419 head sold. This is believed to be the largest gross total for any swine sale ever held in the world.

Dan Baker shared auctioneer duties with two other non-NAA members. Dan is an NAA member from West Lafayette, Indiana.

### Big Crowd Attends Auction Sale Of 295-acre West Virginia Farm

The successful bid for a beautiful 295 acre farm sold by Jim Owen Realtors—Auctioneers of Princeton, West Virginia, was \$136,000. The farm is located in Southern West Virginia near Athens, a short drive to the famous Pipestem Resort. The Mason Alvis Estate Sale was held Saturday, June 19, and at the start of the sale 200 buyers were registered and the bidding was spirited throughout the sale even though the sale had to be stopped for 45 minutes due to a thunderstorm.

The personal property sold at the sale totaled \$2,497.25 with the highest priced item sold being a 1968 Rambler Rebel with low mileage going for \$725. The real estate was offered in six parcels ranging from five to 110 acres, with bids ranging from \$153.64 per acre to \$1,760 per acre. After totaling the parcel bids which totaled \$135,000, the farm was offered in its entirety at which time Mr. Earl Dotson of Grundy, Virginia, placed the only bid of \$136,000.

The farm was appraised in March, 1976, for \$75,000, \$66,000 under the price paid at auction which is a perfect example of the power of auctions.

Jim Owen Realtors Auctioneers is owned by Jim Owen, Jr., of Princeton, West Virginia, who is remembered by many NAA members as he and wife, Lisa, were on their honeymoon at the February, 1976, Atlanta seminar. (Editors Note: A photo in the March, 1976, THE AUCTIONEER Magazine showed Jim, Jr., and his new bride, Lisa.)



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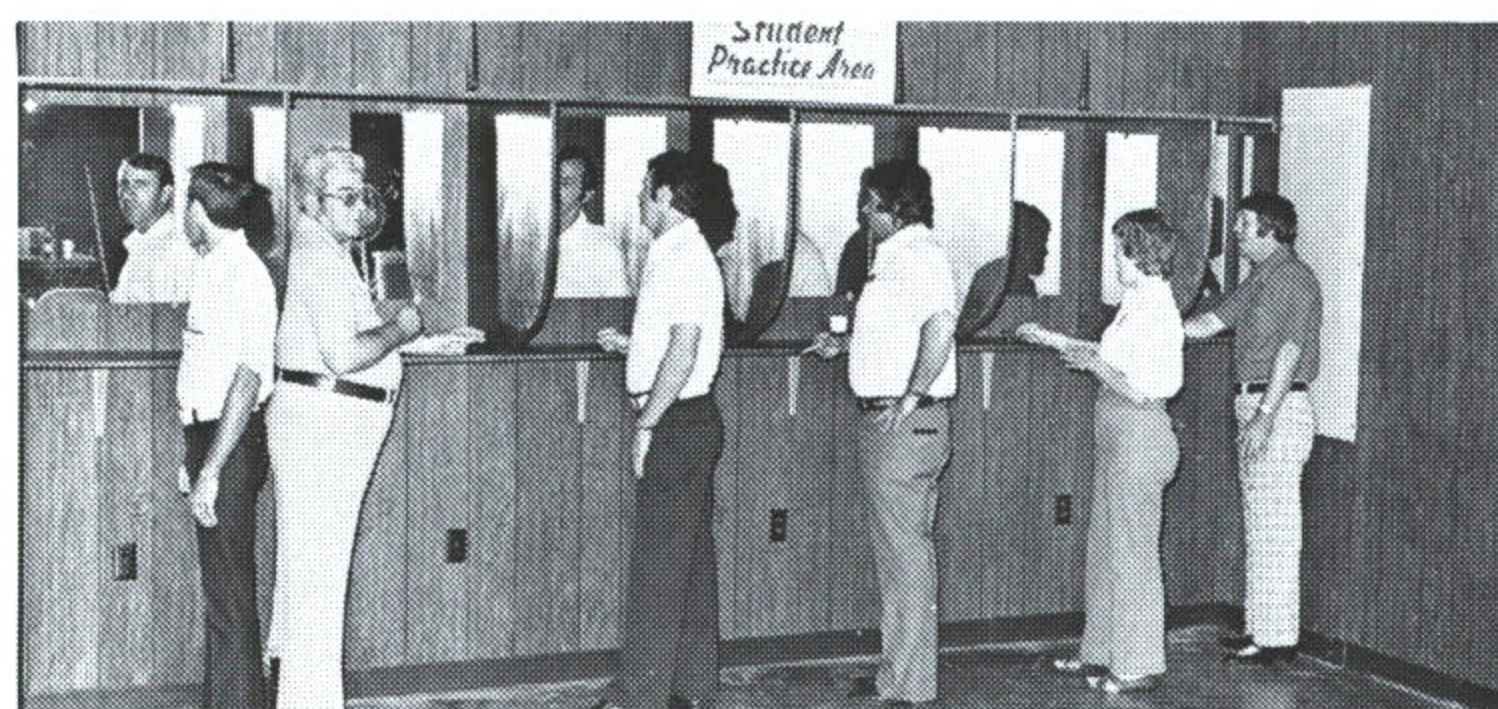
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## Kansas Estate Sale Conducted; Over \$400,000 for Land and Homes

The Christie C. Hepler estate, which included a duplex and single family home in Manhattan, Kansas, and three tracts of land north of Manhattan between the city and Tuttle Lake, were sold at auction by NAA member Robert G. Wilson of Wilson Realty, with offices in Manhattan and St. George, Kansas.

The two homes totaled \$30,700 and the three tracts of land sold for a total of \$386,100, or a total estate sale of \$413,800. The description of the homes, as promoted in Col. Wilson's sale brochure, described the duplex as being one story, frame duplex. Three rooms and a bath in each apartment and all utilities on one meter. The lot was 50 x 150 feet and zoned R-2. The house was a one story, frame home on a 50 x 150 corner lot. The home had an unfinished basement with forced air furnace and water heater. The main floor had a kitchen, living room, dining room, three bedrooms and bath. The roof was approved and the garage was on the alley.

The description of the three tracts included: Tract A — 268.14 acres offered as three separate units, then offered as a single tract. Unit A-1 was pasture land with lots of small trees with a rock ledge along the north line. The west part included a small pond and stream where livestock are presently watering. Unit A-2 was 134.56 acres of pasture land. It included steep to rolling hills with a valley on the westerly boundary. It also included a few small springs in the valley.

Unit A-3 included 36.75 acres of trees on steep inclines with a creek running thru part of the property.

Tract B included a two story home with large shade trees. The home's second floor has four bedrooms and bath. The main floor has a bedroom, living room, dining room, bath and kitchen. The home has part cellar; does not have a furnace as it is heated with space heaters. Included was a garage and large barn with granary, hay loft and stalls. A well is on the property.

The land in Tract B slopes to the east and empties into the Blue River. It is bordered on the north by a creek and the east by the Kansas State University farm. The south boundary is a gravel road and U.S. Highway 24 and 177 serve as west boundary.

Tract C included unimproved pasture land; a portion of an old railroad (also included in Tract B); and entrance to the tract is via the railroad right of way. It also borders the KSU farm and a well-known ranch, which is not irrigated farm land. A well is on the south end of the tract.

Auctioneer Wilson and his wife attended the 1976 NAA Convention in St. Louis and he is planning on attending the 1977 Seminar in Kansas City. He commented in his report on "how much my wife and I enjoyed the National Convention at St. Louis. We met a lot of nice people and received a lot of ideas from the Seminar."



## THE AUCTIONEER'S SPEAKER

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## Sixty-eight Auctioneers Compete For '76 Championship at Ohio Fair

The seventh annual auctioneer's contest was held on September 30 at the Ohio State Fair. The contest was held on Auctioneer's Day. Sixty-eight contestants competed in the event and the winners were introduced during the Sale of Champions, which was held later the same day.

The top ten winners of the Ohio Auctioneer's Contest for 1976 were:

1. G. A. Pickworth, Berlin Heights, Ohio;
2. Edward Sprunger, Decatur, Indiana;
3. Nigle L. Stanley, Bellefontaine, Ohio;
4. Gary Cain, East Springfield, Ohio;
5. Henry Stanley, Jr., Chillicothe, Ohio;
6. Ford Good, Wadsworth, Ohio;
7. William Peck, South Charleston, Ohio;
8. Bill Holland, Cuyahoga Falls, Ohio;
9. Don R. Wallick, Dover, Ohio;
10. Barbara Baytos, Poland, Ohio.

## Kruse Auctions Dream Home

Twelve Hoosier businessmen offered \$246,000 for an 18-month-old luxury lakefront house near Lake Wawasee, Indiana. The luxury "dream house" is unusual and Sue LaRowe of the Kruse Company said the only house that could compare to the lakefront home is the Indiana governor's mansion in Indianapolis, which Kruse auctioned several years ago.

Russell Kruse, chairman of the Kruse Auction Company of Auburn, Indiana, commented, "It's got to be one of the highest-priced houses ever sold at an auction." Bidding started at \$50,000; 20 minutes later the gavel fell and the twelve Indiana businessmen had bought the luxury retreat.

A Syracuse, Indiana, realty firm had been trying to sell the house for \$395,000 for the last year. Russell Kruse had expected the home to sell for approximately \$250,000. The Kruse firm had sold the Indiana governor's mansion in Indianapolis for \$75,000 several years ago.

The Lake Wawasee home features eight baths, two kitchens, two living rooms, four furnaces, four air conditioners, four air cleaners, six telephone lines, 17 telephone jacks, 12 television outlets and an intercom system. All utilities are of the commercial type.



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# Take A Trip Thru Washington — To the 1977 Convention

By Mary Witzel Chairman  
1977 Convention Publicity Committee

For the past few years the Washington State Auctioneers Association has been going to Conventions and enjoying your hospitality in other parts of the nation; now it is time to return the hospitality by hosting the 1977 Convention in Seattle. Some of you who are driving may wish to see something of our beautiful state on your way to Seattle.

For an interesting and enjoyable pre-convention trip, arrive in Spokane, home of the 1974 World's Fair, stop and do some sightseeing. Enjoy the scenery of lakes, waterfalls, and beautiful trees and take a drive through Spokane around a 33-mile loop. Then travel from Spokane to the Columbia Basin, which includes Moses Lake, Ephrata, Othello, Vantage and Grand Coulee. Plan to spend a few days. See the desert in bloom, made possible by the Columbia Irrigation Project. See huge sprinkler systems at work making the land green and productive. The Columbia Basin is a progressive, sound economic area made possible by man working together with the elements: land, air, water, and sun.

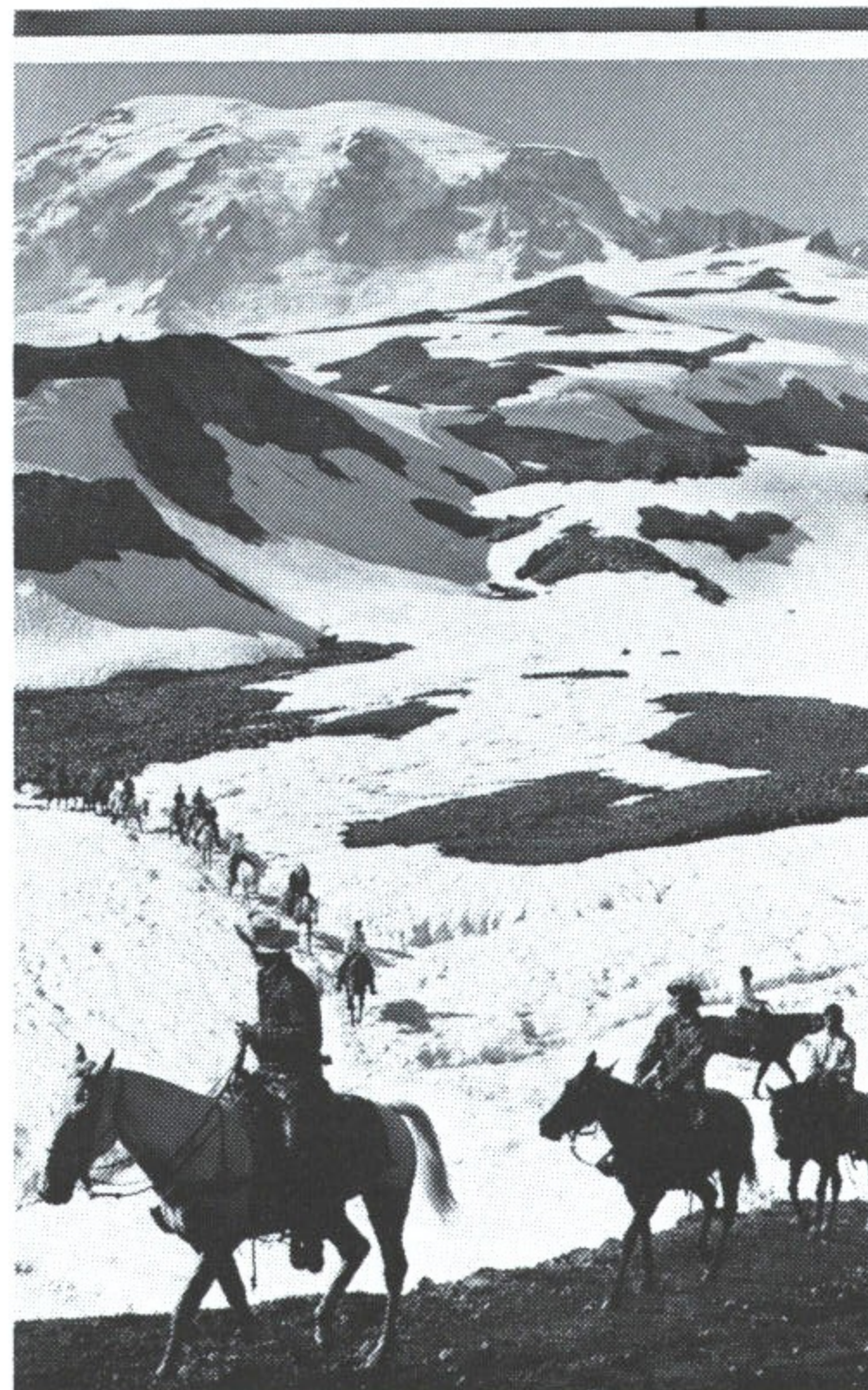
The Columbia Basin is agriculture country as its best. A variety of crops are grown in the Basin including corn, alfalfa, wheat, potatoes, dry beans, and sugar beets. Moses



**ENJOY THE VIEW** of beautiful Mount St. Helens from a canoe. Mount St. Helens is a part of Washington's mighty Cascade Mountain range.



**THE LIBERTY BELL PEAK** (left) towers over a vista point near Washington Pass on the North Cascades Highway and vacationers enjoy trail riding on Mount Ranier.



**VISITORS TO DRY FALLS** in Sun Lakes State Park get an expansive view of one of nature's unique geological wonders. Here, ages ago, a mighty waterfall spilled over basaltic cliffs as a result of the meltion of the ice cap.

Lake has placed first or second in the nation for a number years with sugar beet yields. Other businesses related to agriculture are sprinkler systems and irrigation systems, chemicals and fertilizer, farm equipment, and processing plants.

There are other items of interest in the Basin. Learn the history of the area from the Othello Community Museum. Visit the Ginko State Park and Museum at Vantage. See displays of petrified wood; the Grant County Public Utility District's Wanapum Dam and tour center with its displays of Indian artifacts. Stay in up-to-date facilities in the Ephrata and Moses Lake area.

A must to see is the Grand Coulee Dam, the headworks of Columbia Basin Irrigation Project. A \$400 million modification is now in progress which will make it produce the largest hydro-electric power in the world. Rockhounds and hikers will want to visit rock shelters and caves in the Coulee walls, pick up Indian artifacts along the Columbia River and in the Grand Coulee.

There are many other unique educational and informative items to be found. Gather ideas for your business on this trip to Washington; gather information for your personal growth.

Then let's go to Seattle and join your NAA auctioneer friends and their families at the Convention where there are many more exciting events.

Attending the NAA Convention and enjoying Seattle and the State of Washington will be . . . **JUST LIKE HEAVEN IN '77!**

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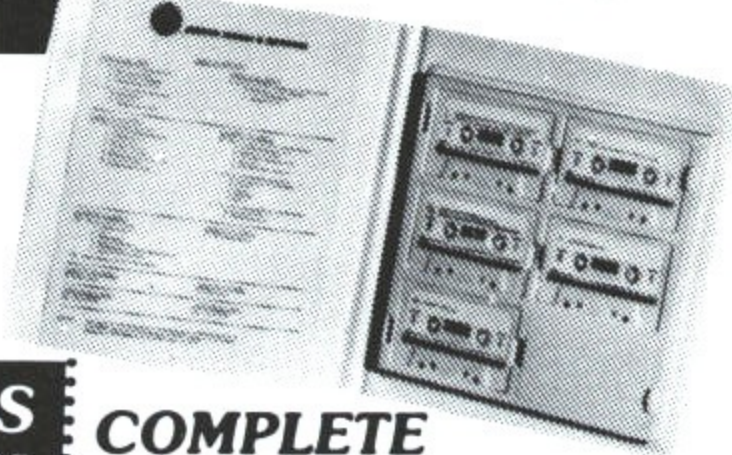
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## Jugs and Crock Auction Held By Robert H. Glass

By Michael Phelan  
Danielson, Connecticut

Over 125 collectors of and dealers in stoneware of early New England and New York State attended the auction of 300 jugs and crocks held on Wednesday evening, September 15, at the Robert H. Glass Auction Gallery in Central Village, Connecticut. Active bidders were present from all six New England States, New York, New Jersey, and Pennsylvania.

The entire sale of the 300 pieces of stoneware was by catalog. Some of the major pieces and their prices were a one-gallon gray stoneware batter pitcher with handle and an incised blue bird — \$280; a medium-size pear-shaped jug with three banded rings six-inches from the spout and an incised cobalt fish — \$460; a double-handled six-gallon jug with a large cobalt blue sunflower stamped "Somerset Potter Works" — \$175; a two-gallon redware urn with wavy band decorations and green and orange glaze from the Salem Pottery Works — \$210; an 1885 commemorative butter churn decorated in blue with a wreath encircling the date — \$75; and a Bennington butter churn with peafowl and house, damaged, \$460.

The sale was conducted by Robert H. Glass and four other members of his family of eight professionally-trained

## THE PROFESSIONAL AUCTIONEER AND WHAT HE NEEDS TO KNOW

By RUSSELL KRUSE

A book every auctioneer should have in his possession. Prepared for practicing auctioneer and the student or beginning auctioneer.

### CHAPTER HEADINGS

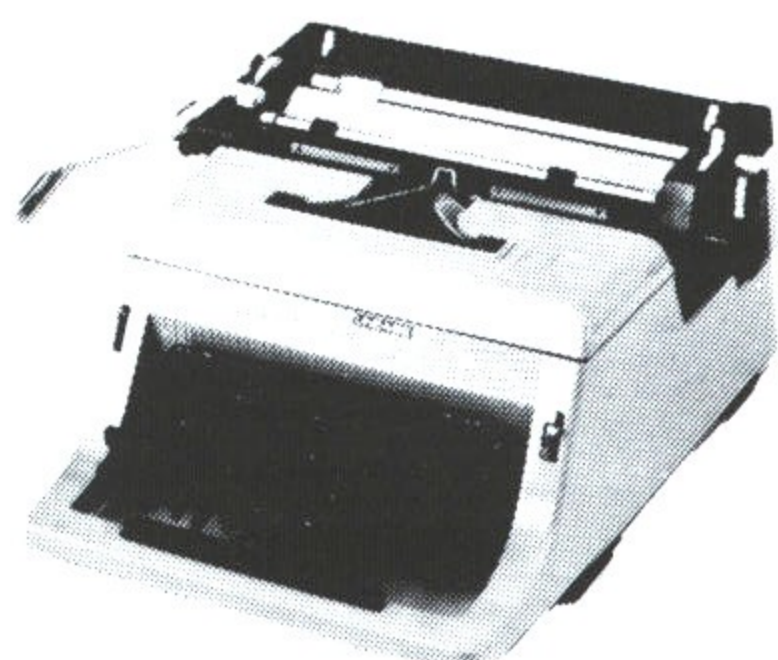
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|---|--|
| 1. Bid calling                                      | 9. Insurance   |
| 2. Conducting the auction                           | 10. License law — Bonds  |
| 3. Contracts  | 11. Fees — Commission  |
| 4. Sale summary                                     | 12. Appraising   |
| 5. Uniform commercial code and auctioneer liability | 13. Land description and surveys   |
| 6. Reserve bidding                                  | 14. Working together   |
| 7. Advertising                                      | 15. Definition of 276 terms and words every auctioneer should know or have available |
| 8. Ringman  |  |

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auctioneers, all of whom are members of the National Auctioneers Association and the Connecticut State Auctioneers Association, of which Mr. Glass is treasurer.

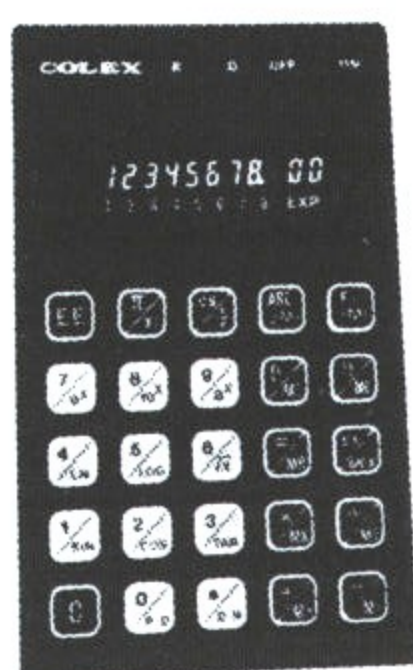
A few other representative prices included a small brown pottery snuff bottle — \$50; a covered redware canning jar, green and orange glaze and ringed around the neck — \$160; a small gray glazed pear-shaped jug with a blue floral spray and stamped "S. Risley, Norwich" — \$70; a gray stoneware jug deeply incised with a flower — \$200; a four-gallon crock with blue numeral "4" and butterfly and bird — \$80; a one-gallon jug with brown flower decoration stamped "E. P. Norton & Son" — \$140; a two-gallon stoneware jug with handle and stamped with two eagles and "Charlestown", with a damaged neck — \$130; a four-gallon butter churn, double-handled and decorated with a large blue floral spray, stamped "Seymour & Bosworth, Hartford, Conn." — \$75; an impressed wine jug from Old Bridge, N.J., from the early 19th century — \$280; an urn with impressed swag and tassels filled in blue and marked "Commereau Stoneware" (New York City) — \$450; a six-gallon butter churn decorated with a large blue tropical bird and leaves, stamped "White & Son, Utica, N.Y." with a small hole — \$220; and a four gallon crock with double handles, brownish tan, showing a blue dog carrying a basket, and stamped "S. Hart Fulton" with damage — \$225.

Interested collectors may secure a copy of the 24-page illustrated catalogue, with a detailed price-list inserted, by contacting the Robert H. Glass Auction Gallery at Box 237, Central Village, CT 06332, or by phone at (203) 564-7318. The price is \$4 by mail.



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## **1977 Seminars in New York City and Kansas City**

Registrations for the 1977 National Auctioneers Association Seminars will be received on a first-come, first served basis and registrants will be confirmed in the order in which their registration fees are received in the NAA Office.

Two locations have been established for the 1977 winter Seminars — New York City at the Biltmore Hotel on January 10-11-12 — and Kansas City, Missouri, at the Radisson Muehlebach Hotel on February 28-March 1-2.

Tuition rates for each session are \$60.00, or choose the special rate of \$150 for the three sessions (includes bid calling). Spouses may attend classes at one-half the regular NAA member rate.

Classes will be limited and will fill up fast. Use the registration form, printed below, and be sure and indicate which Seminar you wish to attend.

Hotel accommodations will be reserved for you by Executive Director Harvey L. McCray, so you must complete the form if you wish to receive the special NAA Seminars room rate. If you desire to share a room with another auctioneer of your choosing, make certain you indicate the name of the auctioneer with whom you are sharing a room. Please indicate the

number of persons who will be sharing a room with you; the arrival and departure dates — all rooms will be guaranteed and rooms must be reserved well in advance to protect those attending the NAA Seminars.

Registration fees must be included with each registration submitted. No room deposit is required, but reservations should be made at least one month in advance of the Seminar you are attending. Send all Registration fees and completed forms to: Harvey L. McCray, Executive Director, National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510.

The Seminar instructors will be announced in a future issue of **THE AUCTIONEER** — assignments now are being confirmed by 1st Vice President Marty Higgenbotham, Chairman.

Join the interested auctioneer and learn more about your profession at the 1977 NAA Seminars — New York City, January 10-11-12 and Kansas City, February 28-March 1-2. The instructors will be selected due to their expertise in the profession and who are willing to share their experiences and talents with NAA members who want to sell more at better prices — at auction!

### **Registration Form for New York City Seminar — January 10-12, 1977**

Enclosed is my check in the amount of \$\_\_\_\_\_ for registration to the New York City Seminar, January 10-11-12 — Biltmore Hotel (please insert checkmark where applicable):

\_\_\_\_\_Monday, January 10 — Real Estate with special emphasis on commercial sales.

\_\_\_\_\_I prefer the Monday evening Bid Calling Seminar.

\_\_\_\_\_Tuesday, January 11 — Government and state-owned property liquidations, including SBA (Small Business Administration) sales.

\_\_\_\_\_I prefer the Tuesday evening Bid Calling Seminar.

\_\_\_\_\_Wednesday, January 12 — Fine arts and antiques.

Reserve the following accommodations for me at the Biltmore Hotel, Madison Avenue at 43rd Street, at the following room rates:

\_\_\_\_\_Single room @ \$32.00 per person per night: Day, Time and Date of Arrival \_\_\_\_\_

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## Costly Penalties Imposed For Late Tax Return Filing

By Comprehensive Accounting Company

The law imposes a severe penalty for failure to file required returns on or before the prescribed filing dates set for such returns, including any extension thereof granted. The penalty applies to income tax returns, as well as returns for payroll taxes, excise tax on liquor, tobacco and firearms.

The penalty for failure to file tax returns timely is 5% of the tax not paid on time, for each month, or part of a month the return was late. The maximum penalty prescribed is 25%. Thus a one-day delay in filing a tax return will result in a 5% penalty of the tax not timely paid.

There is a further penalty imposed for failure to pay the amount shown as tax on any return to which the penalty for failure to file applies. If the amount shown isn't paid by the date prescribed for payment, including any extensions, the penalty is  $\frac{1}{2}$  of 1% of the tax for full month, or for any portion of a month, with a maximum of 25%. However, in the event this penalty is imposed, the failure to file penalty is reduced by the amount of any penalty imposed for failure to pay tax on time in the months where both penalties apply to the taxpayer. For example, if a taxpayer fails to file a return and fails to pay the tax for a period of one year, the penalty for the first five months would be 25% of the tax due; and the penalty due for the balance would be  $3\frac{1}{2}\%$ , for total penalties of  $28\frac{1}{2}\%$ .

Failure to file Federal Payroll Tax and Employment Tax Returns, may result in still an additional penalty. A penalty of 5% of the amount of the underpayment caused by failure to make payroll tax deposits timely can be assessed in addi-

tion to the other penalties.

The above penalties are in addition to interest on the amount due; and unlike interest, penalties cannot be deducted as an expense.

Failure to file penalties can be avoided by requesting, and being granted, an extension of time to file the returns or by the taxpayer proving reasonable cause for failing to file the return timely or paying the tax. The penalties for failure to file tax returns timely and the penalties for failure to pay tax due, mandate that a taxpayer timely file tax returns or pay an exorbitant cost for failing to comply with the law.

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*EDITOR'S NOTE: COMPREHENSIVE provides a monthly bookkeeping, accounting and tax service to over 10,000 monthly clients through its 100 franchised offices. The article above is one of several articles, which will be published in THE AUCTIONEER as a method of offering NAA members information on the subject of taxes.*

---

### A PRAYER FOR FOOTBALL

Now that the football season is upon us, it is appropriate to heed the following prayer offered before a game last season by a man of the cloth: "In Thy presence we know that no issues of great importance are going to be settled here this afternoon. No souls are going to be lost or saved by the official figures on the scoreboard. No great cause is at stake. It is one of those pleasures which Thou has meant for Thy children to enjoy. Do not let us spoil it by forgetting that it is just a game to be enjoyed today, talked about tomorrow and forgotten the day afterward. AMEN!"

Tauber Talks

## Registration Form for Kansas City Seminar — February 28-March 1, 1977

Enclosed is my check in the amount of \$\_\_\_\_\_ for registration to the Kansas City Seminar, February 28-March 1-2 at the Radisson Muehlebach Hotel (please insert checkmark where applicable):

\_\_\_\_\_Monday, February 28 — Real estate with emphasis on farm acreage auctions.

\_\_\_\_\_I prefer the Monday evening Bid Calling Seminar.

\_\_\_\_\_Tuesday, March 1 — Heavy equipment and farm machinery at auction.

\_\_\_\_\_I prefer the Tuesday evening Bid Calling Seminar.

\_\_\_\_\_Wednesday, March 2 — Antiques with emphasis on primitives and consignment auctions.

Reserve the following accommodations for me at the Radisson Muehlebach Hotel, Baltimore at 12th Street, at the following room rates:

\_\_\_\_\_Single room @ \$26 per person per night: Day, Time and Date of Arrival\_\_\_\_\_

\_\_\_\_\_; Day, Time and Date of Departure\_\_\_\_\_.

\_\_\_\_\_Double or \_\_\_\_\_Twin room @ \$33 per night to share with\_\_\_\_\_;

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Above rates do not include  $7\frac{1}{2}\%$  local taxes.

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## **Cook Crew Flies Fifty Miles Overseas To Hold An Auction**

It was a new experience for NAA auctioneer Louis A. Cook of Pembroke, Massachusetts, to charter a plane and fly his crew of eleven fifty miles over the sea to Nantucket Island, where he held an auction.

Among the items sold were an English Grandfather's clock — \$775.00; a banjo clock — \$575.00; mahogany tilt top table — \$300.00; two Nantucket baskets — \$275.00 each; an Indian basket — \$150.00; swell front desk — \$155.00; Nantucket basket mold — \$175.00; dry sink — \$150.00; and two whale oil lamps — \$125.00 each; picture of the Constitution — \$650.00; and sea chest — \$50.00.

Attendance was very good and a good time was had by all.

## **Beer Cans Sell Well At Ford Good Auction**

An interesting public auction was held at Good's Auction House in Creston, Ohio, on September 11. It was the dispersal of the estate of Fred Pfeiffer. The contents of the home in which he and several generations of Pfeiffers had lived in Akron were transferred to the auction house for the sale. The contents included a large assortment of machine and shop tools as well as antique furniture and other heirlooms.

A high point of the auction was the sale of old beer cans and 180 of these were sold to one buyer at the rate of \$15 per can. Others sold at a lower figure, bringing the total for beer cans to more than \$3000.

The Pfeiffer dispersal was handled by Good's Auction Service and was managed by NAA member Ford Good of Wadsworth, Ohio.

Dear Ladies:

Southwest Virginia is having a lovely fall!

We were dry earlier, but now we are having all the rain we need. Even though the weather is beautiful now, it could be snowing when this issue is printed.

Fall is sorta lonesome for me, though, as this is the one season Morris is away most of the time selling cattle. So it is just me and the dog to keep the home fires burning.

Oh, well, I keep pretty busy with school and church activities.

November is special to me in a way. For one reason, I was born in this month, but most of all it is the time for gathering the harvest and giving thanks to our Creator for all our blessings.

I am sending you a copy of "The Valiant Women", shared with us at the ladies luncheon in Kentucky by Mrs. Mignon Doran, Director of Morehead State University.

I am sure you will remember it if you attended this luncheon.

Several ladies asked me for a copy so it gives me pleasure to share it with you.

**Velda Fannon  
Pennington Gap, Virginia**

## **THE VALIANT WOMAN**

Make me, O God, a valiant woman . . .

A woman of principle,  
A woman of prudence,  
A woman of prayer  
A womanly woman.

Mold my life like that of the valiant woman . . .

A life of calm,  
A life of peace,  
A life of sacrifice,  
A life of service.

Make my service the service of love;  
Keep it from anything that would be small  
when viewed in the light of eternity.

Instill into my life the spirit of holy joy —

The joy that sanctifies  
The joy that gives  
The joy that imparts to others

The sweetness born to self-severity.

Grant unto me a spirit constant,  
sincere,  
strong.

Constant in the battles against my daily imperfections;  
Sincere in my dealings with God, with others, above all, with myself;

Strong in my desires for perfection and the attainment thereof.

Make me a humble woman,  
for humility alone  
sees life from a true perspective.

O God, make me a VALIANT WOMAN!

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## Just Like Heaven in '77 . . .

## Seattle — A Great Place to Meet!

Hi! As your convention chairman, I am again inviting you to our '77 convention in Seattle — just Like Heaven in '77.

As you know, you are the most important person in this organization, for without you there would be no association. I have found that my greatest gain from my association membership has come from my attending conventions. I joined the association in the late 40's but never attended a convention until one was held in Spokane in the mid 60's. Since then I have tried to attend every convention, where I have found a fund of knowledge that has helped me in my business immeasurably.

I would not support this convention if I didn't feel that each of you wouldn't gain from attending. I'd like to tell you a couple of ways I learn and use the convention outside of the seminars.

I have always tried to meet and talk with at least 50 or more members of our profession that I haven't met before at every convention I attend. If the number seems high to attain in three busy days, that is why I always try to attend the preconvention activities. Bus rides make a good chance to talk with your fellow auctioneers. Several of the trips we have proposed necessitate a long bus ride. What a great opportunity to really get to know some of your fellow auctioneers.

With everyone I meet I try to exchange business cards, no matter how short the acquaintance. This accomplishes two purposes: the news of my business goes back to another state or area, and the card I receive is filed when I get back

home to use for further reference.

When a customer comes in and mentions that he is moving out of the area permanently, I ask him where he is going. Then I check my file to see if I have a card from that area. I let the customer copy the name and address from the card and recommend that he get in touch with this auctioneer if he needs any help buying or selling.

I know many of my customers use this type information because I would say that about ten percent of my business has come from referrals of other auctioneers all over this country — people I didn't meet before my first convention in Seattle.

If this will be your first convention or you aren't a regular attended member, these hints then will help you when you are trying to make up your mind.

Also, while you are making your decision, remember that Seattle is one of the most beautiful spots in America. Maybe your family would like to see a trip to the Pacific Northwest under its Christmas tree.

For a lifetime experience, consider extending the convention to include a visit to our newest states, Alaska or Hawaii. I am working on a proposal for a couple of once in a life time tours to these areas. But any other information you need, just drop me a line, Col. Bob Losey, 808 S.W. 4th Pl., Renton, Washington 98055.

See you in Seattle!

**Col. Bob Losey, Chairman  
1977 Seattle Convention**



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A black and white photograph of a large, dark wood cabinet, likely a safe or a secure storage unit. The cabinet is composed of several sections. On the left, there is a vertical column of five small drawers, each with a decorative metal handle. To the right of this column is another vertical column of five larger drawers, also with decorative metal handles. Further right is a large, rectangular door with a decorative panel and a metal handle. The cabinet is made of dark wood with a visible grain. The background shows a wall with a framed picture and a doorway.

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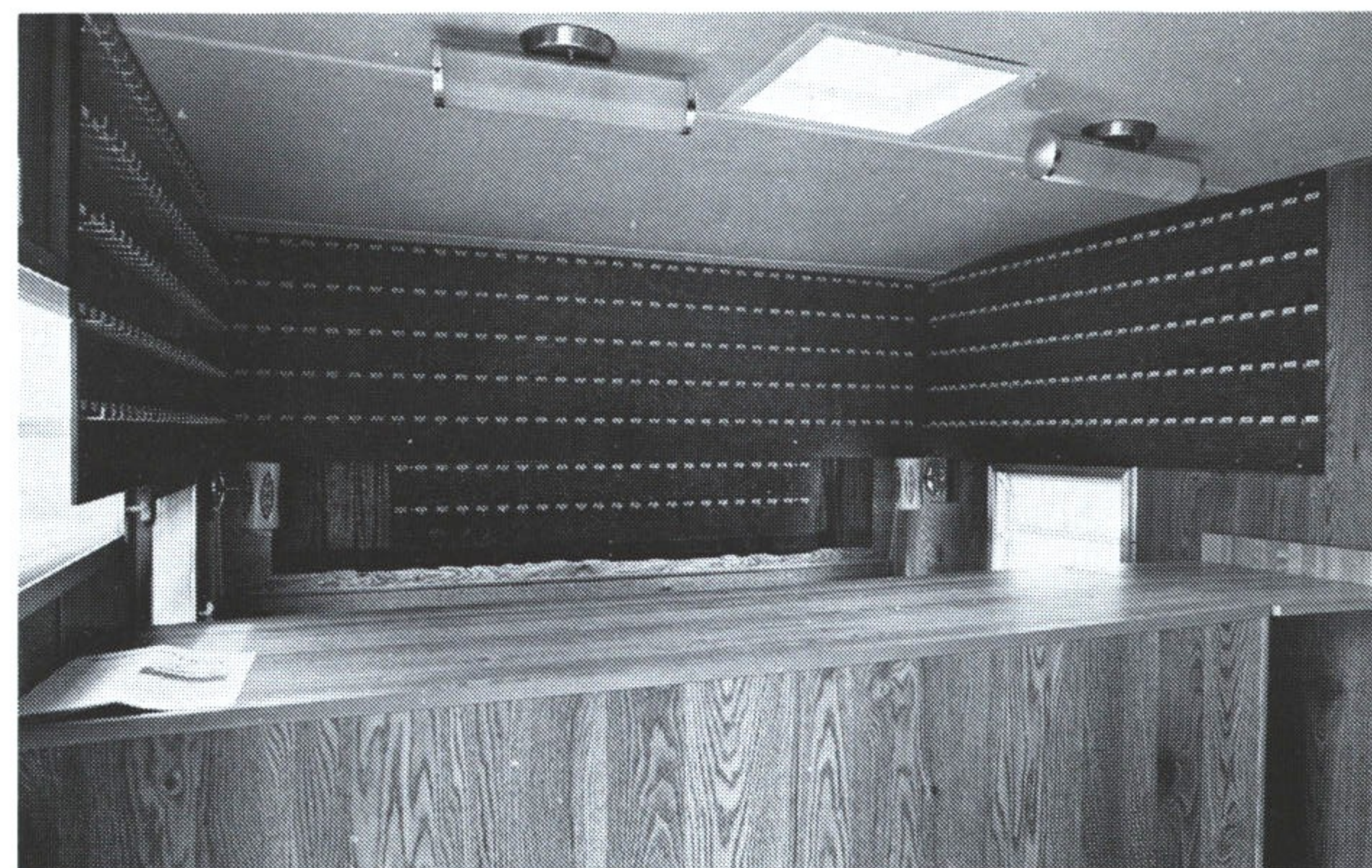
ADDRESS \_\_\_\_\_

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I AGREE IN BUYING UNDER THIS NUMBER, MY PAYMENT WILL BE MADE TODAY (CASH OR CHECK) MERCHANDISE OR GOODS WILL NOT BE REMOVED FROM THIS PROPERTY AND TITLE REMAINS IN THE OWNER UNTIL PAID IN FULL.

**No 5**

A black and white photograph of a modern interior space. On the left, a wooden cabinet with a slatted door stands next to a high, dark stool with a light-colored seat. The walls are covered in a patterned wallpaper, and a small framed picture hangs on the wall.



## AUCTION TOPS



***If you wish to purchase a unit or to receive more information, contact or call:***

19



## CONVENTION DATES

November 13-14 — Washington State Auctioneers Association, Olympic Hotel, Seattle.

November 21 — Alabama Auctioneers Association, Admiral Benbow Inn, Birmingham.

December 7-8 — Tennessee Auctioneers Association, Hilton Airport Inn, Nashville.

December 12 — Florida Auctioneers Association, Orlando.

January 9-10 — Indiana Auctioneers Association, Atkinson Hotel, Indianapolis.

January 28-29 — Pennsylvania Auctioneers Association, Host Inn, Harrisburg (Host Inn is just off the Pennsylvania Turnpike at the Harrisburg East Interchange).

January 30-31 Minnesota State Auctioneers Association, Holiday Inn and Solardome, Brooklyn Center (just off Interstate 94 and Highway 100).

New Jersey State Society of Auctioneers meets bi-monthly all year — October, December, February, April, June & August. If in the area call 201-944-1125 for location of meeting (Don Castner).

July 28-30 — National Auctioneers Association, Olympic Hotel, Seattle, Washington.

**Attention State Association Secretaries:** To have your State Association Convention dates listed in THE AUCTIONEER, send notification of the date, city and hotel/motel to Harvey L. McCray, Executive Director, NAA, 135 Lakewood Drive, Lincoln, NE 68510.

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**This copy partially compiled by Ed Vierheller, Graduate 1960, and past member, Board of Directors, National Auctioneers Association.**

**WRITE:**

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## Letters to the Editor . . .

Letters frequently are received at the NAA Office from members who have something to say about THE AUCTIONEER Magazine, the NAA programs (Seminars, CAI program, Conventions, etc.) or about the auction profession in general. Space does not allow use of all letters and many are much too lengthy to use, but the Editor will use as many as possible. It should be noted, however, that the Editor is not supporting any one cause over another, nor will only those letters be used which are complimentary. The letters which have something to say, without degrading or being overly derogatory, will be used to benefit the NAA in general.

Dear Harvey:

"I am writing this letter to let you know that I feel the NAA has embarked on a great educational program: the area seminars I found most helpful.

"I went to the Indiana University CAI program with great expectation and was in no way disappointed. The program will become a must for the future of the auction profession. In a modern society the auction profession must keep up with the times. With the great resources behind a program like CAI, it will lead the way to the education and betterment of the auctioneer and his profession.

You can be sure I will be back for CAI — II."

**Douglas P. Bilodeau**  
**Douglas Galleries**  
**South Deerfield, MA**

Dear Sirs:

"I would like to take this opportunity to tell you how proud I am to be a member of the N.A.A. I am especially proud to be a graduate of what I feel is the finest auctioneer school in the United States; the Mendenhall School of Auctioneering in High Point, N. C. While attending this school one of my instructors, Col. Fannon from Pennington Gap, Virginia, along with Col. Forrest Mendenhall, influenced me greatly to become a member of the N.A.A. With their influence and character as auctioneers and members of the association I was greatly inspired in both the auctioneer profession and how to treat my fellow man.

"It truly restores a person's faith in mankind to become acquainted with these two men. I am thrilled to be an auctioneer and a part of the N.A.A. I hope that I might be of service to the association and help promote the auctioneer profession with the dignity and honor that Col. Fannon and Col. Mendenhall have."

**Col. Jerry E. King**  
**King Realty Company**  
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### REPPERT

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## In Memoriam . . .

### ROBERT P. BISHOP

Robert Paul Bishop, NAA member from Daytona Beach, Florida, and owner and operator of Bishop's Auction Barn, died on August 2, 1976.

A native of Doe Hill, Virginia, Col. Bishop had moved to the Daytona Beach area in 1947 from Franklin, Tennessee. He had owned an auto agency in the Daytona Beach area for 12 years and owned and operated several auction businesses, the most recent being Bishop's Auction Barn.

Col. Bishop was a Army veteran of World War II; a member of the Church of Christ of Daytona Beach; Loyal Order of the Moose, Chapter 1263; Veterans of Foreign Wars, Post 1590; American Legion Post 120; and Disabled American Veterans, all of Daytona Beach.

His survivors include his wife, Lorene; a stepson; a stepdaughter; three brothers; three sisters; four grandchildren and two great grandchildren.

### Zany Auction Held in Minneapolis To Raise Funds for the Guthrie Theatre

The United Press International (UPI) reported on a "Zany Auction" recently, which was held in Minneapolis. The news article asked the question: "Would you buy an unused polo pony from a computer executive? Or maybe you've always hankered for Paul Newman's fireproof racing suit. Or deep down you've always wanted a part in Dicken's 'A Christmas Carol'."

The article went on to mention: "You also can win a dinner in Washington with vice presidential hopeful Sen. Walter Mondale and his wife Joan after January 1, 1977.

"There also are 500 pounds of sunflower birdseed up for grabs, and a free dinner for six at the Federal Reserve Bank in Minnesota where you can have your picture taken with a quarter of a million dollars."

These and many more opportunities were offered bidders recently in the annual zany auction staged to raise funds for the Guthrie Theatre, one of the most famous in the nation. It was named after British director Tyrone Guthrie, one of the theatre's first directors.

English director James Binger, chairman of the executive committee of Honeywell, Inc., and also chairman of the Guthrie board, donated the young polo pony.

Harvey Mackay, a prominent manufacturer and one of the guest auctioneers, got actor Newman out of his racing suit.

Six hundred guests were expected to attend and the auction's directors expected to better the last year's figure of \$25,000 for the effort. Information on the outcome of the auction is not available and information on the auctioneers used, whether they are members of the NAA or not, has not been reported to the NAA Office to date.

But the word "auction" has been seen many times lately in the news, which reflects the importance of the profession to many people. Everyone is trying to get into the act as auctioneers, realizing that you can sell it better at auction.

*EDITOR'S NOTE: Recognition is given to Dean V. Kruse, President of Kruse Classic Auction, Inc., Auburn, Indiana, for submitting the material on the Zany Auction in Minneapolis.*

#### \* NAA DECALS \*

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## Across the Antiques Auction Block . . .

# Copper Wash Boiler Not Forgotten

By Dave Kessler  
New Paris, Ohio

Housewives used to get the "wash day blues" whenever they saw a copper wash boiler. To them, the copper wash boiler represented many hours of hot, heavy, hard work. Many things have changed with the passing of time and the way a lady looks at a copper wash boiler is one of them.

No longer does she think of Monday morning drudgery when she spots a copper wash boiler. This is the age of "jet action" washers and enzyme detergents and the copper boiler is as outdated as a buggy whip or a raccoon coat.

Having outlived their usefulness, copper wash boilers were largely just forgotten relics that gathered dust over at the home place, or out at Grandma's. Then in a classic example of "changing their mind," women decided that they again wanted to own a copper wash boiler. Not to do the washing in, mind you, but to use as a decorators item in their homes.

### Uses Vary

Someone polished an old copper wash boiler and used it as a magazine holder in their living room. Not to be outdone, someone else cleaned up an old boiler and used it as a log holder beside their fireplace. One thing led to another and soon women had more uses for a copper wash boiler than you could "shake a stick at."

We used to sell copper boilers at our auctions for 25 or maybe 50 cents. At that time most of them were purchased by men who thought they might increase in value if we had another copper shortage like the one during World War II.

Now, thanks to present day collectors, the price has

rapidly increased. Several types of wash boilers were manufactured and all of them seem to have value to collectors. One variety had tin top and sides with a flat copper bottom. Another variation of the tin and copper boiler was the type having a tin body and a raised copper rim around the bottom. These types sold in the range of from 75 cents to \$1.25 during the 1890s.

### Some Had Tin Lids

The all copper, or "solid copper," boilers were more expensive and sold for \$2.50 or \$3 during the 1890s. These had copper sides, bottom and lid and usually were "tinned" inside. Cheaper versions having tin lids were also available.

Copper wash boilers were generally sold according to size and they were identified as numbers 7, 8 and 9. Manufacturers gradually reduced the size as competition increased and for this reason copper boilers are now found in many sizes.

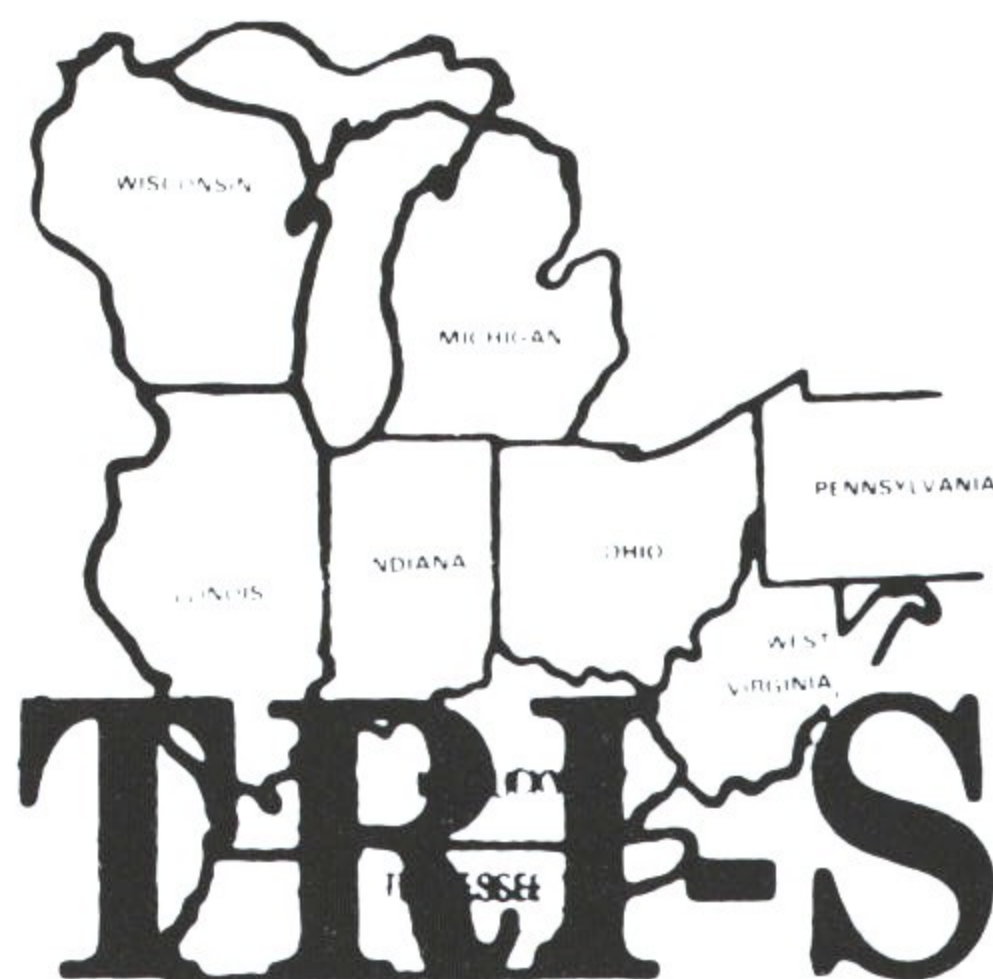
If you're going to try to polish a copper boiler please proceed with caution. Don't ever use a wire buffing wheel for this purpose. This method produces a dust that can damage your lungs and can make you quite sick. A satisfying, and certainly more safe, polishing job can be accomplished by using a good commercial copper polish.

### GOD'S BEAUTY

"Never lose an opportunity of seeing anything that is beautiful; for beauty is God's handwriting — a wayside sacrament. Welcome it in every fair face, in every fair sky, in every fair flower, and thank God for it as a cup of blessing."

Emerson (OSAA Auction-Aire)

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## **DECOYS**

**By George Michael  
Merrimach, New Hampshire**

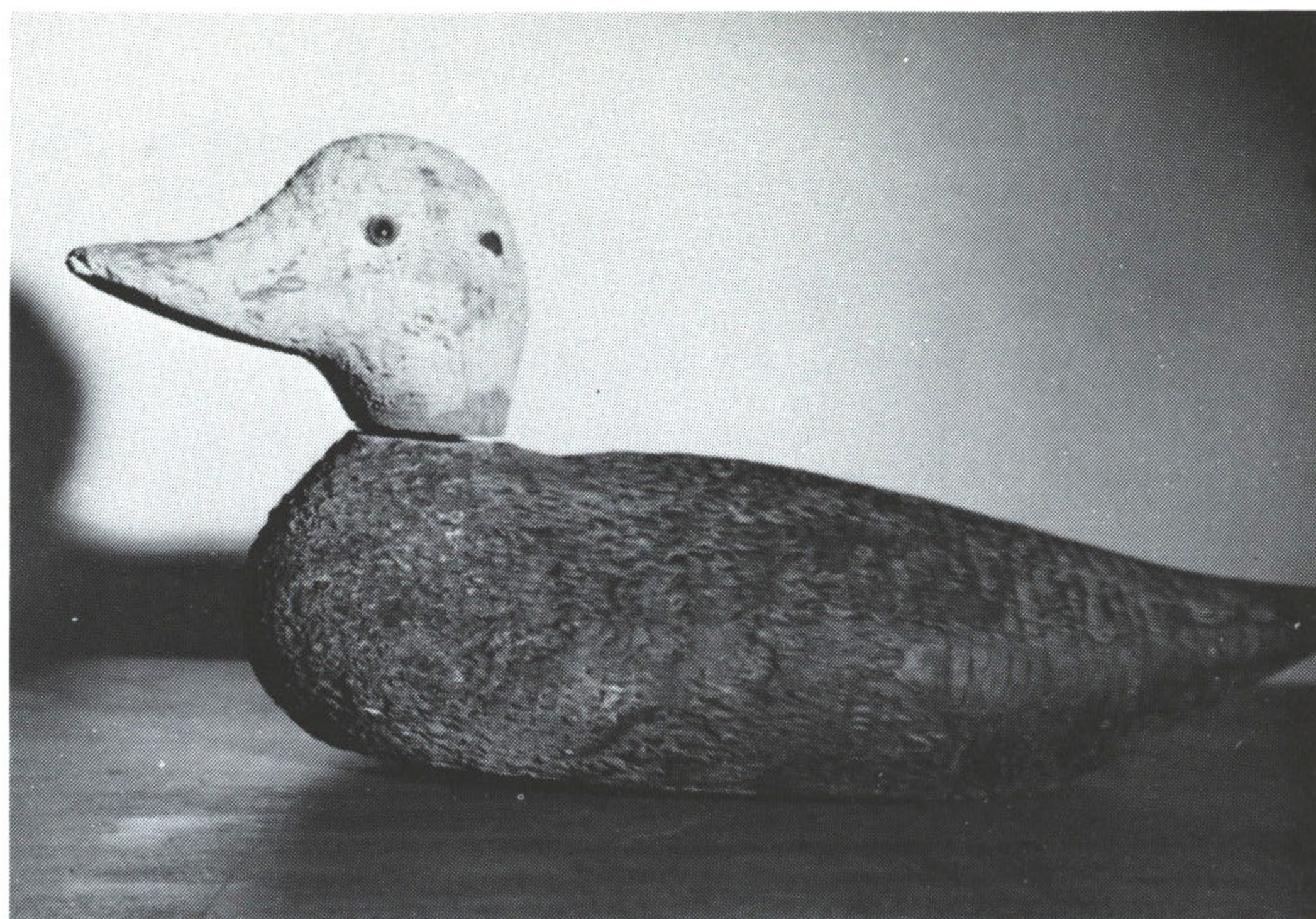
The collecting of American folk art has renewed the interest in the carved wood decoys. Collectors are seeking out the works of specific decoy makers who have worked in the last century, as well as those who are continuing to make them. One is pictured which was made in New Jersey in 1905, and used for duck hunting in Barnegat Bay.

To be good, a decoy must be hand carved. Those with movable heads are better than those with fixed heads. Glass eyes are most desirable as against those which are painted. Age and condition are important to value as well as the realistic look which is a challenge to all carvers.

Most decoys will be weighted with lead at the bottom, so they will remain balanced in choppy water. Some collectors like their's filled with shot holes as proof they were used. Others desire pristine condition. If a decoy had been painted, it is best to leave it alone and not repaint it, as this will injure its value.

Goose decoys are rarer as their long necks make them trickier to carve. Collectors are interested in the works of a particular carver — some collect according to species, wanting one of each — others are interested in the age of the decoy, as fewer of the old ones have survived, since they were used in water, and would rot if left unattended.

The wood decoy has been replaced today with the plastic and inflatable types, so the old ones are enhanced by the fact that so few are being made today. Prices will range from about \$10 for the least spectacular to well into the four figures for the most desirable.



Auctions at which decoys alone are sold are common — this is a good place to get an education in decoy collecting. The catalog will give you the facts — the prices will give you the values.

### **QUESTIONS**

**From Great Barrington, Massachusetts** — We have a "sick sipper" and salt and pepper shakers to match. They are a combination of soft blue and white with roses and leaves on them. On the bottom reads, "M.N. Dorothy, C II." Can you tell us who manufactured them and if originally more pieces came with the set.

**Answer** — This is most likely turn of the century ceramic which was imported from Europe, then painted here by the artist who painted his or her name. This was quite commonly done. Most likely the set contained a cup and saucer, tea pot and dish for food. The sipper may have been



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used for dispensing medicine, though they were used to feed soft foods as well, to someone who was quite ill. These have value only in the complete set.

**From York, Harbor, Maine** — A request for values on 10 books.

**Answer** — Books such as these must be appraised by seeing them. There is a good book dealer at the corner of Depot Road and Rt. 109 in Wells. Perhaps he can appraise them for you.

**From Haverhill, Massachusetts** — We have what appears to be a cocoanut imbedded in silver, made into a wine goblet. There are a few faint marks, but not readable. Can this be a real cocoanut shell. Where and when was it made.

**Answer** — We know the English made such standing cups, often for communion services as early as the 13th century. These are quite rare. Some were made in this country in the 18th century. You should have this looked at by a competent silver appraiser. It could be quite valuable.

### NEW BOOK

A NEW ENGLAND TOWN IN EARLY PHOTOGRAPHS, 149 Illustrations of Southbridge, Massachusetts, 1878-1930; by Edmund V. Gillon, Jr.; Dover Publications, 180 Varick St., New York, New York, 10014. A fascinating look at a beautiful community. The early photography is excellent. It will have great appeal to antiquarians and photo buffs as well.

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## Convention Speaker Responds To Conventioneers Requests For "THE MASTER'S HAND"

St. Louis Convention Banquet Speaker R. E. "Mick" Delaney has fulfilled a request of many for the poem, "THE MASTER'S HAND", which he referred to during his speech on Saturday night of the '76 Convention. The poem, whose writer is anonymous, will touch the heart of many an auctioneer who has needed some inspiration during a sale to get an item moving. Here for your pleasure, thanks to R. E. "Mick" Delaney of Seattle, Washington, is "THE MASTER'S HAND":

### THE MASTER'S HAND

"Twas battered and scarred, and the auctioneer  
Thought it barely worth his while  
To spend much time with the old violin,  
But he held it up with a smile.

"What am I bid, good folks?" he cried.  
"Who'll start the bidding for me?  
"A dollar — a dollar — who'll make it two?  
"Two dollars — who'll make it three?"

"Three dollars once — three dollars twice —  
"Going for three?" But no.  
From the back of the room a gray-haired man  
Came forward and picked up the bow.

He wiped the dust from the old violin  
And tightened its loose old strings.  
He played a melody pure and sweet  
As a caroling angel sings.

The music stopped, and the auctioneer  
In a voice that was quiet and low  
Said: "What am I bid for the old violin?"  
And he held it up with the bow.

"A thousand dollars — who'll make it two?  
"Two thousand — who'll make it three?  
"Three thousand once — three thousand twice —  
"And going and gone!" said he.

The people cheered and some of them cried:  
"We don't quite understand.  
"What changed its value?" And came the reply:  
"The touch of a master's hand."

Many a man with life out of tune  
And battered and scarred with sin  
Is auctioned off cheap by the thoughtless crowd  
Much like the old violin.

A mess of pottage, a glass of wine,  
A game . . . and he travels on.  
He's going once — going twice —  
He's going . . . and almost gone.

Then the master comes, and the foolish crowd  
Never quite understand  
The worth of a soul and the change that's wrought  
By the touch of a master's hand.

—ANONYMOUS

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# Missouri Auction School's September, 1976, Class of Graduates



**THE CLASS OF GRADUATES** of the Missouri Auction School who attended the September, 1976, school are pictured above, left to right — seated: Dale Vaughn, Instructor, MO; Judy Klepac, Secretary, MO; Bill Morgan, Instructor, KY; Boyd Michael, Registrar, MO; Richard W. Dewees, President, MO; Gary Ryther, Instructor, LO; Dinah Brown, Secretary, MO; Chuck Cumberlin, Instructor, CO; Dean Cates, Instructor, MO; Stanley Marcus, TX. Second row: Jim Spillman, KS; Arnold Rotner, CO; Walter Turner, GA; Arnold Horland, CA; Robert Deiro, NV; Harold L. Courter, KS; James S. Brown, MS; C. Harry Upton, MS; Daryl W. Bruce, MO; Denis Ast, KS; Robert "O" Fink, NV; J. A. Hussey, Jr., FL. Third row: Dennis Messersmith, CO; Junior Paine, OK; Jim McDonald, IL; Joseph M. Bennett, IL; Roy L. Burns, CO; Ross Broderick, MO; J. Craig York, TX; D. Van DeSuis, CN; Leo Madison, MO; Buddy Burge, VA; Gary Nicholas, MO; Dan T. Selle, MT; Jim A. Whitsel, Jr., KS. Fourth row: Terry Whitson, TN; Janice Aquino, IL; Don Aquino, IL; Ron Dale, LA; Steve Chester, LA; Tim West, KY; Keith Jones, MN; Dave Kirsten, MO; Bill Markey, NY; Phil Sykes, NY; Elmer J. Burgardt, KS; Gerald Thoman, KS; Karen Nett, TX; Pete Bogard, TX. Fifth row: Jim Jones, MO; Troy Bradford, AL; Clifton Bell, IN; Patricia Bell; Ron Yahner, NV; Garry L. Morris, KS; George Boucher, Jr., KS; David Winn, CA; Michael Brunet, TX; Neva M. Counce, AL; Paul Williams, OK; R. Merle Duncan, MO; Francis X. McCrafhan, PA; Harold Perkins, MO; Dale S. Beckwith, KS; James E. Russell, OH; Loren K. Robinson, MO. Sixth row: Birney Kirkpatrick, KS; Monte J. Curtis, MO; John H. Novacek, NE; John D. Haynes, WI; John Dees, IN; Judy Dees, IN; Doris Leverett, KS; Anita Wewers, MO; Dave Pearson, IL; William R. Milne, IL; Don A. Chapman, IL; Lewis F. Shapiro, MD; R. Lowell Miller, CA; Jim Easton, NE; Johnny R. Slocumb, GA; William J. Atkins, MO; Ed Blakey, TX; Pete Bond, TX. Instructors not pictured were: Verlin Green, KS; Dave Kessler, OH; and Paul Dewees, KS.

## Country Store Musuem Sold At Doug Bilodeau Auction

Lattman's Country Store Museum of Southington, Connecticut, was sold at auction by the Douglas Galleries of South Deerfield, Massachusetts. NAA member Douglas Bilodeau was the auctioneer.

The sale was attended by nearly 350 people who viewed the items just as they had once been displayed at the museum. Doug Bilodeau, owner of the gallery, reconstructed the store right down to the location of the telephone booth.

Tobacco tins were the first to go, ranging from \$10 to \$70. Then came peanut jars. The Planters jar with peanuts on the side brought \$110, while other jars went from \$20 to \$80. A Zeno gum machine brought \$145; two Edison phonographs were good buys at \$100 and \$125; the five country store lamps sold to one buyer at \$140 each and the seed counter sold for \$425.

The post office front went to a Florida buyer at \$625; a spotless Hoosier cupboard brought \$230; a small pump dispenser with "Cherry Smash 5 cents" on the front went for \$20; while a lemon dispenser sold for \$90.

Two horse drawn vehicles, which were purchased at a recent Connecticut auction, were sold with a profit to the owner. The hearse went to a local funeral home for \$350. The



much talked about fish and oyster sleigh sold for \$400 to a New Hampshire dealer, who strangely enough, bought it from the original owner some years ago for \$75 and sold it to a Georgia dealer.

It just goes to show goods do travel and appreciate in value.

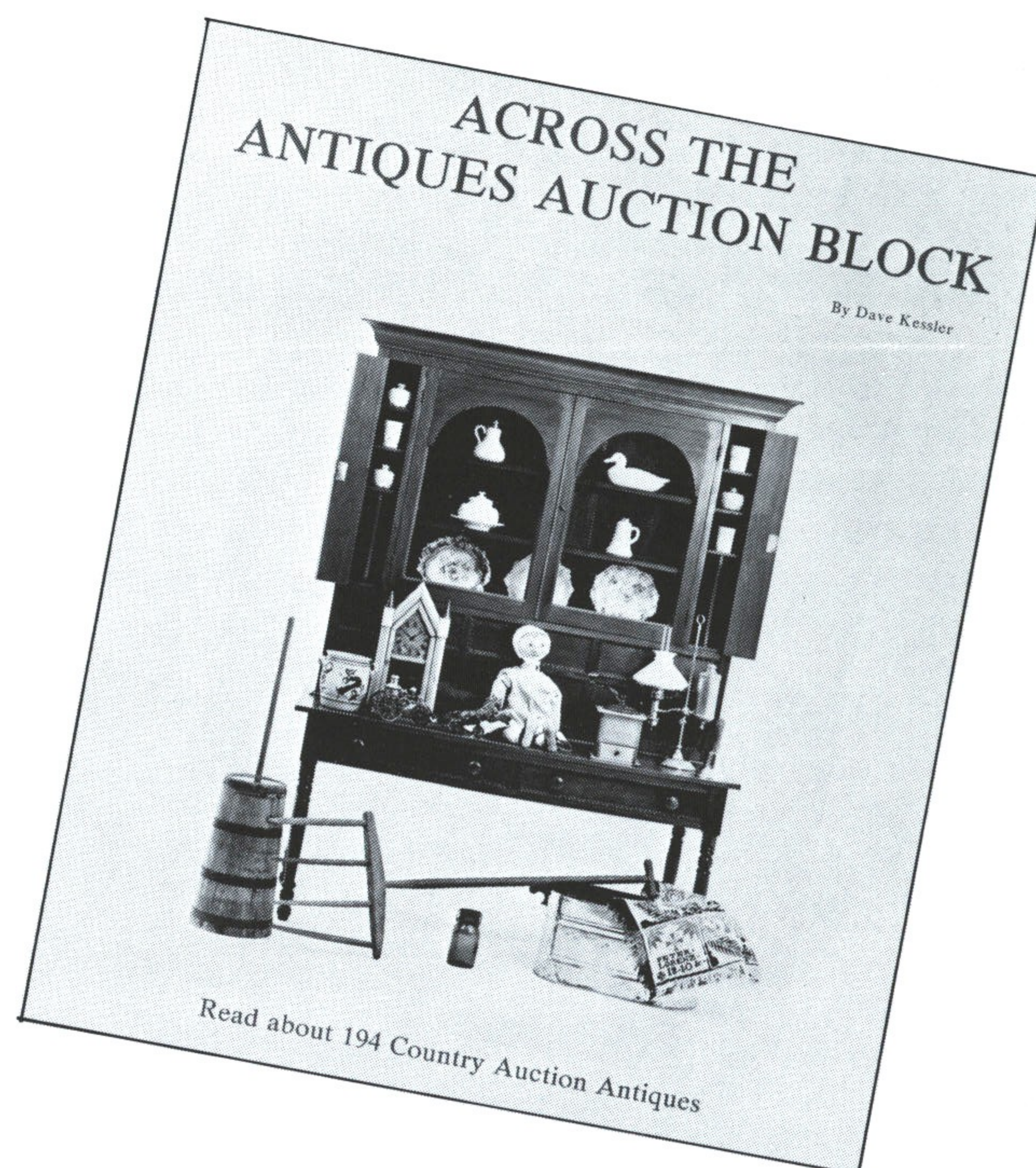
Some of the other highlights were: a pot-bellied stove — \$115; tin tobacco sign — \$150; folding chair advertising tobacco — \$60; coffee grinder — \$150; spool cabinet — \$70; and a small cash register — \$300.



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# Western College of Auctioneering Conducts September Course



**THE SEPTEMBER, 1976, CLASS** of the Western College of Auctioneering are pictured above with some of the instructors. From left to right — seated: Instructors Gene Gabel, Billings, MT; Jack Ellis, Roundup, MT; Truman Kongsli, Herried, SD; W. J. "Bill" Hagen, Billings, MT; R. J. Thomas, Billings, MT; Jim Messersmith, Jerome, ID (twelve other instructors not pictured). Mascot, "Bird", owned by Mel Neagle, is sitting in front of the class. Second row, standing: Art Matson, Polson, MT; Dave Dadrain and Wesley Cole, Rocky Mountain House, Alberta, Canada; Merv May, Rupert, ID; Susan Smith, Hasty, CO; Del Clement, Skidmore, MO; and C. Jack Nicholson, Meeteetse, WY. Third row: Larry Henheffer, Edmonton, Alberta, Canada; David Rice, Goldendale, WA; Jesse Noble, Cando, ND; Corey Henderson, Clarkston, UT; R. C. Cole, Rocky Mountain House, Alberta, Canada; Ralph Adkins, Lewiston, ID; Doug Henheffer, Weyburn, Saskatchewan, Canada; and Clayton Cole, Rocky Mountain House, Alberta, Canada. Fourth row: George Tobin, Menno, SD; Pat Holt, Lolo, MT; Jack Greeg, Hiron, British Columbia, Canada; Doug Schultz, Porterville, CA; Terry Avinou, Killay, Saskatchewan, Canada; Rae Gasser, Roberts, ID; Eric Schenfield, Port Orchard, WA; and David Gould, Genoa, IL. Top row: Henry Torres, Sorroco, NM; Kenny Appleton, Buffalo, OK; Mark Brisso, Larimore, ND; Cliff White, Sherwood Park, Alberta, Canada; Evon Jones, III, Sacramento, CA; James Dunlap, Colman, SD; Charles Rice, Goldendale, WA; and Mel Neagle, Philmath, OR.

## Four Million Dollar Land Auction Held

The third land auction for the Glenn W. McIninch Estate — the first two sales were held in May, 1976 — was held on September 7 at Auburn, Nebraska. Twelve farms, totaling 1,822.76 acres were sold in 90 minutes. The non-irrigated land brought \$1,373,000, averaging over \$15,000 per minute AUCTION SALE.

Upon completion, the three land auctions will be twenty-three farms totaling 4,000 acres for approximately \$4,000,000.

The late G. W. McIninch, a self-made millionaire, left the bulk of his wealth to the Nebraska Masonic Home at Plattsmouth; the Omaha Home for Boys; and Omaha Home for Girls.

The Bernard Real Estate and Auctioneering firm of Auburn and Omaha conducted the auction and auctioneers were Lawrence Bernard, Auburn; Jerry Kelley, Tecumseh; Rex Young, Plattsmouth; and Jack Bernard of Omaha. The First

National Bank of Omaha, Trust Department, Harold Kosowsky, Trust Officer and Francis Matthews, attorney and estate trustee, handled the estate.

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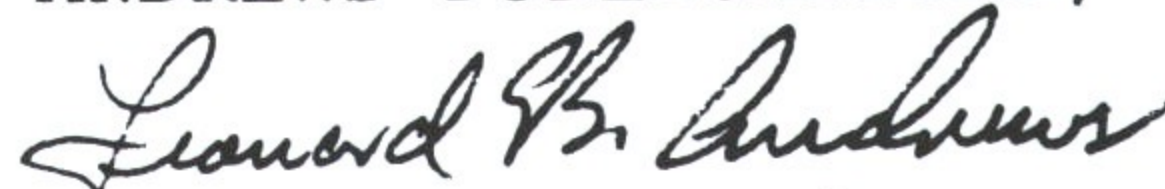
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**Guidewords**

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