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NO. 7

JULY, 1974

THE

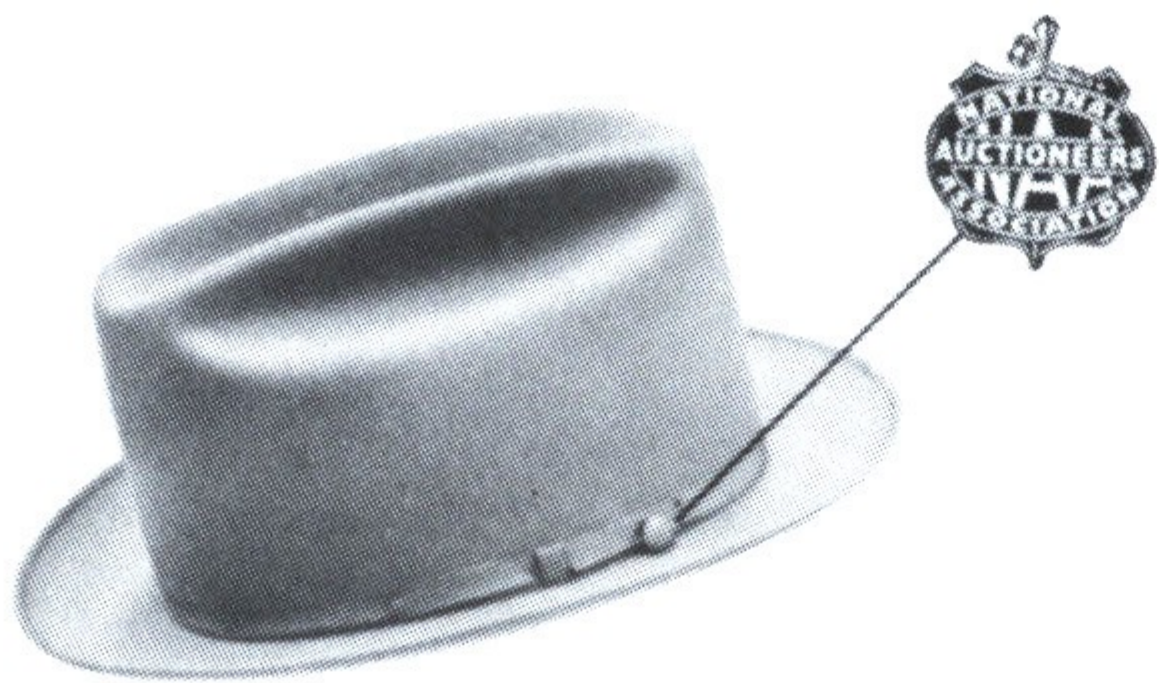
# auctioneer



NATIONAL  
PARK  
SERVICE

Department  
of the Interior





**“AUCTIONEER HAT”**



**“AUCTIONEER’S GAVEL”  
TIE TACK**

The summer straws are here, cream colored milan straw with the famous “Stetson Stallion Block” in the 3 brim widths — 2-1/8”, 2-3/8” and 2-5/8”. I am most happy to be in a position to offer these nice “Stetson” hats.

Now that I have received my shipment of “Stetson” auctioneer hats, I have filled all back orders and have a complete line of all sizes from 6-7/8 to 7-3/4 in all three brim widths as mentioned above in stock. Hopefully we will be able to ship from now on the day we receive your order. Our stock of jackets is now complete and we have the pressure sensitive auctioneer emblems in the beautiful 4 colors that can be put on and taken off. We also have the type that sews on and is washable. Let us know your choice when ordering.

The jackets went over far better than our expectations. We have shipped these London Fog type (washable) jackets all over. We have a new National Auctioneers emblem in the same three colors that is washable, that comes on the jacket. Colors are navy, natural, yellow, earth brown, and burgandy, comes in Med., Large and Ex-large.

We have had several inquiries about the “Open Road 7X (100% Beaver,” Stetson’s most famous hat. Anyone who is interested the price is \$100.00 and delivery time is about 30 days.

We still have the solid gold tie tac w/diamonds and emblems for your coat or blazer.

**The gavel itself is 14 K “Solid gold”**

|                                               |                                       |
|-----------------------------------------------|---------------------------------------|
| with .15 high quality sparkling diamond ..... | \$159.95                              |
| with .25 high quality sparkling diamond ..... | \$219.95                              |
| Felt (Silver Belly) .....                     | \$14.95                               |
| Jackets w/3 color emblem .....                | 19.95 (large, medium and extra large) |
| 3-color Auctioneer Emblems .....              | 3.00                                  |
| Straws (light tan) .....                      | 11.95                                 |
| Plus 4% sales tax                             |                                       |

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**Telephone: Area Code 704/ Office 399-6372**

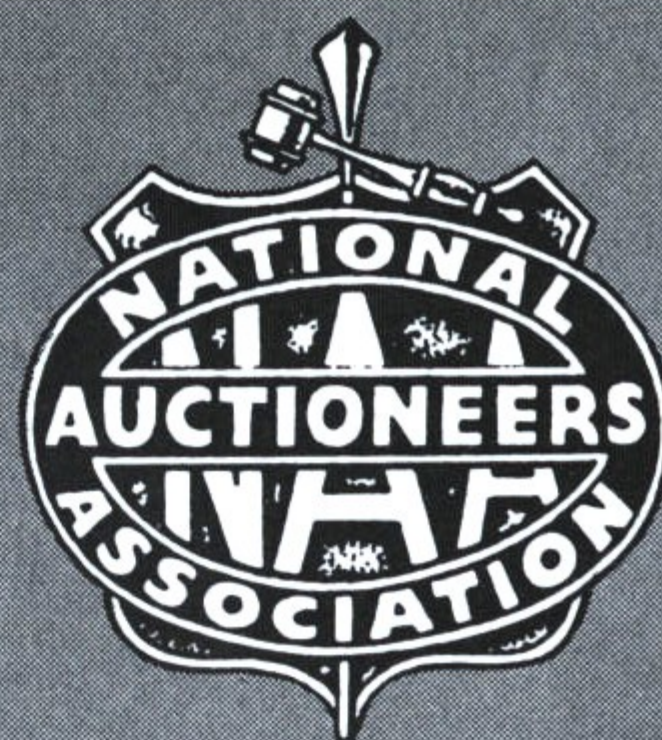
**Home 399-3260**



# THE auctioneer

IS THE OFFICIAL PUBLICATION OF  
NATIONAL AUCTIONEERS ASSOCIATION

135 LAKEWOOD DR. LINCOLN, NEBR. 68510



## EDITOR

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

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

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# **NATIONAL AUCTIONEERS ASSOCIATION CONVENTION**

**Headquarters, Rough Rider Hotel**

**Medora, North Dakota**

**July 22-23-24-25, 1974**

Convention Chairman — Bob Penfield

## **PROGRAM**

### **Monday, July 22**

All Day — Registration, Rough Rider Hotel

3:00 P.M. — Committee meetings

3:00 P.M. — Ladies Auxiliary Board Meeting

3:00 P.M. — Trail ride #1, for Early Birds. Horsemanship Class by Bob Baumeister, La Plata, Mo.

7:00 P.M. — Early Bird Party — Talent Contest  
Entertainment by sons and daughters of NAA members, Chuck wagon.

### **Tuesday, July 23**

6:30 A.M. — Roundup Breakfast — Chuck wagon

8:00 A.M. — Trail ride #2, leaves camp after Horsemanship class.

All Day — Registration — Rough Rider Hotel

9:00 A.M. — Board of Directors meeting — Hubbard Library

10:00 A.M. — Trail ride #3 leaves camp

12:00 Noon — Governors Luncheon — Gold Seal Amphitheater

Welcome to the Rough Rider State . . . Governor Arthur Link

Welcome to Medora . . . Harold Schaefer

President's Address . . . Joseph Donahoe, Darlington, Wisc.



- 2:30 P.M. — Our Heritage — Ralph "Doc" Hubbard, Curator, Medora Museum.
- 3:15 P.M. — Meet the Old Timers . . . Rex Young, Plattsmouth, Nebr., moderator.
- 4:15 P.M. — Trail ride #4 leaves camp.
- 8:30 P.M. — Medora Musical — Gold Seal Amphitheater
- 10:00 P.M. to ——— Campfire singalong with the stars. Special vocalist, Bruce Mullen, Pasco, Wash.

### Wednesday, July 24

- 6:30 A.M. —Roundup breakfast — Chuck wagon.
- 7:30 A.M. — Trail ride #5 leaves camp.
- 8:00 A.M. — Past President's Breakfast — Rough Rider Hotel
- All Day — Registration — Rough Rider Hotel
- 9:00 A.M. — "Land Use Program and Us", R. A. "Dick" Mader, Gillette, Wyoming.
- 9:45 A.M. — Agriculture, Hon. Milton R. Young, Chairman, U.S. Senate Agriculture Committee
- 10:30 A.M. —Coffee and Rolls, Missouri Auction School
- 11:00 A.M. — Commercial Cattle Auctions, Dale McPherson, Rapid City, S.D.
- 12:00 Noon — Dinner at the Chuck wagon.
- 2:00 P.M. — NAA Championship Rodeo, Willard Schnell, Arena Director, Dickinson, N.D.  
Featured events: Bareback bronc riding, saddle bronc riding, brahma bull riding, calf roping, and steer wrestling. Also calf tying contest for all NAA Board Members and Officers. A bronc riding match between any or all auctioneers that attended the 1973 convention.
- 4:30 P.M. — Trail ride #6 leaves camp.
- 5:00 P.M. —Buffalo barbeque at picnic grounds.
- 7:00 P.M. — Fun Auction — Picnic grounds. Co-chairmen, Stanley Wald, Charlie Fischer, Frank Bass.
- 10:00 P.M. — Campfire singalong with the stars.



## Thursday, July 25

6:30 A.M. — Roundup breakfast, chuckwagon.

7:30 A.M. — Trail ride #7 leaves camp.

8:00 A.M. — State Presidents and Secretaries' breakfast — Rough Rider Hotel

All Day — Registration, Rough Rider Hotel

9:00 A.M. — From the Field to the Frying Pan, Carole Conrad, Reeder, N.D.

9:45 A.M. — 15 minute break to dispense Linament and Ace bandages to NAA officers and Board Members.

10:00 A.M. — Bid Calling Seminar — Bob Steffes, Moderator, Arthur, N.D. 1972 Worlds Champion Livestock Auctioneer.

11:00 A.M. — Merchandising Purebred Livestock at Auction, Pat Goggins, Billings, Mont.

### LUNCH BREAK

12:00 Noon — Reppert School of Auctioneering Alumni Luncheon, Col. J. Hughey Martin, Master of Ceremonies.  
Limited facilities for other group luncheons if desired.

2:00 P.M. — NAA Business Meeting  
Memorial Service for Deceased Members, conducted by Ladies Auxiliary.  
Secretary's Report  
Treasurer's Report  
Report of Auditing Committee  
Report of Grievance Committee  
Report of Resolutions Committee  
Report of Awards Committee  
Report of Membership - Promotion - Education Committee  
Report of Advertising Committee  
Report of Promotional Film Investigation Committee  
Report of National Auctioneers Week Committee  
Old and New Business  
Election of Officers and Directors  
Acceptance Address of New Auxiliary President  
Acceptance Address of New NAA President  
Announcements

4:00 P.M. — Adjourn

4:15 P.M. — Meeting of 1974-75 Officers and Directors

6:00 P.M. — Awards — Beef Steak Fry  
Address — Mr. Luther Bjerke, Associate Dean, North Dakota University, Grand Forks, N.D.

8:30 P.M. — Dance, music by Bruce Mullen and his Western Band, Pasco, Wash.

10:00 P.M. — Final Singalong and goodbye.



# **LADIES AUXILIARY CONVENTION PROGRAM**

**Headquarters, Rough Rider Hotel**

**Medora, North Dakota**

**July 22-25, 1974**

Auxiliary Chairman — Winona Penfield, Bowman, No. Dakota

## **Monday, July 22**

All Day — Registration Rough Rider Hotel

3:00 P.M. — Ladies Auxiliary Board Meeting

7:00 P.M. — Early Bird Party and Talent Contest.

## **Tuesday, July 23**

9:30 A.M. — Coffee and Rolls with the North Dakota Ladies.

12:00 Noon — Governor's Luncheon — Amphitheater

8:30 P.M. — Burning Hills Singers — Amphitheater

10:00 P.M. — Singalong at campfire.

## **Wednesday, July 24**

9:00 A.M. — Coffee with the South Dakota Ladies.

12:00 Noon — Luncheon

2:00 P.M. — Rodeo

5:00 P.M. — Buffalo barbeque

7:00 P.M. — Fun Auction

10:00 P.M. — Campfire singalong.

## **Thursday, July 25**

6:30 A.M. — Breakfast, Chuckwagon

9:00 A.M. — Coffee with Montana Ladies.

11:00 A.M. — Brunch, Ladies style show, chuckwagon.

6:00 P.M. — Beef steak fry.

8:00 PM. — Dance, with Bruce Mullen Western Band, Pasco, Wash.

10:00 P.M. — Final campfire and singalong.



# **YOUNG PEOPLES PROGRAM**

## **Monday, July 22**

- 3:00 P.M. — Horses and Horsemanship by Bob Baumeister.  
Adults also welcome — 1st trail ride after class.
- 7:00 P.M. — Early Bird Party and Talent Contest — Sons and daughters  
of NAA members, Chuckwagon.

## **Tuesday, July 23**

- 8:00 A.M. — More horsemanship by Bob Baumeister, Trail ride #2 will  
follow.
- 10:00 A.M. — Trail ride #3 leaves camp.
- 2:30 P.M. — Our Heritage — Doc Hubbard. A history lesson you'll enjoy  
and remember.
- 4:15 P.M. — Trail ride #4 leaves camp.
- 8:30 P.M. — Medora Muscial — Kids from 2 to 82 will enjoy this.

## **Wednesday, July 24**

- 7:30 A.M. — Trail ride #5 leaves camp.
- 2:00 P.M. — Rodeo Time
- 4:30 P.M. — Trail ride #6 leaves camp.
- 5:00 P.M. — Buffalo barbeque
- 7:00 P.M. — Fun Auction

## **Thursday, July 25**

- 7:30 A.M. — Trail ride #7 leaves camp.
- 6:00 P.M. — Awards, Beef Steak Fry

### **SPECIAL NOTE FOR LITTLE YOUNG PEOPLE!!**

Tuesday 8:00 A.M. to 12:00 Noon

Wednesday 8:00 A.M. to 12:00 Noon

Thursday 8:00 A.M. to 12:00 Noon

“The Ray McDonald Family, Puppet Show and Entertainment”

Baby sitters for small tots available on request — Let us know your needs  
when you register.

SWIMMING POOL AT BADLANDS MOTEL — Lifeguard on duty  
9:00 A.M. til 9:00 P.M. Daily.



# North Dakota Is - - -

## The Place to be July 22-25

Just came back from Medora about an hour ago and thought I'd better get the final invitation in the mail while there was still time.

We arrived about 5 P.M. at the exit that says "MEDORA". As soon as you turn off I-94 and go over the hill into the town you just start to unwind. By the time you get down to the town square and perched under a big cottonwood tree for 5 minutes, you have wound-down to the pace that most all westerners were geared for 75 years ago.

A cowgirl (about 16) rides up the street on a nice sorrell gelding. A friend walks alongside barefooted down the middle of the street. They are in no hurry and neither is anyone else.

A VW with a New York license plate comes zipping along the highway. They turn in, stop and go in the Badland's Motel office. They come back out, hurry to their room, unload the car and hurry across the street into the Rough Rider restaurant.

About an hour and a half later we were setting on a bench in front of the Little Missouri Saloon and that same New York couple came ambling down the street. By then they were about 90% soaked up with Medora atmosphere and didn't seem to have a care in the world. It sure didn't take them long to slow down and live a little.

The temperature had went from about 85 in the late afternoon down to a very pleasant, dry 60 and you were thinking about a jacket. After an excellent supper of roast beef, we conferred with the folks in charge of catering about some of the final details of the NAA convention.

If your own plans are not complete to spend at least a week in North Dakota in July, you had better get them finalized soon. Early registrations in the mo-



**BOB PENFIELD**

tels would indicate the largest convention ever. If you miss it, you'll be sorry for a long time, because by the time the NAA comes back to Medora by special request in 5 or 10 years it may not have the unhurried, old Western atmosphere and flavor that it has now.

Elsewhere in the magazine you'll find a list of the western-type entertainment you'll find on the way in and out of North Dakota on the weekends before and after the convention.

At least 60 families will be staying in Dickinson. (Often referred to as the Queen City of the Prairie) There are lots more accommodations there if you get your reservation in right away. Send it to the Gold Seal Co., Medora, N.D. See you There, July 22-23-24-25.

Bob Penfield



# TALENT CONTEST

**Calling all sons and daughters of the NAA. We want you to participate in our talent contest, Monday evening, July 22, at Medora, North Dakota. Plan now to participate.**

## President's Message

It seems like only yesterday that I assumed the Office of the President in St. Petersburg, Florida. However, here it is a year later and I am about to relinquish that office.

A year seems like a long time when we begin. It has, however, passed so quickly that one wonders where it went. There are so many things I had planned to do to improve the Association that were never accomplished. I know this is the way of life today in a busy world.

I do intend, in the years to come, to render my same enthusiastic support to improve the service our National Association will offer to its members. In my final message as your President, I wish to congratulate the entire membership for their cooperation and thoughtfulness. Our association is an organization of the greatest people in the world. I sincerely hope you all continue to keep it this way. I especially wish to thank the other officers and directors for their wonderful cooperation with this office.

As your President I have enjoyed every moment of the past year. There have been a few disappointments in not getting to some state meetings. This was beyond my control. In all it has been a year filled with many pleasant memories and associations of which I shall always cherish.

I especially want to thank and congratulate Col. Henry Rasmussen of Nebraska who is retiring as our Treasurer after 23 years of service. It is men such as Col. Rasmussen who perform a long and dedicated service to an organization through the good years and lean that will continue to make the National Auctioneers Association one of the greatest. On behalf of the National Auctioneers Association and all its members, I as



**JOSEPH DONAHOE**

President, say thanks for your long and faithful service and a job well done.

Best wishes to you all. I look forward to seeing you in Medora, North Dakota, come July 22-25, 1974.

Joe Donahoe

---

Ran into one of my neighbors coming home the other night. Wore a very worried look. Said he had filed his IRS Tax Form early, claimed \$7,248 in legitimate, miscellaneous deductions and had that morning received a tax debate. I said, "Reginald, old fellow, you mean a tax rebate." and he said, "No, Gabe . . . a tax DEbate. They asked me to come in and discuss it."



# AUCTION

**NATIONAL CONVENTION**

**FUN AUCTION**

**WEDNESDAY, JULY 24, 1974 — 7:00 P.M.**

**ALL AUCTIONEERS: Honor your State. Represent it with an item at the:**

## **FUN AUCTION**

This year's co-chairmen are: Stanley Wald, Frank Bass, and Charlie Fischer. Items may be turned in to these men or check with Jan at the registration desk when arriving.

### **Test Bulls Average \$912 in Wisconsin**

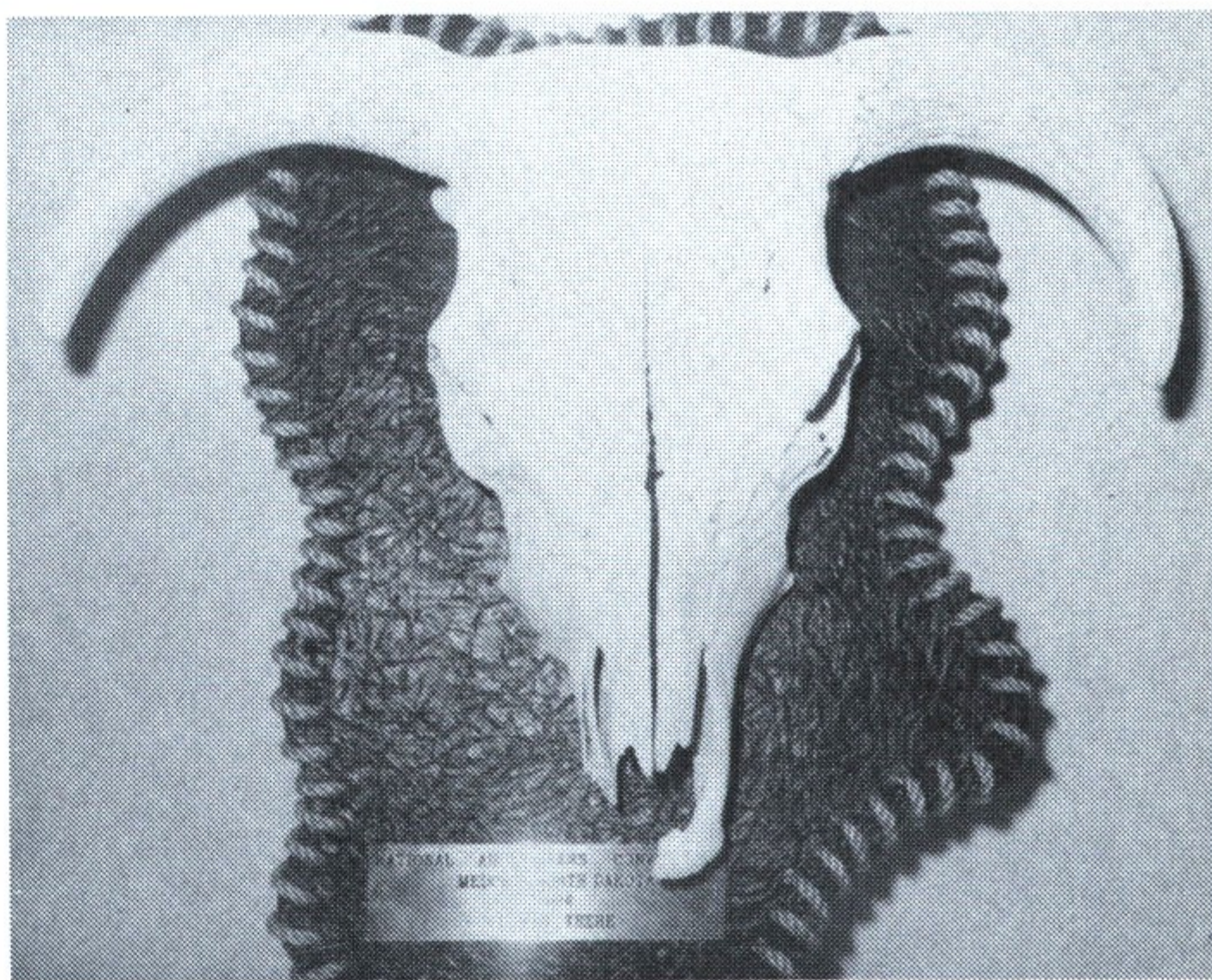
PLATTEVILLE, Wis. — A capacity crowd assembled at the Platteville Bull Test Station here May 25 to bid and purchase the good set of all-breed bulls that had been performance tested for 140 days. Bidding was active and 85 bulls grossed \$77,550 to average \$912.

Twenty-six Simmental bulls averaged \$1,001; four Limousin \$550; 17 Polled Hereford \$935; 18 Angus \$1,007; three Herefords \$592; four Chianina \$538; two Maine-Anjou \$538; and 11 Charolais \$941.

Topping the sale was a purebred son of Chablis 4, going to Gerald Effertz, Velva, N.D., for \$3,100. He was consigned by Alex Stauffer, Blue Mounds, Wis. Wagner Farm, Livingston, Wis., selected a son of Pharaoh Emulous 7195, for \$2,300. The consignor was Don Udlehoven, Bloomington, Wis.

A son of Soleil, owned by Bob Walton and Mrs. Willard Krueger, DeForest, Wis., brought \$2,100 on the bid of Hickory Hill Farm, Madison, Wis.

The auctioneer was Joe Donahoe.



This mounted skull has been prepared for the Medora Fun Auction by Fritz Hoppe, President of the Montana Auctioneers Association. Fritz says, "I'll be there! Will you?"

### **SPLENDID TORCH**

Life is no brief candle for me. It is a sort of splendid torch which I have got to hold for a moment and I want to make it burn as brightly as possible before handing it on to future generations. — George Bernard Shaw.



# Convention Registrations

## 1964 Through 1973

As convention time approaches each year the question that arises in the minds of many is the number of registrants and how it compares with past years. With this in mind we have prepared a tabulation of registration by states for the past ten years along with the name of the city in which the meeting was held.

| STATES         | 1964<br>(Des Moines) | 1965<br>(Spokane) | 1966<br>(Philadelphia) | 1967<br>(Chicago) | 1968<br>(Okla. City) | 1969<br>(Roanoke) | 1970<br>(Milwaukee) | 1971<br>(Lincoln) | 1972<br>(Dallas) | 1973<br>(St. Petersburg) |
|----------------|----------------------|-------------------|------------------------|-------------------|----------------------|-------------------|---------------------|-------------------|------------------|--------------------------|
| Alabama        | 1                    | 0                 | 0                      | 0                 | 0                    | 5                 | 0                   | 2                 | 11               | 11                       |
| Arizona        | 0                    | 0                 | 0                      | 0                 | 2                    | 0                 | 0                   | 0                 | 0                | 0                        |
| Arkansas       | 10                   | 3                 | 3                      | 18                | 25                   | 7                 | 11                  | 15                | 9                | 6                        |
| California     | 0                    | 6                 | 0                      | 4                 | 10                   | 3                 | 3                   | 5                 | 7                | 4                        |
| Colorado       | 11                   | 8                 | 3                      | 7                 | 11                   | 10                | 10                  | 13                | 11               | 8                        |
| Connecticut    | 0                    | 0                 | 5                      | 0                 | 1                    | 1                 | 0                   | 2                 | 1                | 7                        |
| Delaware       | 1                    | 1                 | 2                      | 1                 | 1                    | 1                 | 2                   | 1                 | 1                | 1                        |
| Florida        | 0                    | 0                 | 2                      | 4                 | 4                    | 9                 | 9                   | 25                | 15               | 65                       |
| Georgia        | 0                    | 2                 | 0                      | 1                 | 0                    | 3                 | 0                   | 0                 | 5                | 6                        |
| Hawaii         | 3                    | 3                 | 3                      | 2                 | 3                    | 2                 | 6                   | 7                 | 3                | 0                        |
| Idaho          | 6                    | 22                | 0                      | 1                 | 2                    | 2                 | 4                   | 2                 | 2                | 1                        |
| Illinois       | 36                   | 12                | 23                     | 91                | 43                   | 23                | 44                  | 38                | 44               | 34                       |
| Indiana        | 31                   | 41                | 17                     | 46                | 24                   | 25                | 32                  | 30                | 29               | 44                       |
| Iowa           | 111                  | 22                | 19                     | 42                | 29                   | 22                | 40                  | 49                | 18               | 22                       |
| Kansas         | 18                   | 15                | 5                      | 9                 | 37                   | 18                | 14                  | 39                | 19               | 12                       |
| Kentucky       | 10                   | 6                 | 8                      | 11                | 22                   | 23                | 29                  | 47                | 38               | 61                       |
| Louisiana      | 2                    | 0                 | 0                      | 0                 | 9                    | 5                 | 0                   | 0                 | 7                | 12                       |
| Maryland       | 2                    | 0                 | 10                     | 3                 | 5                    | 13                | 2                   | 2                 | 9                | 12                       |
| Massachusetts  | 4                    | 1                 | 19                     | 4                 | 1                    | 7                 | 4                   | 8                 | 8                | 9                        |
| Michigan       | 22                   | 6                 | 15                     | 17                | 1                    | 21                | 14                  | 21                | 10               | 22                       |
| Minnesota      | 11                   | 0                 | 0                      | 0                 | 0                    | 4                 | 8                   | 12                | 4                | 7                        |
| Mississippi    | 0                    | 0                 | 2                      | 0                 | 2                    | 5                 | 3                   | 8                 | 7                | 2                        |
| Missouri       | 30                   | 8                 | 10                     | 20                | 26                   | 11                | 14                  | 21                | 20               | 22                       |
| Montana        | 0                    | 33                | 2                      | 2                 | 4                    | 2                 | 7                   | 13                | 8                | 2                        |
| Nebraska       | 46                   | 19                | 7                      | 29                | 38                   | 29                | 45                  | 151               | 44               | 43                       |
| Nevada         | 0                    | 0                 | 0                      | 0                 | 0                    | 0                 | 0                   | 0                 | 0                | 1                        |
| New Hampshire  | 0                    | 0                 | 0                      | 0                 | 0                    | 1                 | 0                   | 0                 | 2                | 2                        |
| New Jersey     | 6                    | 4                 | 19                     | 7                 | 4                    | 10                | 0                   | 9                 | 4                | 7                        |
| New Mexico     | 2                    | 2                 | 2                      | 2                 | 9                    | 2                 | 2                   | 2                 | 4                | 2                        |
| New York       | 17                   | 7                 | 26                     | 18                | 9                    | 27                | 26                  | 25                | 18               | 31                       |
| North Carolina | 5                    | 4                 | 14                     | 17                | 12                   | 36                | 8                   | 8                 | 10               | 30                       |
| North Dakota   | 12                   | 19                | 2                      | 8                 | 22                   | 14                | 15                  | 18                | 10               | 11                       |
| Ohio           | 38                   | 17                | 43                     | 44                | 18                   | 62                | 50                  | 45                | 25               | 77                       |
| Oklahoma       | 8                    | 10                | 4                      | 3                 | 77                   | 9                 | 10                  | 20                | 27               | 13                       |
| Oregon         | 1                    | 12                | 0                      | 1                 | 0                    | 0                 | 1                   | 0                 | 0                | 0                        |
| Pennsylvania   | 25                   | 20                | 122                    | 36                | 23                   | 37                | 26                  | 26                | 14               | 34                       |
| Rhode Island   | 0                    | 0                 | 0                      | 0                 | 0                    | 0                 | 0                   | 0                 | 0                | 0                        |
| South Carolina | 4                    | 1                 | 6                      | 6                 | 3                    | 6                 | 5                   | 4                 | 3                | 11                       |
| South Dakota   | 16                   | 6                 | 3                      | 6                 | 7                    | 15                | 7                   | 10                | 9                | 4                        |
| Tennessee      | 23                   | 4                 | 12                     | 9                 | 9                    | 42                | 34                  | 30                | 54               | 75                       |
| Texas          | 11                   | 14                | 5                      | 7                 | 29                   | 11                | 4                   | 19                | 53               | 10                       |
| Utah           | 0                    | 0                 | 0                      | 0                 | 0                    | 0                 | 0                   | 0                 | 0                | 0                        |
| Vermont        | 0                    | 0                 | 0                      | 0                 | 0                    | 2                 | 2                   | 2                 | 2                | 3                        |



|               |     |     |     |     |     |     |     |     |     |     |
|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Virginia      | 3   | 1   | 13  | 11  | 10  | 82  | 16  | 24  | 13  | 26  |
| Washington    | 5   | 47  | 4   | 8   | 7   | 8   | 14  | 13  | 9   | 7   |
| West Virginia | 0   | 0   | 5   | 3   | 4   | 11  | 6   | 4   | 0   | 6   |
| Wisconsin     | 38  | 20  | 23  | 49  | 41  | 58  | 141 | 46  | 29  | 31  |
| Wyoming       | 0   | 2   | 0   | 0   | 2   | 0   | 0   | 0   | 3   | 0   |
| Canada        | 1   | 8   | 2   | 1   | 1   | 5   | 4   | 6   | 5   | 6   |
| Totals        | 570 | 405 | 460 | 548 | 587 | 689 | 672 | 822 | 624 | 800 |

## From South Africa To Medora Convention



**JOSE' CAMARA**

Jose' Camara, Cape Town, South Africa, will be among those attending the National Auctioneers Convention at Medora, N.D., July 23-25, marking the first time anyone from so far away has attended an NAA convention.

Mr. Camara will be spending about six weeks in the United States. In addition to the NAA convention, he plans to attend an Auction School while in this country and he will be an honored guest at a special celebration in Lancaster, Mo., August 10.

This latter event will be in regard to the Bill Hall Home Museum, in Lancaster. Bill Hall was a veteran circus man whose home was in the Missouri city. The museum is now being created by the Schuyler County Historical Society. Mr. Camara has been researching the Hall operation in South Africa for the Society.

A benefit auction has been planned as a part of the Lancaster festivities and Jose will be on hand to bring greetings from the Mayor of Cape Town as well as meet and greet those in attendance. A good many auctioneers are expected to be in attendance and Jose will auction a gift he has brought from South Africa.

### A SPECIAL THANK YOU

I wish to thank the Kentucky Auctioneers Association for inviting me to their convention which I enjoyed very much. Also, thanks to John O'Connor for sending the beautiful wreath from the organization to be placed on Col. Pop Hess' grave, Memorial Day.

Thanks to Bill McNamee, Don Fisher, Bud Anderson and the Van Horn Funeral Home for making the burden lighter for me at the time of Pop's death. I am now enjoying some of the older issues of "Pop's Ponderings" having read back to the May, 1968, issue of **THE AUCTIONEER**. I am sure you will all enjoy this particular writing, especially Ralph Horst who was NAA President at the time.

Sincerely,  
Margaret "Peggy" Biehl  
P.O. Box 66  
Lakeview, Ohio 43331



# Convention Notes

Plans are being finalized for many of the convention activities at present. A full scale rodeo will be held with NAA membership cowboys competing for \$1000 and several trophies.

Reservations are coming in good shape. If you are planning on making the trip in a camper or mobile home, keep right on planning. Filling stations are last on the list to get gas, but so far our state of North Dakota and most of the northern plains have had enough gas.

Melroe Division, Clark Equipment Co., will furnish air-conditioned buses to meet every scheduled flight at Bismarck, N.D. These buses will operate on a shuttle basis from the airport at BISMARCK, N.D., to and from MEDORA.

Porta Feeder Sales Co., of Mandan, N.D., who is the area Melroe Bobcat dealer also plans to operate a Bobcat-powered shuttle wagon around town.

Men, ladies and children should all bring plenty of informal clothing and good walking shoes or boots. A Buffalo barbeque, trail rides, a chuck wagon supper are also some of the more unique items on the agenda for the

## 1974 NAA CONVENTION IN MEDORA, DAKOTA TERRITORY JULY 22 - 23 - 24 - 25

### **Quarter Million Paid For Kentucky Farm**

The 606 acre farm owned by S. P. and Charles Tuggle, Woodbury, Ky., was sold at auction for more than a quarter million dollars. Buyer was John S. Tapp, M.D., Bowling Green, Ky.

Observers believe it to be the largest

real estate sale ever conducted by auction in Butler County. Several hundred spectators were on hand representing many Kentucky counties and several states.

The auction was conducted by Col. C. W. Borden of the Bowling Green Realty Co., Bowling Green, Ky.



# Common Sense in the Auction Business

By Leo Jesion

Today's subject is the auctioneer and his opening talk. First of all, I'd like to say that the example I'm going to use will be basic — simple and to the point. It can be used mainly at general sales but can be expanded and dressed up for pure bred sales, estate sales, land sales, etc. I need not explain the reason for an opening talk but I will point out a couple advantages: (1) Most auctioneers are a little nervous prior to a sale and this will give him or her a chance to loosen up. (2) It gives the people time to settle down.

The opening talk should be loud, clear, and done slowly because it is perhaps the most important part of an auction. First appearances mean a lot and if you can sell yourself at the beginning of a sale, your off to a flying start. I'm sorry to say that many auctioneers don't use them at all. Although the opening talk is perhaps awkward at first, after you use it for a while it really becomes quite easy.

I'm going to use my approach as an example. It's no masterpiece, but it is, as I said earlier, simple and precise. As I go along I will explain why I use the approach I do. To most of you this will be old hat, but a few may pick up a point or two. Here goes:

Ladies and gentlemen, can I have your attention, please. In a few moments we are going to start the auction. Before we do, I will give you the terms and conditions of the sale. Can you people at the rear of the auction hear me? (If they say yes I ask if it's not too loud — what good is the best talk if the volume is too loud, quiet, or distorted or if the people can't hear you or make out what your saying?) Good afternoon, ladies and gentlemen. I'm So & So and I'll be your auctioneer for today.

You can then go on to the terms, conditions, etc. It's a good idea to tell them that you are out to get the highest dollar possible and that you know that they are trying to buy as cheap as possible, just so you understand each other. Continuing, you can then show them how to



LEO JESION

bid by giving a demonstration. This may sound trite but every general auction has people that have never been to a sale and I find in many instances that they are your best buyers. But, if they don't know how to bid they can have you talking to yourself and also losing bids. The few minutes you spend here will pay off throughout the entire sale and possibly future sales. Some auctioneers probably prefer dumb bidders, but in the long run they do you much more harm than good. If the bidders are alert, the whole sale moves along at a fast pace and all kinds of misunderstandings are avoided.

---

Have you been noticing some of the bank ads lately? Such as: "Our Money is Your Money." — "Ask and You Shall Receive." — "You have a Friend Here." — "We Love to Say Yes." — "Loans with Love." — Etc. Etc. Etc. Too bad . . . but the guy who writes the ads is never the man who makes the loans!





# The Ladies Auxiliary

Dear Ladies:

I have been visiting with Winona Penfield, Chairman of the ladies activities for the convention. She and her committees have been working hard and have arranged a diversified and unique program for us this year.

Taking an active interest in the Ladies Auxiliary and their planned activities will once again benefit all of us. It is a perfect opportunity to renew old acquaintances and make new ones . . .

Each year the enthusiasm of all the ladies generates new growth and interest. I am very proud to have served as your president this year and the kindness and co-operation has been most rewarding and appreciated.

The North Dakota ladies, along with the help of the Montana and South Dakota ladies, are eagerly awaiting our arrival . . . Let's all head for the convention. See you there.

Jean Fleming, President

## Iowa Auxiliary Meet

The Ladies Auxiliary to the Iowa Auctioneers Association met at the Ramada Inn in Des Moines. Mrs. Harold (Lucy) Van Syoc of New London pinned a white carnation on each attending auctioneer in honor of their "25th Anniversary".

After the noon luncheon and some reminiscence the ladies met, discussed, and decided to assemble a cookbook of recipes from auctioneers' wives. The ladies would appreciate it if everyone sent in their favorite recipes to Mrs. Harold Van Syoc, New London, Iowa. Recipes from any category are wanted.

We also discussed attending the National Convention at Medora and of the many natural sceneries to be enjoyed.

For our fall meeting the ladies decided to bring items to sell which they may have on hand or anything they may have a special flair for creating. We expect to have an interesting display. Everyone have a great time in Medora and send in those recipes.

Mrs. Cornelius Donovan  
Bernard, Iowa

## NOTICE OF BOARD MEETING of

### LADIES AUXILIARY TO NAA

There will be a board meeting, Monday, July 22, 1974, at 3:00 P.M., for all Officers and Directors of the Ladies Auxiliary. This meeting will be held in Hubbard Library, Medora, N.D.

Dear Ladies:

I'm sure we are all enjoying this lovely spring after such a long, rainy winter. It is the time of year that we turn our thoughts more directly to summer activities. Of course, vacation time and the convention are at the top of our lists.

It doesn't seem possible that it is almost convention time again. Time certainly flies!!! We are looking forward to the convention, not only for the benefits derived from the convention itself, but also meeting with old friends again and the making of new ones. I know of no other way one can enjoy more friends, have more fun, and participate in more activities than to join our big happy family convention this year in Medora, N.D. — a convention, one can be sure, that will be educational, informative, and inspirational!!!

Ladies, we're counting on seeing you there. Please come and join with us to make our 1974 convention a very happy one!!

Sincerely,  
Glenda McCarter Johnson  
Sevierville, Tenn.

A bit from history: Fattest President by far that we've ever had in the U.S.A. was the good-natured William Howard Taft. Visiting friends one summer day in Long Branch, New Jersey, he was disporting himself languidly in the surf when his host's two young sons asked if they could have a swim before lunch. "You'll have to wait till later," their father told them gravely. "The President is using the ocean!"



## CONVENTION COMMITTEES

### AUDITING COMMITTEE

Kay Dewees, Chairman, Prairie Village, Kansas  
Avis Arnaman, Unionville, Missouri  
Joan Rittenhouse, Uniontown, Pennsylvania

### NOMINATING COMMITTEE

Nan Gilbert, Chairman, Lincolnton, North Carolina  
Pearl Britten, Bryan, Texas  
Bernice Ritchie, Marathon, Iowa

## Auction Gets \$8,000

### For Drama Society

The Scioto Society, Circleville, Ohio, raised more than \$8,000 in a benefit auction entitled the first "Tecumseh Ceremonial Feast." It was a new approach to fund raising for the Society whose outdoor historical drama, "Tecumseh!" opened last summer in a new amphitheater on Sugarloaf Mountain. Problems in raising operational funds prompted the auction.

The dinner-auction, held in the newly decorated Elks Hall, drew a capacity crowd of about 300, many of whom stayed until nearly 2:00 A.M. to bid on more than 150 donated items. Arthur Eckert, author of the drama, "Tecumseh!" was present and saw a complete set of his books sell for \$235. A copy of the original drama script sold for \$225.

Stanley & Son, auctioneers, of Chillicothe, Ohio, conducted the auction.

A man who has two wives, of course, is always called a bigamist; But when he he has some three or four . . . we guess he is a pigamist!

Did you know that Ernest Hemingway was paid at the rate of \$15 per word? That's what he received from Sports Illustrated in 1960 for doing a 2,000-word article on bullfighting.

But an even higher rate-per-word was paid (in 1958) to a Mrs. Deborah Schneider of Minneapolis. She wrote only 25 words to complete a sentence in competition for the best blurb for Plymouth automobiles. Debbie beat out approximately 1,400,000 other entrants to win a prize of \$500 per month for life! On normal life expectation, she will collect at the rate of \$12,000 per word. Which is a rather enviable rate.

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1973-1974

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Atkinson, Nebr.

#### 1ST VICE PRESIDENT:

Mrs. Morris (Velda) Fannon,  
Pennington Gap, Va.

#### 2ND VICE PRESIDENT:

Mrs. Don (Eileen) Standen,  
N. Ridgeville, Ohio

#### SECRETARY-TREASURER:

Mrs. Marty (Brenda) Higgenbotham,  
Lakeland, Fla.

#### HISTORIAN:

Mrs. W. Craig (Janie) Lawing,  
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Mrs. Howard (Jean) Roland,  
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Mrs. Harold (Jane) Vaughn,  
Hamilton, Ohio

(TERMS EXPIRING 1975)

Mrs. Grover (Willie) Howell,  
Dallas, Tex.

Mrs. Wylie (Joan) Rittenhouse,  
Uniontown, Pa.

Mrs. A. (Carolyn) Christenson,  
Pawnee City, Nebr.

(TERMS EXPIRING 1974)

Mrs. Lyle (Irene) Erickson,  
Cresco, Ia.

Mrs. Willard (Avis) Arnaman,  
Unionville, Mo.

Mrs. Lee (Mary) Hickman,  
Oklahoma City, Okla.



# Viewed in four states, N.H. TV Auction Raises Nearly \$40,000

**By George Michael**

TV viewers in New Hampshire, Maine, Vermont and Massachusetts were treated to three days of one of the most unusual auctions staged anywhere in this country. Twenty-three members of the New Hampshire Auctioneers Association donated their services, time, and antiques and other gifts to the New Hampshire Network TV Auction, the first run by this public television net.



Even the glamorous newly-crowned Miss New Hampshire, Cynthia Erb, showed up with escort Meg Geraghty to assist the NHAA auctioneers in their TV task. At right is Col. George Michael, who coordinated the auctioneers for the first in the nation telecast.

Donations were solicited from throughout the state by many volunteers, and they included many fine antiques, as well as new merchandise and goods and services from industries, businesses, antiques shops and the general public. Even Governor Meldrim Thomson and his wife made the donation of a home-cooked pancake breakfast for 8 at the Governor's mansion in Concord. Mrs. Thomson is well-known for her pancake breakfasts, served often to state visitors and members of the general court. A touchy situation arose, when a band of gay liberationists at the University of New Hampshire, announced they planned to purchase the breakfast, as they regard the Governor an outspoken foe of their activities there. They an-

nounced they would bid as high as a thousand dollars. NAA director and past president of the NHAA, Merle D. Straw, Jr., of Seabrook, along with his son and two other friends did the liberationists in, by bidding \$1,075 and winning the breakfast. Cornered in the hallway by members of the gay press, Colonel Straw was asked why he and his associates bid so much — he replied that they just liked pancakes.

The auction was a first, in the manner in which it was run. All TV auctions have been run strictly with an unseen audience bidding by phone. The NHN TV auction provided not only the phoning segments to the viewers, but also the live auction on camera to a huge studio audience. The cameras swung about to catch the action in the bidding — the laughter and relief when someone won what he wanted, and the auctioneers who dug everything out of their combined bags of tricks to extract all the money they could, as well as provide the viewers with lots of humor, suspense and colorful action. Colonel George Michael, Secretary of the NHAA supervised the live auction segments, and utilized just about everyone he saw enter the premises, who are connected with the auction



On camera at the live TV auction is Barry Lacasse, assisted by his lovely wife, Christine. Col. Lacasse was one of 23 members of the New Hampshire Auctioneers Association who donated services, time and merchandise to the NHN auction.



# WORLD'S CHAMPIONSHIP

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Trophy buckles for event champions. Saddle bronc riding — bare-back broncs, bull riding, steer wrestling, calf roping, and barrell racing. Also **JACKPOT** team tying.

**ANY NAA MEMBER MAY ENTER — FEATURED EVENT WILL BE:**

**Board of Directors and Officers calf typing contest.**

This will be a real rodeo, put on by rodeo people and open to all NAA members. Get your entries in now. \$10 per event, added.

**Note to Officers and Directors — You are automatically entered. Bring a written excuse from your mother if you can't compete!!!**

**Send Entries to**

— — — — —  
To: Willard Schnell, Box 1209 — Rodeo Chairman  
Dickinson, North Dakota 58601

Check enclosed ..... for my entry in the 1974 NAA

Rodeo at Medora, N.D., July 24, 1974. Enter me in: .....

.....

.....  
Signed

.....  
Address





**This calf brought in for the NHN TV auction was the first these youngsters had ever seen. With them are auction volunteers, and behind are some of the antique chairs that were sold.**

business, such as clerks, runners and ringmen — those associated with members of the NHAA. The three exciting afternoon and evenings raised about \$40,000 for the TV network which serves the entire state as well as its neighbors, along the borders. Thirteen thousand items had been donated. Col. George Clement held up a pair of long underwear, stating that one could streak in them and still be within the law. Col. Geo. A. Martin, clamped on a pair of headphones, telling the crowd that they could shut out the "old lady" if they owned a pair of these. Hockey sticks, signed by the winning UNH hockey team were hot. A pair of victorian finger carved side chairs, a donation by NHAA member Emory Sanders, fetched a handsome \$150. You could buy an Amtrak ticket between White River Junction, Vermont, to Montreal, along with much contemporary art and pizzas at Jerry's in Newmarket. A fun time was had by all.

Much of the live auction segment was

taped so that TV stations throughout the country might see how it worked and how successful it was. The New Hampshire Network proved that if one is to conduct an auction, the services of the professional auctioneer are not to be overlooked.

Members of the New Hampshire Auctioneers Association who participated and donated their services were the following Colonels, John and Paul Zyla, George Clement, Archie Steenburgh, NHAA President Joe Cornett, Geo. A. Martin, Richard A. Crane, E. D. Hodgdon, Charles Shields, NHAA Treasurer True Glidden, Barry Lacasse, Emory Sanders, Randy Awalt, Foster Peverly, Paul Lawton, Robert Webber, Ed Naurus, Bill Handley, George Twigg III, Eric Johnson, John French, NAA Director Merle D. Straw, Jr., and NHAA Secretary, George Michael.

---

**LAUGH** and the world laughs with you . . . snore and (unfortunately) you sleep alone!



## **Standing Committees**

**1973-74**

1974 National Convention Chairman — Bob Penfield, Bowman, North Dakota.

### **ADVERTISING CONTEST**

David Tracy, Chairman  
Charles Cumberlin  
Robert Losey  
Grover Howell  
Jim Wilson

### **FILM & BROCHURE PRODUCTION**

Terry Dunning, Chairman  
Merle Straw  
Ford Good

### **AWARDS and PLAQUES**

Willard Arnaman, Chairman  
Grover Howell  
Harvey Lambright

### **NATIONAL AUCTIONEERS WEEK**

Lyle Erickson, Chairman  
Clive Anderson  
Willard Arnaman  
Robert Losey

### **MEMBERSHIP-PROMOTION- EDUCATION**

Dean Fleming, Chairman  
Lyle Erickson  
Clive Anderson  
Harold Ellingson

### **AUDITING and BUDGET**

Ford Good, Chairman  
Merle Straw  
Charles Cumberlin  
David Tracy  
Archie Moody

### **RESOLUTIONS COMMITTEE**

Morris Fannon, Chairman  
Willard Arnaman  
Wylie Rittenhouse

### **GRIEVANCE COMMITTEE**

Harvey Lambright, Chairman  
Archie Moody  
James Wilson

## **TRANSPORTATION TO MEDORA**

If you are traveling by air, fly to Bismarck. Northwest Orient, North Central and Frontier airlines all serve Bismarck. Transportation from Bismarck to Medora will be awaiting you — IF — You advise us date and time of arrival and Flight Number.

Send this information to:

Bernard Hart, Secretary  
135 Lakewood Drive  
Lincoln, Nebr. 68510  
Phone (402) 489-9356

## **GREYHOUND BUS LINES**

Medora is a scheduled stop for Greyhound. East bound buses arrive at 8:08 A.M. and 3:55 P.M. Westbound buses arrive at 1:40 P.M. and 10:55 P.M.

## **AMTRAK**

AMTRAK passes through Medora but it is not a scheduled stop. Buy your ticket to Dickinson. Check your local agent for schedule. We'll meet your train if you let us know — same procedure as those traveling by air.

**YES, return transportation to Bismarck and Dickinson will be provided.**



## **Wisconsin Convention A Well Attended Event**

Wisconsin auctioneers again proved that a major state auctioneers' convention can be held in mid-week. This year, they met at Green Bay on Tuesday and Wednesday (June 11-12) and had one of their best attended meetings. Well over 100 persons were on hand for the Tuesday evening festivities and entertainment.

Early arrivals on Tuesday afternoon toured the Packer Hall of Fame, next door to convention headquarters at the Midway Motor Inn. Later in the afternoon, several of the committees met before the Hospitality Hour. An Evening Dinner followed by a Fun Auction and music and dancing completed the Tuesday program.

Wednesday's program got underway with a welcome by a Green Bay Ambassadors, followed by the President's Address, by John Freund. Jerry Burke, representing WBAY-TV in Green Bay was assigned the topic, "Freedom of the Press." He explained the many advantages newspapers had over radio and TV in both news reporting and advertising.

Bernard Hart, Secretary of the NAA, substituted for Del Stroupe on the subject of "Auto Auctions" and then showed the Medora film and encouraged attendance at the National Convention in North Dakota.

Balance of the morning was a panel discussion on various facets of auctioneering with Jim Heike, Mondovi, serving as Moderator. Panelists and their subjects included: Antiques and Collecting, Gerald Pearson, Plainfield; Sales Barns, Roy Jones, Watertown; Real Estate, John Freund, Omro; Farm Sales, Eldon Schraepfer, Hollandale; Ring Man, Ernie Kueffner, Jr., Hartford; and Tele-Auction, Gordon Clayton, Belmont. This part of the program was very popular with those in attendance and time was really too short.

Norman D. Flynn, Madison, addressed the Noon Luncheon and a business meeting followed. NAA President, Joe Donahoe, was the afternoon speaker.

Don Lloyd, veteran auctioneer, a former president of the group, and a loyal supporter of the Wisconsin Auctioneers Association, received the "Auctioneer of the Year" award. He was presented with a plaque.

Walter Zeck, Eau Claire, who served as Program Chairman, was elected to the office of President for the coming year. Bill Jones, Pickett, was named Vice President and Victor Voigt, Reedsville, continues as Secretary-Treasurer. Eldon Schraepfer was added to the Board of Directors.

"I am a practical farmer," said a boastful candidate for Congress from a New England state while addressing an agricultural group. "I can plow, reap, milk cows, shoe a horse . . . in fact, I should like someone to tell me one thing about a farm which I cannot do." Then, in the impressive silence, a voice asked from the back of the hall: "Can you LAY AN EGG?"

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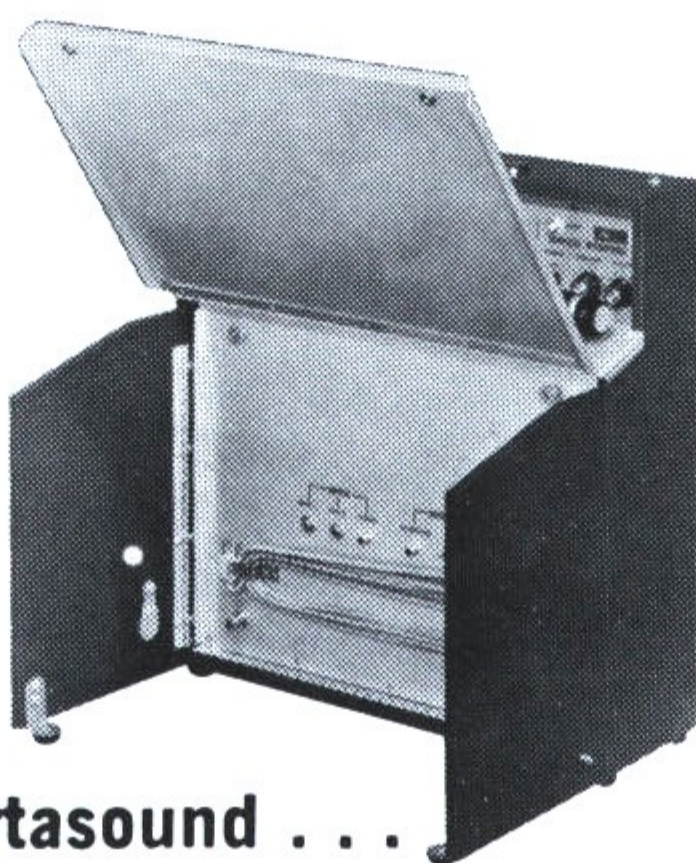
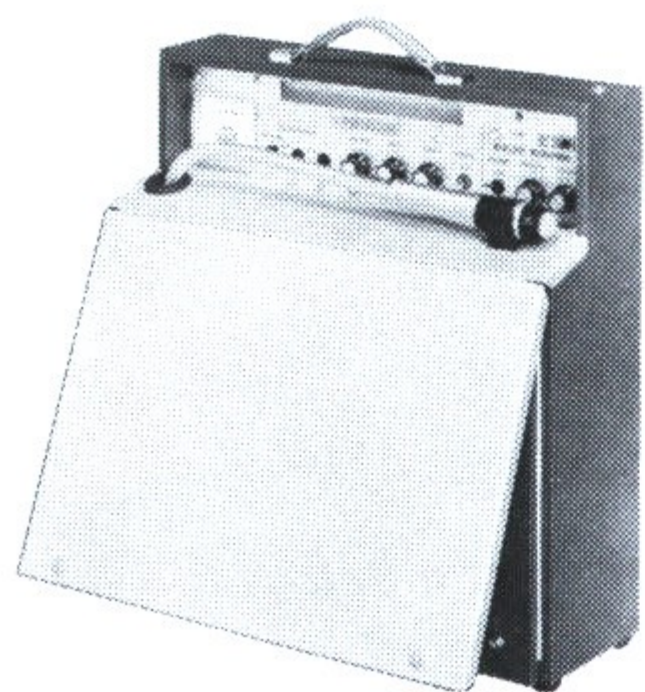
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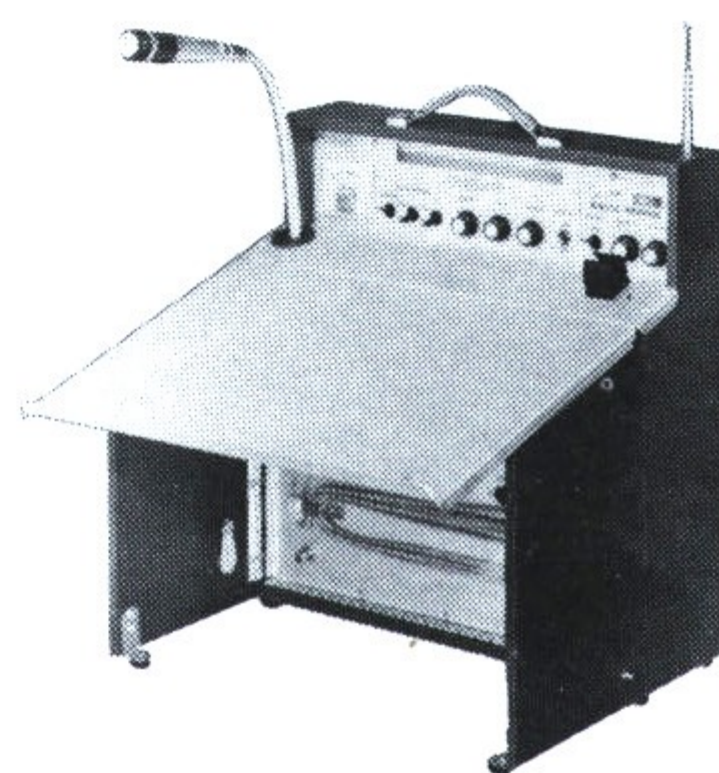
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## Good Program Presented At South Dakota Meet

When members of the South Dakota Auctioneers Association met for their Annual Convention at Sioux Falls, June 7-8-9, the "regulars" were greeted by more than the usual number of new faces. This aided in making it one of the more successful meetings of the 12-year old organization. The early arrivals enjoyed the renewing of acquaintances and the music by the Curley Miller Combo on Friday evening.

With President Gaylon Souvignier presiding, the meeting got under way on Saturday morning with the Invocation by Honorary Member, Fred Hallberg. Sioux Falls Mayor, Rick Knobe, welcomed the guests to his City. Committee reports and a business meeting completed the forenoon session.

Following Luncheon, Bernard Hart, Secretary of the NAA, addressed the group. This was followed by the election of officers and a second business session.

Warren Cook, Associate Manager of Competitive Livestock Markets Association, spoke to the group on, "The Auctioneer and the Auction Market." Auctioneer and Estate Selling" was the subject covered by Sam Masten, Attorney at Law, Canton, S.D. Jack Burchill, Secretary of the S.D. Real Estate Commission gave a report on a proposed new law relating to selling of real estate at auction.

Evening events included a Social Hour, Banquet, address by John McMurray, Canton, S.D., representing the Commodity Trading Company, presentation of awards, the annual fun auction and closing with dancing to the music of the Curley Miller Combo.

Sunday morning the registrants were Brunch guests of Mr. and Mrs. Earl Wieman and Mr. and Mrs. Vernell Johnson. Following the meal a tour was taken through the new office building of Johnson and Wieman, in Sioux Falls.

Earl Wieman, Sioux Falls, was elected President for the coming year; Warren Bessman, Madison, was elected Vice-President; and Jack Sluiter, Baltic, was named to the office of Secretary-Treasurer. Bud Knight, Custer, and Floyd Mundhenke, Willow Lake, were elected to three year terms on the Board of Directors. Edith Schwenn, Gettysburg, continues as Executive Secretary.



NAA Director and past president of the New Hampshire Auctioneers Association, Merle D. Straw, Jr., solicits another bid while on camera at the NHN TV auction.

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## Florida's Van Gelder Museum At Auction

The grand finale of a lifetime of collecting antique treasures will take place at Bradenton, Florida, Municipal Auditorium July 12, 13 & 14. The Van Gelder Private Museum was founded in Bradenton by the late Mrs. Lora Gelder, and was widely known in the antique trade for its extensive collection of rare bisque, china, and other early dolls. However, just as impressive was the priceless antique art glass, cut glass, art objects and early furnishings which provided the setting for the unusually large doll family.

The entire contents of the estate will be sold at auction and doll collectors and antique connoisseurs from near and far places are expected to converge in the small Florida town. Auctioneers Roland and Jan Creel look for lively bidding for the unusual mechanical doll with 8 separate movements, the Brus, Jumeaus, Parian dolls, and for a glass enclosed, lighted, period styled drawing room setting with George and Martha Washington dolls in authentic clothing of their time. Mrs. Creel reported more than 400

dolls and over 600 additional antiques are included in the estate.

Mrs. Gelder became involved in antiques when she joined her husband's family business. His grandmother began the business 150 years ago in Illinois, and an oil painting by Van Gelder at one time appraised at \$12,000 became a prized heirloom displayed by Mrs. Gelder. The Van Gelder painting depicts a fascinating group of children at play in the 1850 to 1860 period, is very large, in its original frame, and will also be offered at the auction sale.

Hundreds of antique fanciers visited the Van Gelder Museum each year and many will remember the gracious lady who enjoyed sharing the pleasures of collecting and living with antiques. Whether by coincidence or design, it seems fitting that she will now share the joys of acquisition of each and every treasure with their new owners.

---

This is the time of year when you shouldn't complain because Uncle Sam taxes your income. It could be worse! Suppose he taxed your expenses? Another thought occurring to me is that we should spell it TAXXX. If anything deserves to be a four-letter word, it does!





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by Earl D. Wisard  
auctioneer

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Auctioneer Roger Hollrah, St. Charles, Mo., used his talents to good advantage in raising \$16,000 for the YMCA of St. Charles County. The auction was held in the Three Flags Ballroom, in May, and was a part of a campaign to raise money for a permanent home for the YMCA.

## **Pedigreed Livestock Report is Available**

GURNEE, Ill. — The 1973 year end report of the National Society of Live Stock Record Associations has been issued and shows marked increase in the number of breeders engaged in the pedigreed livestock business.

Although registrations are down a little the number of transfers indicate a near record number of sales.

The list of breed associations with their secretaries, their number of active breeders, registrations and transfers — and breed publications are available free upon request to: Allan C. Atlason, Secretary, 3964 Grand Ave., Gurnee, Ill. 60031.

Have you noticed that, when a guy is running for office, you see him on every TV program . . . except one: To Tell the Truth!

## **ANGER**

Anybody can become angry — that is easy, but to be angry with the right person, to the right degree, at the right time, for the right purpose, and in the right way — that is not within everybody's power and is not easy. — Aristotle.



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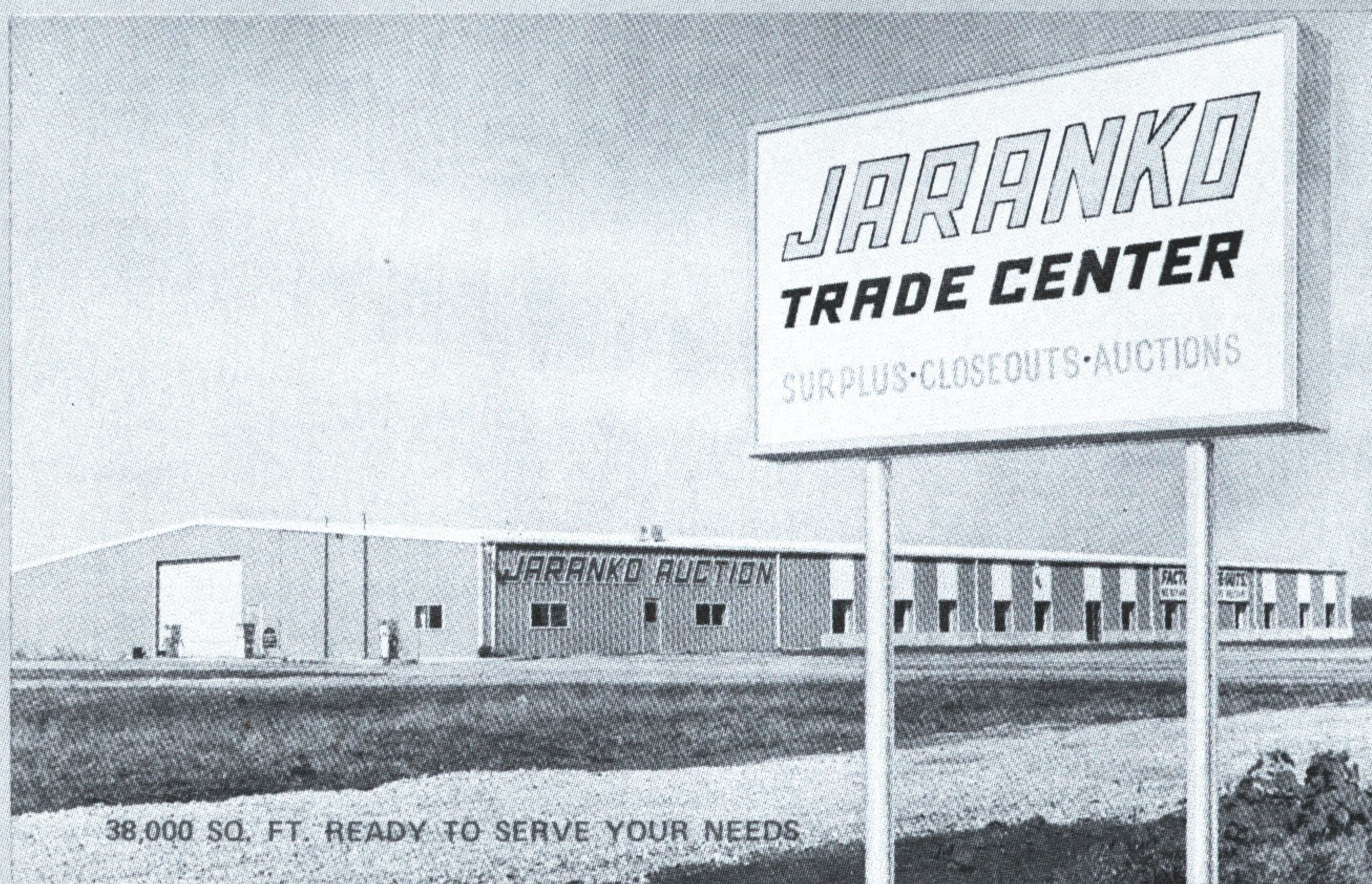
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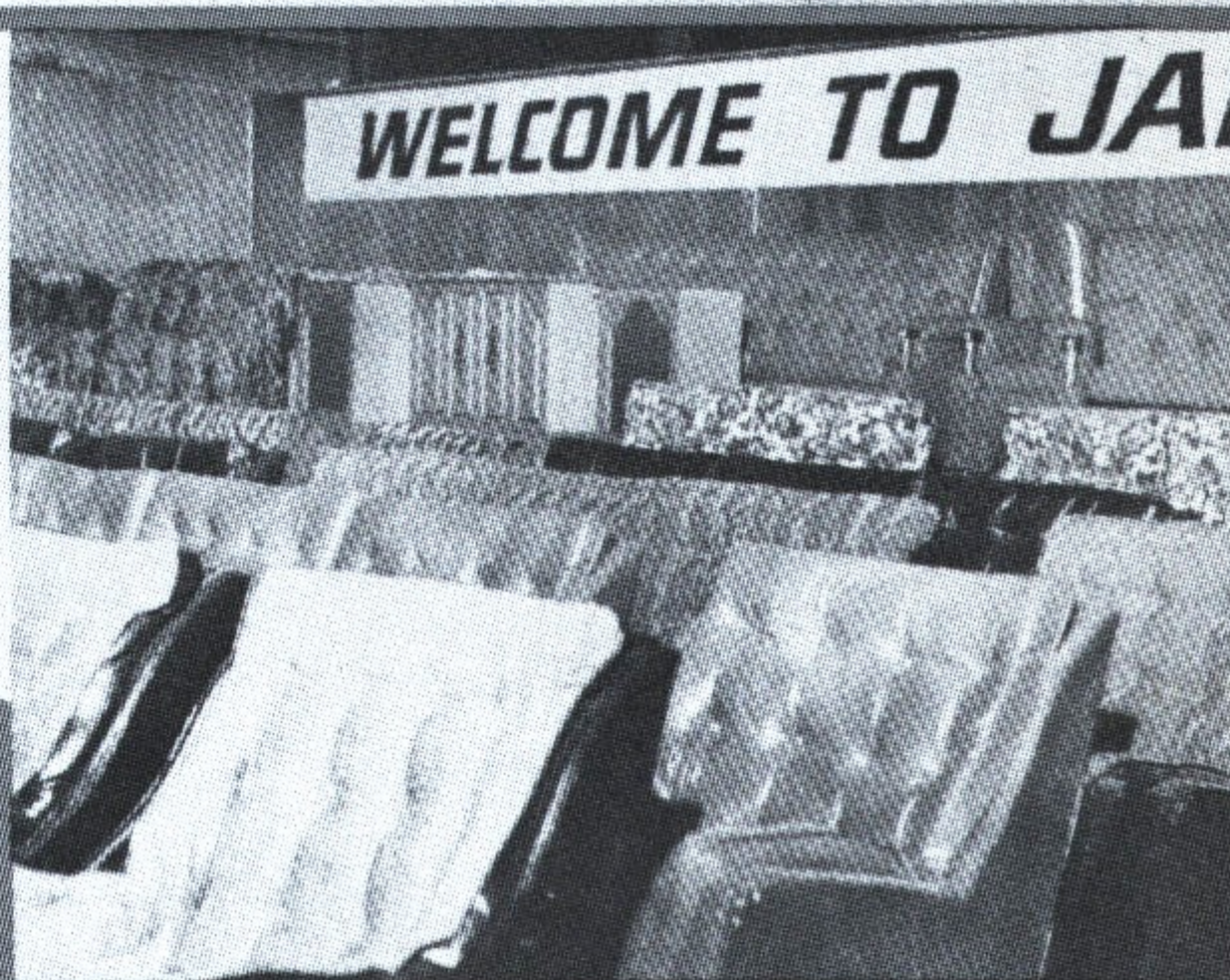
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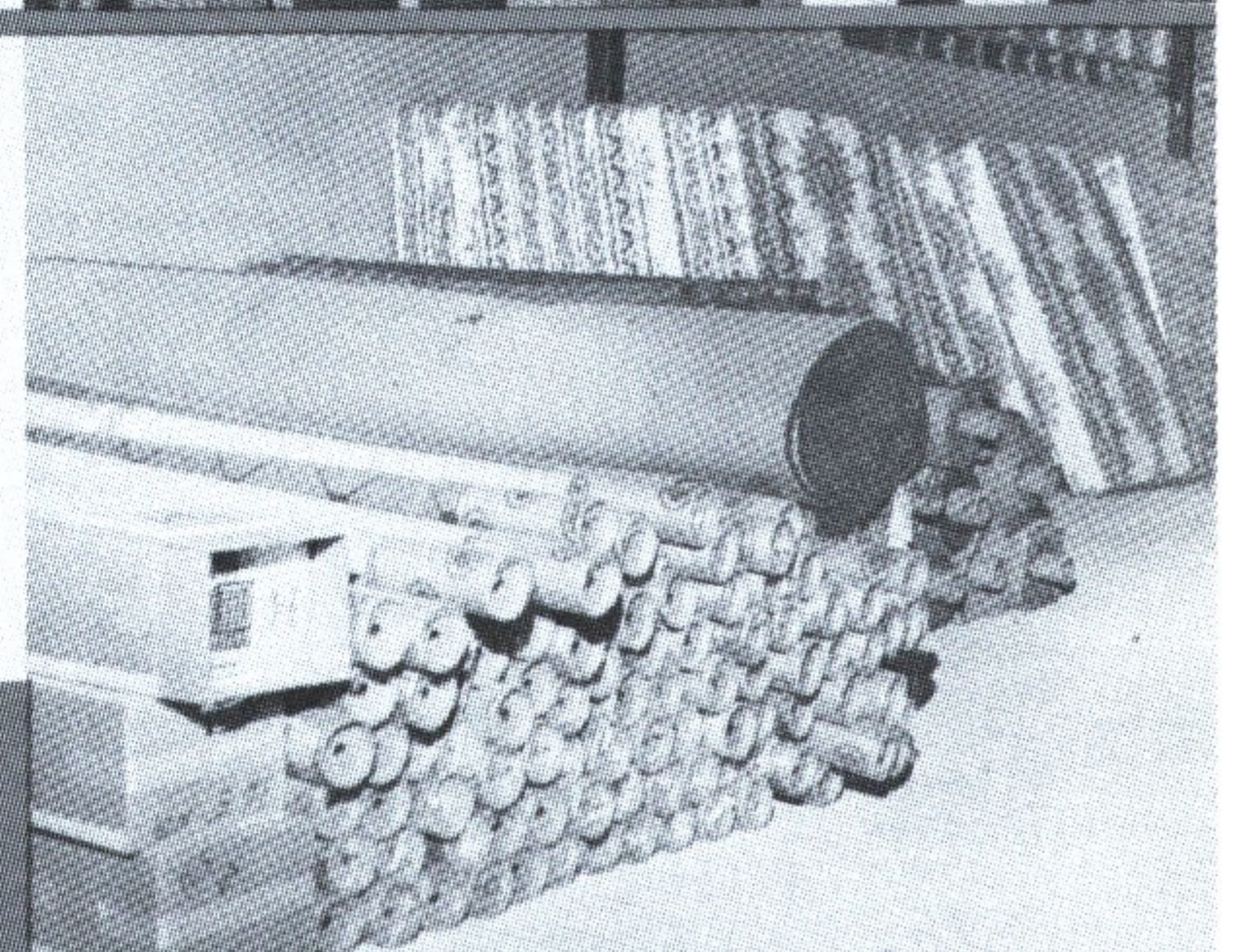
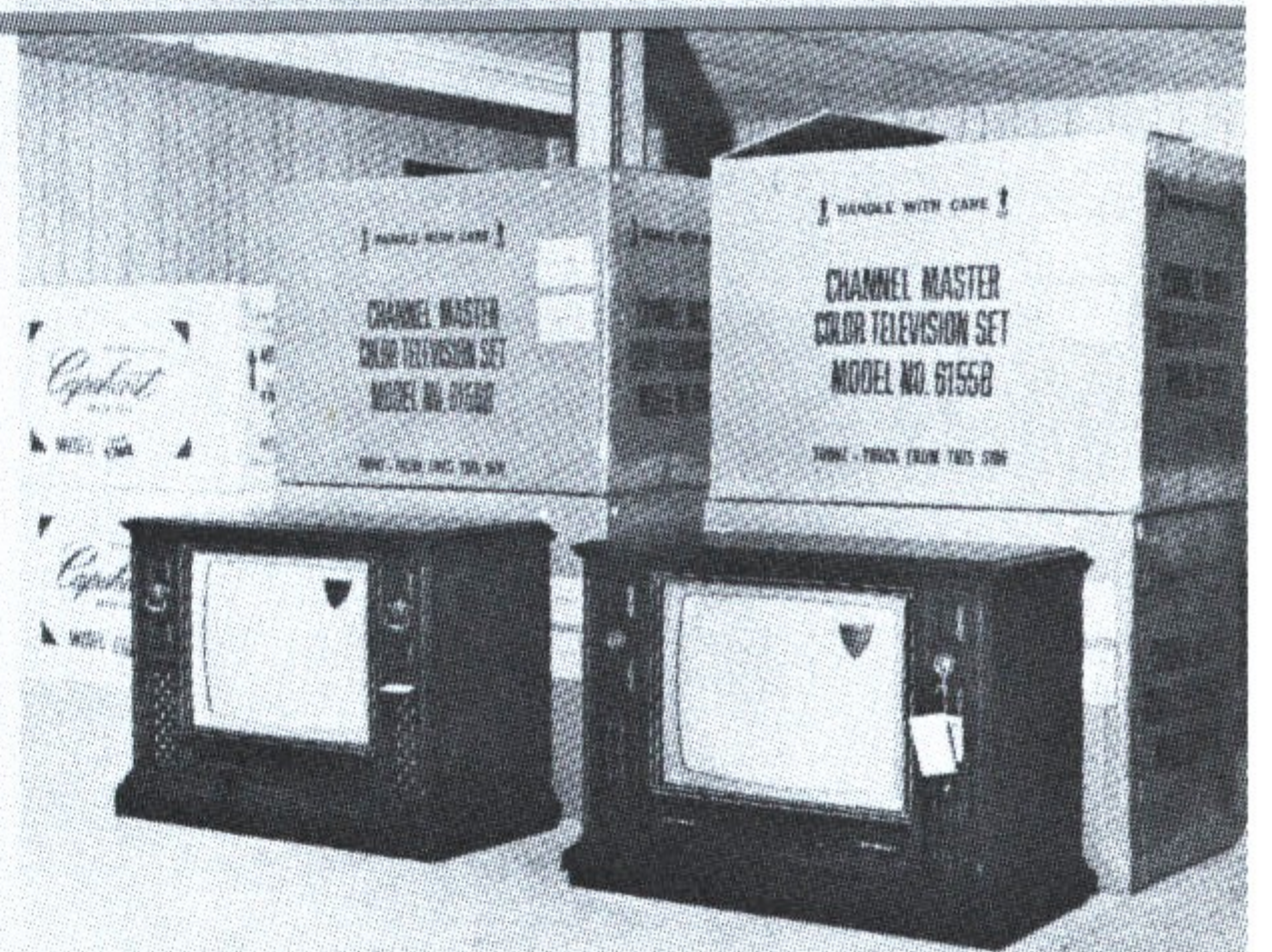
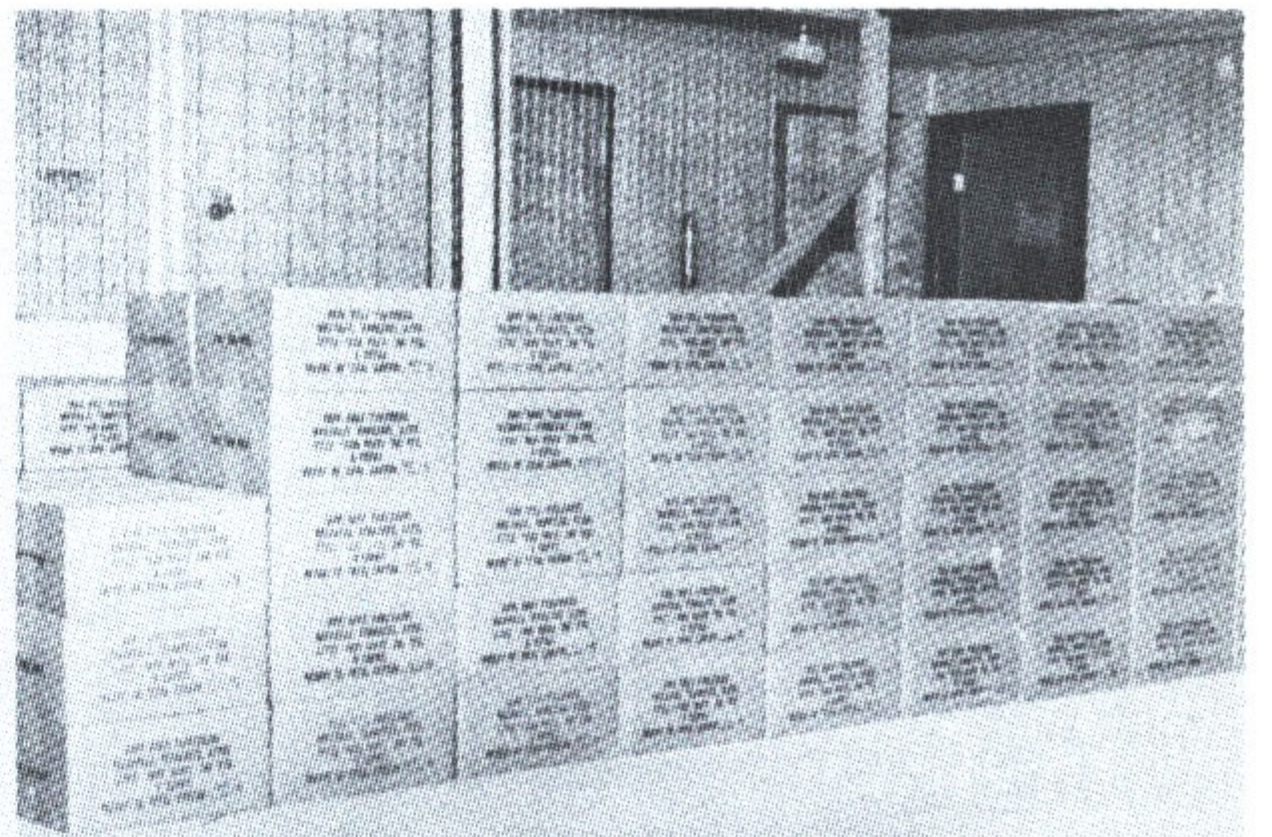
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# We're Desperate for Self-Made Men

By C. B. McCarter  
the Old Mountain Boy

Maybe I'm wrong, we have a lot of self-made men; but the average college professor has brainwashed education until our legislators have passed laws, the Socialist-minded laws, until C. B. McCarter's self-made experience, the highest kind of knowledge and education on earth, is washed down the drain.

Otherwords, Abe Lincoln, George Washington, and all the great self-made men of America, that made America what she is would not last in the White House until the dust settles Watergate. Now here the Honorable Dick Nixon with all respect to him, he has some self-made American red blood; but he is no doubt guilty of hair-brained sophisticated education. Now he is caught in the mixed frustrated socialist education program with all the people that make up the Government; they have no answer. Loyalty, integrity doesn't even have effect in the modernists, socialist, communist, atheist, infidelic minded staff. They can't get where God can help. They are in the clouds. They have a degree!

They all seem to think they have all the answers; but they would pass a law to have all the old mountain and country boys that have the Abe Lincoln education, even one State Senator suggested having all the old country boys castrated because we can't pass their socialists modernist test of today. Not bragging, old C. B. McCarter has proven beyond doubt ability to be the best auctioneer anywhere. To take the test and have to join all the modernists laws of today, old C. B. would be castrated and stop all practice of Auctioneering and left out in the backwoods. That is what I am concerned about.

The modernists groups, and I'm afraid even I see lots of modernist laws that kills the Abe Lincoln thinkers plan. Be aware!! Nothing wrong with being modern. We here on the "Big M" Ranch wouldn't swap our 1100 tractor for the team of good mules I used to work, even though I would pay \$1000 for that last team I worked; but would mostly play with them today. I worked them with a modern eye 30 years ago. I wouldn't see my devoted wife wash on a wash board

as she did 30 years ago. Neither would I trade my Lincoln for a horse and buggy to go a thousand miles to a convention. Nothing wrong with our modern way unless we let our hat brim swell. When modern becomes modernists, the "ists" rules us. Then the self-made, God-gifted man or mother goes to the devil. Oh yes, I'm going to stay in America here on my "Big M" Ranch and stay with Brenda in the most modern livable quarters in Sevierville and sell auction sales to beat the devil when we get the laws that C. B. McCarter can cope with then once more and be honest.

Oh yes, we have all the sales this year we can handle set under the old law of yesterday — American Law. Their socialists laws ain't working; and when I see leaks in our Tennessee Association and a wee-wee leak in the National, I'm going to squal like the same C. B. McCarter that two of my old boyhood chums said last Labor Day at our sale. Our sale, Bernie, brought \$242,000 — the old farm you visited down on the river sold strictly under the American plan of free enterprise. I had a lot of compliments that my true blue friends, Ernest Hatcher and Zar Green, agreed between them. 30 minutes before the sale, I was setting at the breakfast table barefoot. I don't recommend going into a \$240,000 sale barefoot; but it became natural because I have bad veins and have been going barefoot to help the veins and I just forgot to put on my shoes that morning. About 40 people had crowded in the big dining room for maps, information, and so on. Three big out-of-

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state auctioneers were present. Ernest Hatcher, with whom I used to swap farm work, and many mornings the heavy frost on the corn we would wait for daybreak until we could see the corn on the stalk. Then all day long from daylight till dark we fought to see which one could get 10 feet ahead of the other. Zar Green still remembered the fiddle and blue grass music on a high hill one-half mile from my old Gist's Creek home deep in the hills of Sevier County. We would gather almost every Saturday night. Runt Green, Zar's brother, would beat the strings off his banjo. Jimmy Thomas could make that guitar ring on the highest ridges where the hunting dogs would tip the high tops.

Yes, I can count on my 10 fingers when Dad and Mom didn't know where I was at night when I was home as a boy. They knew I was with the neighbors where there was a fiddle, banjo, guitar playing in the dark of night and they could hear the sound, C. B. was there. We sang clean songs, lots of religious songs, out there under the moon. Yes, Ernest Hatcher and Zar Green made a Million Dollar statement at that sale. In my dining room at the breakfast table barefoot, Ernest says, "Look at them big rusty feet." Zar says, "C. B. ain't changed none since we got together on the Gist's Creek high knob." Ernest says, "I told a bunch I worked with that was the secret of C. B. McCarter's success. You just don't change him and he never forgets a friend. I knew C. B. years ago, and he's still the same. The same C. B. I knew as a neighbor when we swapped work. C. B. just wouldn't let you do more for him than he did for you. That's been 30 odd years ago."

No, I wouldn't take a million for those two friends nor would I change my principles and loyalties for a Billion Dollars. So modern is fine; but watch that "ists" — the modernists, the socialists, communists, atheist, infidelic bunch. I hate the devil. God permits us

to hate the devil in man. You don't love God if you don't hate the devil. I love their soul; but hate the devil in them and the devilish laws the college instructors, modernists, socialists teachings, evolutionists teaching. That bunch is hell bound and ignorant. The laws passed by them are hell bound. The man that is self-made and believes in God with all his heart cannot obey them. So they have ditched many honest businessmen from the business circle.

But I have great hope in America and the auction business. Some of these socialist laws are fading away I can see. You know a law is not a law until proven effective and beneficial to mankind. Most of our laws that the modernists minded men have passed — the auctioneers that have joined them — I pray that God forgive them. Some have joined the socialists groups and have become organized crime groups where God wouldn't be permitted on the scene of their meetings. These modernists businessmen will be badly disappointed when they come back down to earth



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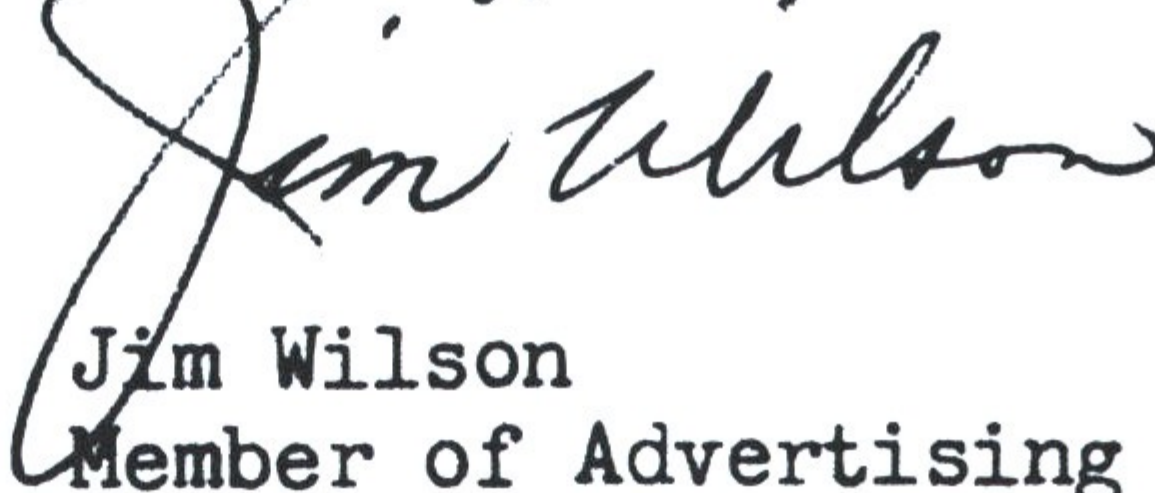
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again. They'll cuss humanity for their stupid thinking, but they will have no business. Their business has forever vanished. I speak for one auctioneer, C. B. McCarter will always be there and can look my friends Ernest Hatcher and Zar Green that's now had to take the back seat; strictly the salt of the earth these men are.

Well, well, who knows ole C.B. McCarter may have to take his big hillside mountain clan, 27 strong, up to the White House and get my Republican Party back out of the clouds and wash them out real good and what I'll be able to do with the modernists may it be Democrat, Republican, Independent, or Baptist; we'll just have to accept the ones that believe in God first, man next, and are willing to drop their false sophisticated way of thinking. Most of all willing to take "ists" off forever and willing to let a little common sense come back once again. I firmly recommend common sense. It always works — makes a small business and a big business bigger. God blesses.

The big, 27 strong, C. B. McCarter Clan, 2 or 3 carloads, will make the convention we hope. Oh yes, we need some Teddy Roosevelt thinking in the White House today. We may have to settle for Bob Penfield or his son for President of these great United States of America.

Remember Bob, keep that "ist" off and out of our convention. The staff at the White House got drunk some years ago and ain't sobered up yet. Poor honest Martha Mitchell said that she didn't drink any more than any of the rest up there. You can be assured when C. B. McCarter and his 28 teetotalers attends the conventions or the White House parties will not try to drink as much as the rest. Remember our convention is for our women and children also and a lot of auctioneer families don't and won't accept "ist" at the convention. Our dear ole forefathers made our convention strong without "ist". Let's you and I and our families honor them and always put God first.

Remember C. B. is not a perfectionist, but we believe in God with all our heart. God has had the true answer in the past in America. He also has the true answer for the future of America. Without God, America can't stand; and I can't stand to see America go in the scums of socialism and so forth. You can't have free

enterprise without God in America.

Yes, I can own a Lincoln automobile here in America for the same manhours I could own a bicycle for in China. Remember Russia and China and most of the other countries abroad would have already starved to death without America. Is old America not worth dying for or fighting for? I here and now offer 2, 3, 4, 5 years of my valuable time to save what made my livelihood — Free Enterprise. God bless America.

See you at the Convention in Medora, North Dakota, or my spokesman or the company; at least part of the clan will be there.

We are deeply affected by the modernist Watergate bunch here in these parts. We may have to go to Sevierville anytime without notice and get one of the modernist Republicans, a socialist Independent, or a Communist Democrat, or a backslide Baptist by the nap of the neck and shake him like ole Bullet, our dog here on the ranch, shakes the venom out of an 11 button rattlesnake. The socialist modernist bunch is more poisonous than any rattlesnake and they are deathly.

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SPECIAL:

Make that 28 strong! The McCarter's have a new arrival: A girl, Charity Dawn, to C. Lee and Susan McCarter. She arrived May 22, at 6:37 p.m.; 21 inches long; weight 7 pounds ½ oz. A real girl! C. Lee and Susan have a son, Chad, age 2½.

The great thing in the world is not so much where we stand as in what direction we are moving. — Orrin Stark.

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**Newly elected officers of the Missouri State Auctioneers Association, left to right: John Wagster, President; Victor Crawford, Vice President; Tony Thornton, Director; Doran Livingston, Secretary-Treasurer; Ken Barnicle; Gerald Kidd; and Lenzie Beck, Directors.**

## **New Auction Facility**

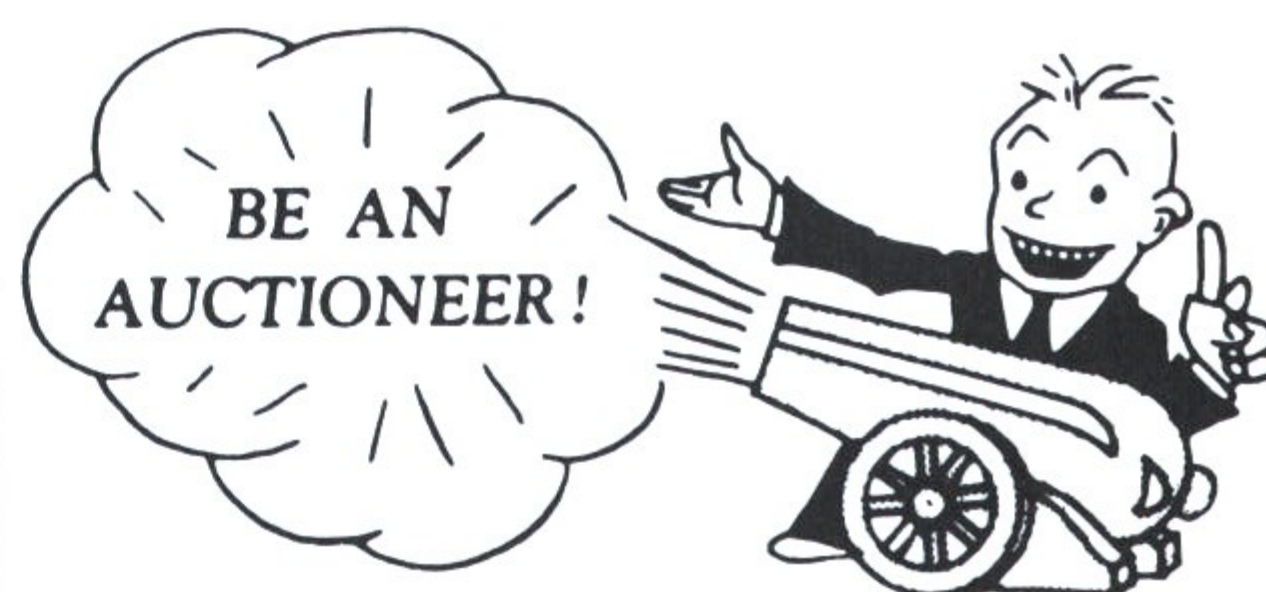
Howard "Howie" Schultz, Elgin, Ill., has opened a new auction facility in nearby Gilberts, Ill. An oil painting mural covers one wall of the building.

Schultz graduated from the Western College of Auctioneering 25 years ago. His entire family participates in his business, including his wife, four daughters, a son and son-in-law. He is a member of the Illinois and National Auctioneers Associations, life member of the Model T Ford Club, Fox Valley Arms Fellowships, Inc. and American Legion Post 1195.

## **Fishdick Sidelined**

Col. John Fishdick, Eagle River, Wis., known as "Mr. Benefit Auction, U.S.A." was injured April 28 while lifting a concrete building block. He pinched the nerve in his right leg and as a result has been confined to his home for the past five weeks. He had to cancel several benefit auctions to which he donates his services. Drop the Colonel a note at Eagle River, Wis. 54521.

The Kentucky Court of Appeals has ruled recently that a woman is privileged to pour castor oil in her husband's whiskey because she has the legal right to try to break his bad habits!



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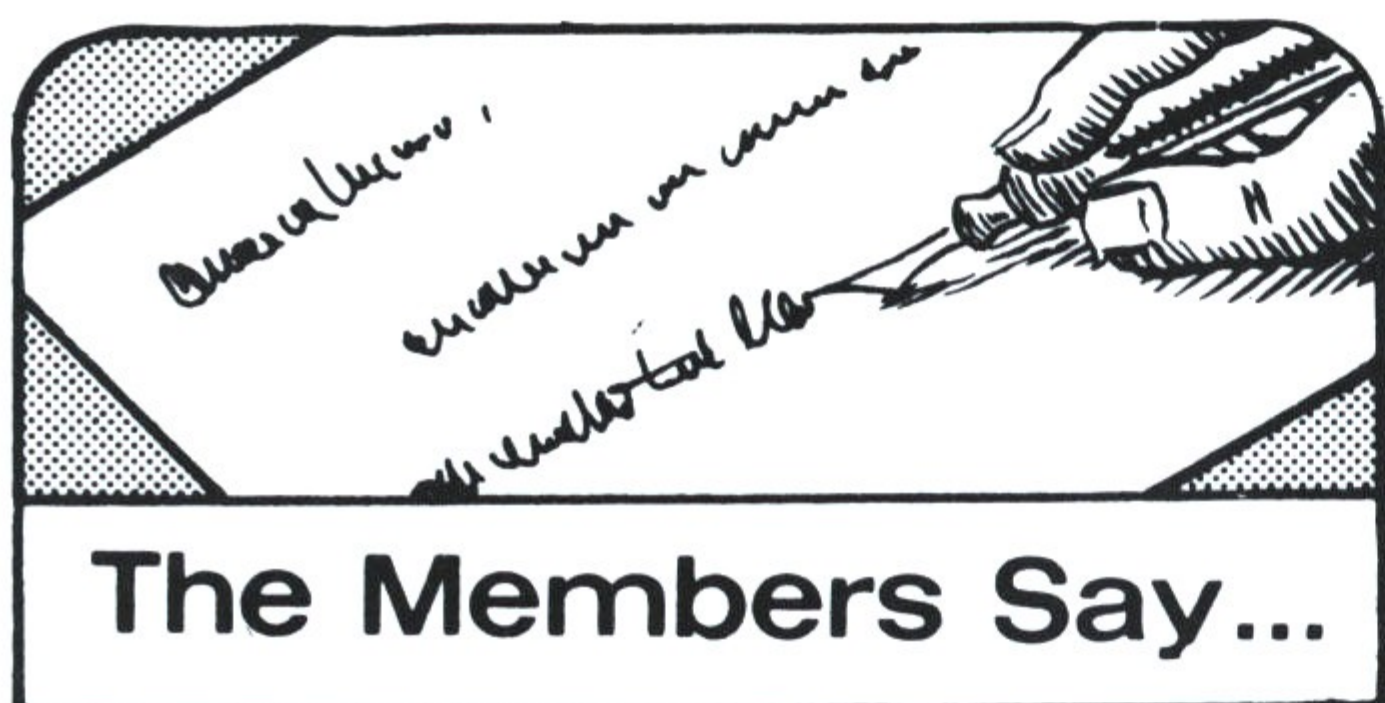
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Dear Bernie:

Enclosed is \$5.00 to add one more to North Carolina's Booster Club. I have been meaning to write and let you know how much my family and I enjoy "The Auctioneer" each month. I am a new auctioneer graduating from Mendenhall School of Auctioneering last June.

My wife and I attended the semi-annual convention in Greensboro and really enjoyed it. I have hopes of attending the National Convention in Medora in July. Until then, I remain sincerely yours.

E. Ronald Steelmon  
Newton, N.C.

\*\*\*\*\*

Dear Bernie:

Thank you for sending our Auctioneer to the Florida address for the winter months and will also appreciate if you address the ones now through October to the Wisconsin address. I have had an especially good winter healthwise and so has Ern. He has to be a bit careful and take it easy and get a lot of rest. He has taken off about 25 lbs. and looks well. I am sure he couldn't take the grind he went on 25 to 30 years and isn't trying. Our son is doing a tremendous job with the auction and Real Estate business and it is fun to come back and help him a bit when we feel the urge.

Perhaps you will be interested that Ernie got several letters from auctioneers from the notice you put in the Auctioneer and answered all of them. He hopes he has been able to help some fellows get a start in his favorite endeavor.

We are planning on the convention this year. Hope it works out well. Looking forward to seeing you there.

Sincerely,  
Mora E. Freund  
Fond du Lac, Wisc.

\*\*\*\*\*

Dear Bernie:

I enjoy "The Auctioneer" and find it

very interesting from cover to cover. I am looking forward to seeing you in Medora and hope to stop on the way and visit our National Headquarters.

The enclosed newspaper clipping tells of the auction we recently held for the Sertoma Club in which we raised for them over \$3,300 for a hospital project. Our flea market and dealers auction has been booming.

Sincerely,  
Denver D. Colburn  
Brooksville, Fla.

\*\*\*\*\*

Dear Mr. Hart:

Would like to say a few things about Alabama land and auctions. We have been having quite a few sales and land is bringing quite good prices. I am fully convinced that auctions are the only way to sell real estate as there is no other way to set the price satisfactorily.

I am enclosing three circulars on sales we had in one week. All were very successful. Looking forward to seeing you again.

Oakley Greenhaw,  
Athens, Ala.

\*\*\*\*\*

EDITOR'S NOTE: (Correction) In the May issue of "The Auctioneer" we quoted Dallas R. Rarick of Durango, Colo., wrong. Their Indian art auction was \$452,821.50, instead of \$45,821.50 as printed.

## \$60,000 Duesenberg

A 1936 Duesenberg once owned by the president of the Duesenberg Corp. was sold for \$60,000 at the third annual Northeastern United States Antique & Classic Car Auction at Lake George, N.Y. James Southard of Smyrna, Ga., owner of Classic Car Investments, purchased the car, the most expensive of the more than 100 cars sold. A 1938 Alvis convertible was sold for \$17,000 to Earl Clark of Lancaster, Pa.

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## Vermont Auctioneers In Organizational Meeting

A dinner and meeting for all licensed and bonded Vermont Auctioneers and their wives was held Wednesday night, May 22nd, at the Charlmont Restaurant in Morrisville, Vermont. Over 100 persons attended from all areas of the state.

It was voted to form a "Vermont Auctioneers Association", a non-profit organization to promote and elevate the auctioneering profession and assist in securing proper legislation for the betterment of the auction business.

The following members were elected as Officers:

President: Robert Lawson, Lyndonville, Vt.

1st Vice-President: Herbert Gray, Fairlee, Vt.

2nd Vice-President: Walter Flatow, Waterbury Center, Vt.

Secretary: Richard Abare, Grand Isle, Vt.

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The membership then voted to have 14 Directors, one representing each county of the state. Elected were:  
Tom Whittaker — Rutland County  
Fred Bradley — Windsor County  
C. W. Gray — Orange County  
Marcel Roberts — Orleans County  
Raymond Camire — Lamoille County  
Harlan Tatro — Grand Isle County  
Duane Merrill — Chittenden County  
Forrest Lowell — Addison County  
Dom Sabia — Windham County  
Roger Lussier — Caledonia County  
Charles Corliss — Essex County  
Phyllis Roberts — Franklin County  
Preston Martin — Washington County  
(To be appointed by Directors) — Bennington County

The membership next voted to have the Officers and Directors write-up the By-laws and to register the Association with the Secretary of State. The meeting was then adjourned.

When you visited China the last time, did you see that restaurant in Peking with the sign in the window reading: "New York Chop Suey?"

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# Ralph Wade is Winner of World Championship Auctioneer Contest

Ralph Wade, Brush, Colo., was named World Champion Livestock Market Auctioneer at the contest held in connection with the Livestock Marketing Congress, Spokane, Wash. Wade was one of the 51 contestants for the championship title, the largest number of entries ever in the contest. On two previous occasions, 1971 and 1972, he came close to winning, being Reserve Champion each time. He did not compete in 1973 but 1974 was his year. He was sponsored by the Livestock Exchange of Brush, this year, but in previous contests had represented the Mexico, Mo., auction market.

Urban J. "Shorty" Arnzen, Cottonwood, Ida., a veteran auctioneer but first-time contestant, won the Reserve Championship award. He was sponsored by the Cottonwood Sales Yard.

Another representative of the Brush Livestock Exchange, Ronnie Ball, was the Runner-Up to the two Champions.

Champions, Reserve and Runners-Up were selected for each of the three geographical divisions represented by the 51 contestants.

Dick Hess, Greeley, Colo., was the Western region Champion. John Rodgers, Tulare, Calif., was Reserve Champion and R. W. "Swede" Miller, Spokane, Wash., was Runner-Up.

In the Central Region it was Morris L. Pollman, Centralia, Kas., who took home the Championship award. Bernard Kais-

er, Grainfield, Kas., was the Reserve Champion and H. Willard Arnaman, Unionville, Mo., captured the Runner-Up spot.

Marvin E. Alexander, Martin, Tenn., was the judges choice for the Eastern Championship. Robert D. Russell, Jackson, Miss., was Reserve Champion and Bill Lipscomb, Como, Miss., was the Runner-Up. It was the first time auctioneers from Mississippi had participated in the contest.

This marks the 11th year the World Championship Contest has been staged. It was sponsored by Livestock Market Digest, a subsidiary of the Competitive Livestock Markets Association. Judges were nine auction market owners, three from each of the geographical regions. Placings were tabulated by a panel of three referees, a certified public accountant, a representative of the livestock press and an officer of the National Auctioneers Association.

---

Attention bridge buffs! Mathematical odds against your getting 13 cards of one suit are 158,753,399,899 to 1 — while the odds against receiving a "perfect deal" consisting of all 13 spades are 635,013,559,599 to 1. So beware! When you sit down for an evening of bridge, try to remember that chances of hitting the jackpot are mostly . . . slim!

## **RESERVATIONS AT MEDORA**

For Motel or Camper reservations during the National Auctioneers Convention, Medora, N.D., July 23-25, 1974, write:

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## Georgia Auctioneers

### Elect New Officers

John Gross, Rome, was elected President of the Georgia Auctioneers Association at the group's meeting, April 29. New Vice President is Dean Echols, Forest Park, and Jack Charlesworth, Red Oak, was re-elected to the office of Secretary-Treasurer.

Joe Ellis, the retiring president, was named to the office of Chairman of the Board. Serving on the Board of Directors with him are: J. L. Todd, Rome; Ben Hudson, Macon; Paul Baker, Adairsville; Len Dempsey, Rome; T. Lynn Davis, Macon; and B. J. "Sonny" Childs, Macon.

Principal topic of business was existing auctioneers license laws in neighboring states. The new president indicated that he would appoint a committee to study the matter of a state licensing law and another committee to write new by-laws for the association.

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# The Lighter Side...

## LANGUAGE

Train stopped at a large station in Western Canada, and two elderly women tourists from south of the border stepped to the platform to stretch a bit. "What place is this?" one asked a man walking by and got the reply, "Saskatoon, Saskatchewan."

As they reboarded the train, one woman turned to the other. "Isn't this exciting? They don't speak English up here."

## WEATHER

There was a little too much imbibing with lunch in the executive dining room of the multinational company. So a directive went to all executives indicating there would be no drinking except when it was inclement weather.

One day a vice president staggered out of the dining room. As he brushed past the chairman of the board, he said in defense, "We're all over the map. It must be raining someplace."

## DISSIPATION

Father lectured his son about staying up late at night and getting up late in the morning.

"You'll never amount to anything," he continued, "unless you turn over a new leaf. Remember that the early bird catches the worm."

"How about that worm, Father?" inquired the young man. "Wasn't he rather foolish to get up so early?"

"My son," replied the father solemnly, "that worm hadn't been to bed all night. He was on his way home."

## INSOMNIA

Phone rang insistently at 3:30 in the morning and Dr. Weller woke from sleep to answer it. "Dr. Weller," he croaked into the receiver.

A loud voice crackled, "Doctor, sorry to bother you at this hour, but I've got a terrific case of insomnia."

"Well," said the doctor, alert by now, "what are you trying to do — start an epidemic?"

## GIFT

Contractor offered a speedboat to a government bureau chief as a gift for past favors.

"I couldn't possibly accept it," said the government man in mild indignation. "I'm a respected administrator who would never compromise my integrity and objective evaluation of matters before this bureau."

"In that case," said the contractor, "suppose I sell this fine boat. Give me \$25 for it."

"If that's the case," said the government man, "I'll buy two."

## DIET

The secretary ran into a friend at the lunch room and noted that the friend was nibbling at a cottage cheese salad. "Trying to lose weight?" asked the secretary. "No," said the friend, "I'm on a low salary diet."

## CORRECTION

Little boy was out on the street talking to his friend, and said to him, "I ain't going." A passing school teacher overheard him and said: "Sonny, don't say that. Say, I am not going, you are not going, he's not going, we are not going, they are not going."

So the little boy responded, "Hey, ain't nobody going?"

## ODD HAIR

A certain fellow, whose hair was rapidly thinning, was very particular about the way he wanted it cut. He was so critical of practically every snip of the scissors that his exasperated barber hated to see him come into the shop.

One time, after a particularly annoying succession of directions and protests, the man concluded with an order to part his hair in the middle. When the barber replied that he couldn't his customer became irate and demanded to know why.

"Well, it's this way sir," explained the barber dryly, "you have an odd number of hairs."



### MARRIAGE

A friend commented to the husband during the golden anniversary party, "I've heard the women talking about how good you are to your wife."

"Well it has just been the last 49 years," confessed the husband. "That first year I was ornery. Once I even raised my hand against her, and then I couldn't look her in the face for a week. By that time I could see a little out of one eye."

### CHARITY

The pastor prepared a beautiful sermon describing the plight of the poor and how it was the charitable duty of the rich to share their wealth with the poor.

After the service a friend asked how it went.

"Well, it was a partial success," said the pastor reflectively, "I convinced the poor."

### HEAVEN

A well-respected community leader died after a long and active life, then went to his reward. Years later, an old friend of his — not so well known — also died. On reaching the Other Side, the new arrival sought out his old buddy and soon found him, perched atop a cloud with a beautiful blonde on his lap.

"Wow!" shouted the friend. "You sure have been given your reward!"

"Reward, nothing," grumbled the former big shot. "I'm her punishment . . . and this ain't heaven!"

### EXPLANATION

"Well, I must go home and explain things to my wife," the man said as he looked at his watch.

"What things?" asked his bachelor friend in astonishment.

"How do I know?" shrugged the married man.

## If you are going to Medora (And we hope you are)

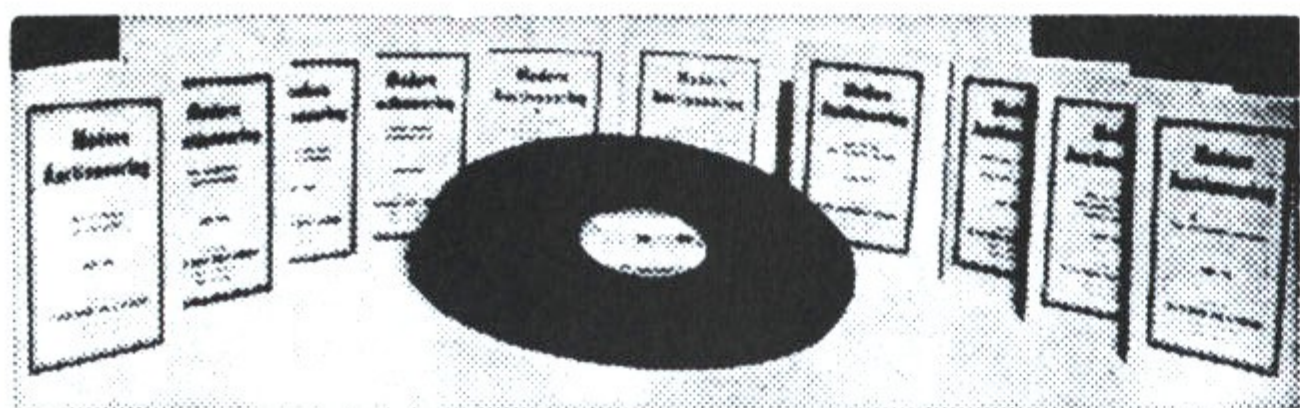
Here are a few things to do soon ! ! !

1. Get your camper or travel home reserved. It's not necessary to reserve a spot to park it, but it would be helpful if you did.
2. If you plan on staying in a motel, get your reservation in NOW. This is a **MUST!!**
3. If you are a rodeo hand, get your rodeo entry sent to Willard Schnell right away.
4. Get plenty of casual outdoor type clothes ready to go, including walking shoes or boots.
5. Get your plans made to go a week early or take an extra week going home to see more of the OLD WEST.
6. Bring your CAMERA! ! !
7. Bring the whole family. Make your plans for a good time in Medora.
8. Don't forget to bring something from **your state** for the fun auction.



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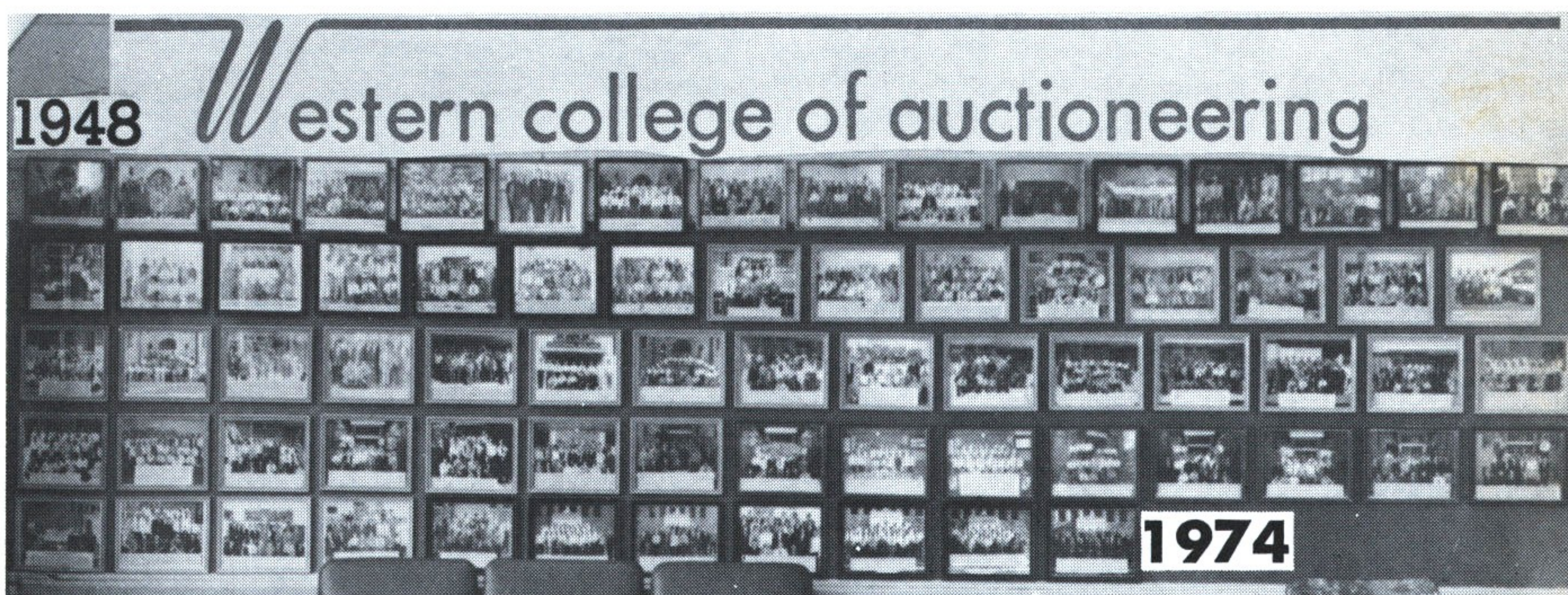
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### "CLERK-SAVER" CLERKING TICKETS—Form No. CT-12

Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashing form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is no duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1/3 White, Green & Card) . . . \$17.50  
18,000 Tickets (1/3 White, Green & Card) . . . 33.50  
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### STANDARD CLERKING SHEETS . . . Form No. CLS-2

8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.

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

### STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.

2 part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".

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

### EQUIPMENT AUCTION TAGS . . . Form No. EAT-59

3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".

1,000 Tags . . . . . \$9.75      5,000 Tags . . . . . \$42.50

### WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

1,000 Wires . . . . . \$5.00      5,000 Wires . . . . . \$22.50

### BUYER CARDS . . . Form No. BC-70

For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).

1,000 Cards \$7.50   2,500 \$17.50   5,000 \$32.50

### AUCTION PROMOTION SCHEDULE . . . Form No. APS-72 8½ x 11. 50 sheets per pad.

Column to list seller's name, property location, date, estimated cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., signs, sale bills, postage, addressing, labor for tagging, clean-up, security, etc.

\$1.50 per pad,      10 pads at \$1.25 ea.;      20 or more at \$1.00 ea.

**NOTE:** No single form or set of forms can fit all situations. Your attorney should advise you in situations not covered by these forms as we can assume no liability for errors, omissions, or local requirements.

### CONSIGNMENT CONTROL . . . Form No. CC-73

8½ x 11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC1-69.

250 sets \$16.50 / 500 at \$32.50 / 1,000 at \$59.50

### FINAL SETTLEMENT FORMS . . . Form FS-69

8½ x 11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchantable title to all items sold and deliver title to purchasers.

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

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

8½ x 11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

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

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

8½ x 11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Space to list a number of items.

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

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

8½ x 11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.

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# AT THE CONVENTION

## MONDAY, JULY 22, 1974

- 8:00 A.M. — All day Registration — Rough Rider Hotel
- 3:00 P.M. — Committee Meetings
- 3:00 P.M. — Board Meeting, Ladies Auxiliary to NAA
- 3:00 P.M. — Trail ride #1 leaves camp — Horsemanship Class
- 7:00 P.M. — Early Bird Party — Talent Contest

## TUESDAY, JULY 23, 1974

- 6:30 A.M. — Roundup Breakfast — Chuck Wagon
- 8:00 A.M. — All Day Registration
- 8:00 A.M. — Trail ride #2 leaves camp after Horsemanship class
- 9:00 A.M. — Ladies Coffee with N.D. Ladies
- 9:00 A.M. — Board of Directors meeting
- 10:00 A.M. — Trail ride #3 leaves camp
- 12:00 NOON — Governors Luncheon
- 4:30 P.M. — Trail ride #4 leaves camp
- 8:30 P.M. — Gold Seal Musical — Burning Hills Singers
- 10:00 P.M. — Campfire Singalong

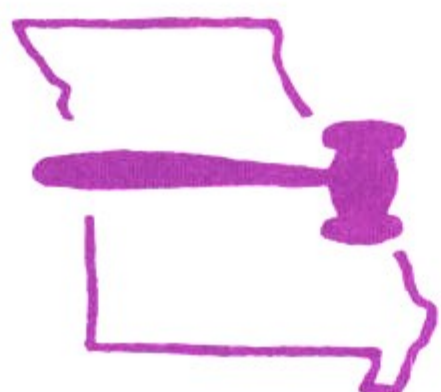
## WEDNESDAY, JULY 24, 1974

- 6:30 A.M. — Roundup Breakfast — Chuck Wagon
- 7:30 A.M. — Trail ride #5 leaves camp
- 8:00 A.M. — Registration
- 8:00 A.M. — Past President's Breakfast
- 9:00 A.M. — Ladies Coffee with S.D. Ladies
- 12:00 NOON — Dinner at the Chuck Wagon
- 2:00 P.M. — Championship Rodeo
- 4:30 P.M. — Trail ride #6 leaves camp
- 5:00 P.M. — Buffalo barbeque at picnic grounds
- 7:00 P.M. — Fun Auction
- 10:00 P.M. — Campfire singalong

## THURSDAY, JULY 25, 1974

- 6:30 A.M. — Roundup Breakfast — Chuck Wagon
- 7:30 A.M. — Trail ride #7 leaves camp
- 8:00 A.M. — State President's and Secretary's breakfast
- 9:00 A.M. — Ladies Coffee with Montana Ladies
- 2:00 P.M. — NAA Business Meeting
- 4:15 P.M. — Board of Directors Meeting
- 6:00 P.M. — Awards Banquet — Steak Fry.
- 8:30 P.M. — Dance music by Bruce Mullen, Pasco Wash.
- 10:00 P.M. — Final campfire and singalong

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