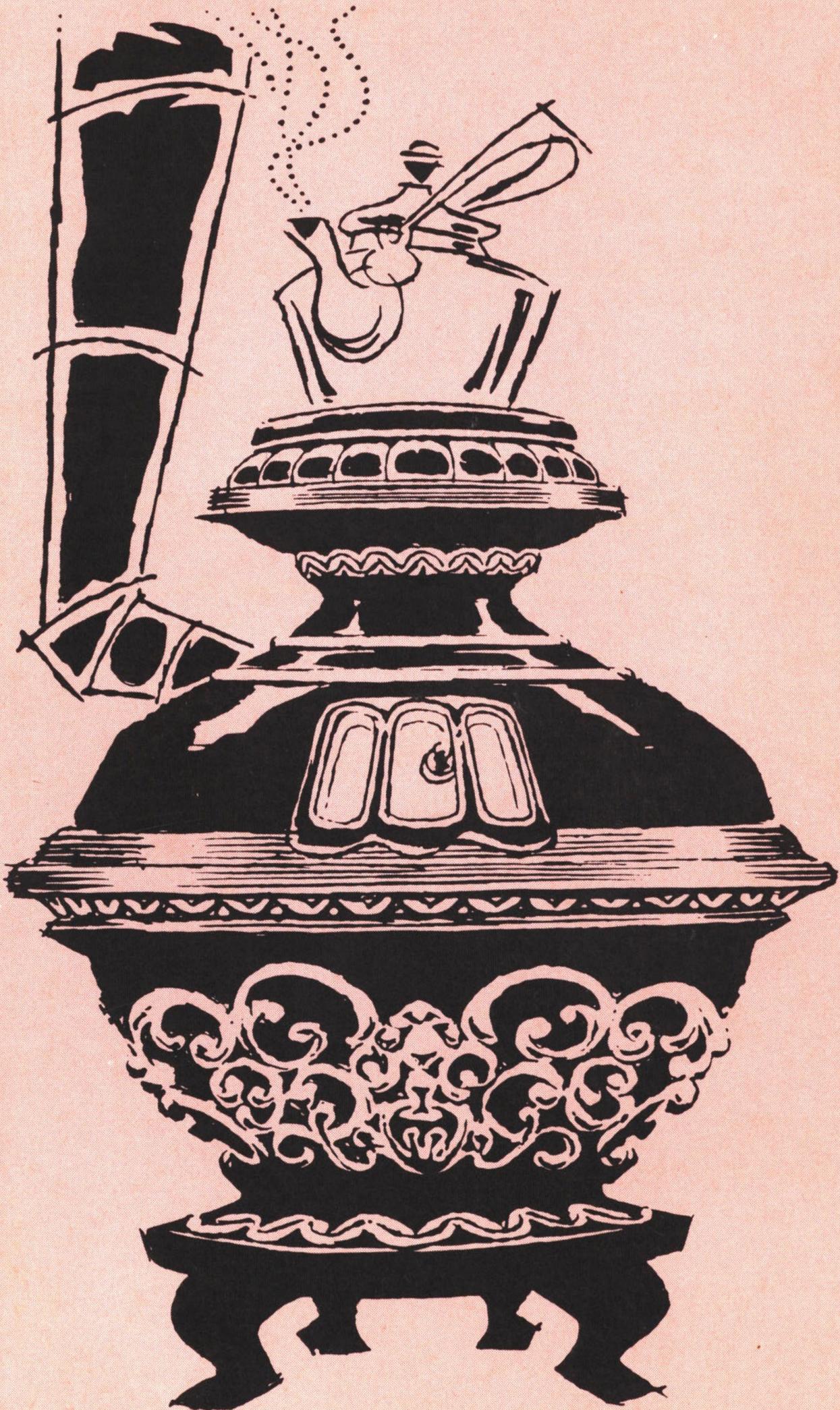


VOL. XXI

NO. 1

JANUARY, 1970

THE **auCTIONeer**



SOMETHING'S ALWAYS COOKING IN THE AUCTIONEERING BUSINESS

*Let There Be No Doubt!*



*who is in charge of the sale!*

The winter season is now here and we have our winter hats and are ready to start shipping. Take a look at your present hat. Does it do you justice? If not get your order in today. Nothing sets you off better than a nice hat.

For the benefit of all the new members this "Auctioneer" hat is of the finest felt and is Silver Belly in Color (light gray) with red satin lining and the National Auctioneers emblem in the top (inside) with "Auctioneer" stamped in the sweat band. They come with 2"–2-3/8" and 2-5/8" brims. We also have the "Auctioneer" hat in summer straw with the same brim widths.

Get your order in now and please state size, brim width and who will wear the hat as we put the name of the owner in the sweat band.

**FELT OR STRAW – \$12.95 plus 4% Sales Tax**

## **COLONEL W. CRAIG LAWING**

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

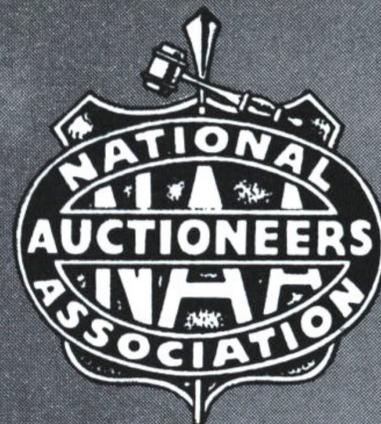
**Telephone: Area Code 704/ Office 399-6372**

**Home 399-3260**

# THE **auctioneer**

IS THE OFFICIAL PUBLICATION OF  
**NATIONAL AUCTIONEERS ASSOCIATION**

3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503



## EDITOR

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

## Contributing Editors

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

THE AUCTIONEER is a non-profit publication and every member of the NAA also owns a share of THE AUCTIONEER. It is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.

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

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

Single copies 50 cents.

## DISPLAY ADVERTISING RATES

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

Copyright 1970  
National Auctioneers Association  
All Rights Reserved  
Published the 1st of each month  
except August.

# NATIONAL AUCTIONEERS ASSOCIATION

## President:

Jim Messersmith, R.R. 2  
Jerome, Idaho

## First Vice President:

Dean Fleming  
Atkinson, Nebraska

## Second Vice President:

Grover Howell, Rt. 1, Box 173B  
Seagoville, Texas

## Secretary:

Bernard Hart, Lincoln, Nebr.

## Treasurer:

Henry Rasmussen, St. Paul, Nebr.

## Directors:

(Terms expiring 1972)

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

(Terms expiring 1971)

Ralph Horst, Marion, Pa.  
Joe Donahoe, Darlington, Wisc.  
Phil Goldstein, Boston, Mass.  
Howard Roland, Grand Junction, Colo.  
Jim Stevens, Nashville, Tenn.

(Terms expiring 1970)

B. L. Wooley, Little Rock, Ark.  
Warren Collins, Jesup, Iowa  
Morris F. Fannon, Pennington Gap, Va.  
Fred G. Quick, Aurora, Ill.  
Frederick E. Sherlock, St. Francis, Kansas

## EXECUTIVE OFFICES

3277 Holdrege St.  
Lincoln, Nebr. 68503

# Welcome To Wisconsin

The members of the Wisconsin Auctioneers Association are deeply grateful for the opportunity to host the 1970 National Convention in Milwaukee July 29, 30, 31 and August 1st.

We wish to thank the National Executive Committee and the 1969 convention body for the change of dates for the 1970 convention. By this action, we are able to provide one of the best and most modern hotels in Milwaukee as convention headquarters. I'm sure your visit to Milwaukee will be a very pleasant and most comfortable one.

Wisconsin, known as "America's Dairyland," is a wonderful place to spend a summer vacation. Our numerous lakes and thousands of miles of streams and rivers, wooded land and rolling hills, dotted by the 1,887,000 dairy cows, provide a natural setting for the lover of nature and the outdoors. These same dairy cattle that dot the countryside keep Wisconsin the number one dairy state by the production of 18,210 million pounds of milk yearly. This is manufactured into 225 million pounds of butter, 847 million pounds of cheese as well as a substantial amount of condensed whole milk, condensed skim milk, dried whole milk, dried whey, malted milk powder, ice cream and cottage cheese. After these products, there are 26 million pounds of whole milk sold direct to consumers off the farm.

During recent years, the State has been rapidly becoming known as a Vacation Land. Large commercial tourist attractions, both for summer and winter months, attract thousands of tourists and vacationers the year round.

A few extra days, either before or following the convention, spent exploring and enjoying the Wisconsin Dells and Northland Area of Wisconsin will be an experience you and your family will never forget. These areas are easily accessible by freeway from Milwaukee within a few hours drive.

The Wisconsin Auctioneers extend a

hearty invitation to every member of the National Auctioneers Association to be our guest at the convention in Milwaukee. We hope you are permitted the time to also vacation with us for awhile and enjoy the Natural beauties of our state. May we ask you to start making your plans now for this memorable occasion.

The Welcome Mat is out. We are working hard to make this the best and most enjoyable convention you will have the opportunity to attend. We are counting on you to take advantage of this centralized location for the convention. May we Meet You in Milwaukee?

JOE W. DONAHOE  
Convention Chairman



## Tennessee Meeting Offers Good Program

By E. B. FULKERSON, Secretary

Sixty members and guests of the T. A. A. met at the Holiday Inn-North, in Nashville, Tennessee, on December 1, 1969 for the Fall Meeting.

The meeting convened at 9:00 A. M.; invocation was given by Col. Hoyt Walker, Nashville. The President, Col. Sam Furrow, Knoxville, gave the opening address emphasizing that we must keep pace with the present day auction business. Col. Furrow introduced Col. C. B. Arnette as Chairman of the meeting.

Col. Bernard Hart, Secretary of the N. A. A. was introduced and made a short talk on the importance of having a home for the N. A. A.

A Bid Calling seminar was conducted by Col. Ben W. Gary, Spring Hill, Tennessee, with new members participating. Col. Charles Glenn Webb, Livingston, was first place winner and received a certificate for an auctioneers hat. There was also a bid calling contest for "old

seasoned" auctioneers, in which several auctioneers took part. The contest was declared a tie and the contestants received an applause.

Mr. Robert E. Johnson, Area Manager of Dale Carnegie Courses in Middle Tennessee, addressed the group on "Enthusiasm In Selling."

Col. Paul Jack Stewart, Winchester, gave the affirmation oath to the new members joining the association.

A talk of five minutes on, "How I Got Started in the Auction Business" was given by Col. Jim Stevens, Col. Ralph Masengill, Col. Charles Webb, Col. Feller Brown, Col. Lem Pewitt, Col. Dan Caffey, and Col. Fred Ramsay.

The first speaker of the afternoon session was Dr. Ernest Stockton, President of Cumberland College, Lebanon, Tennessee. He was awarded an honorary colonelcy in the T. A. A. along with an engraved gavel which was presented by Col. Furrow.

Col. E. R. Hargis, Murfreesboro, explained, "How I Handle Tie Bids." Col. Al Durham, also of Murfreesboro, discussed, "The Importance of a Ringman." Col. Bill Collier, Waverly, secretary and member of the Tennessee Auctioneers Commission gave a report on the progress being made by the Commission. He also presented several suggested amendments to the by-laws of the Auctioneers License Law to the membership present for their approval. The amendments were acted upon and passed.

Col. C. O. Rainwater, Jefferson City, Chairman of the Location Committee for the 1970 Convention site reported that the Committee had selected, Mt. View Hotel, Gatlinburg, Tennessee, as the location for the 12th annual Convention on the dates of June 28-29.

The final event of the day was the drawing for the door prize which was a Rutherford County Country Ham. Col. Dan E. Caffey, Murfreesboro, Tennessee, was the lucky winner.

## Death Ends Auction Career Of S. Lyons

Once again Pennsylvania has suffered a great loss to the auction profession. Col. Sam Lyons, Indiana, Pennsylvania, passed away November 20, after a long illness. He was a Charter Member of the Pennsylvania Auctioneers Association and a very successful auctioneer, specializing for many years in real estate auctions.

The auction profession has lost a good auctioneer, a man always ready to help another. Col. Lyons never missed a national convention as long as his health permitted. He served a three year term on the NAA Board of Directors, 1959-1962.

Again the Berry's have lost a long time personal friend. When one of our members and friends passes on, it makes our world a little smaller. When you lose a good friend, you lose a little bit of yourself. Sam's passing will be felt by his wife, daughter, sons and grandchildren and his many friends.

MARGARET BERRY,  
Personal Friend—Secretary  
of Western Chapter, PAA



## Eisenhower Art Is Auctioned In London

LONDON—A 17-year-old painting by President Dwight D. Eisenhower was auctioned off for \$6,720 to American Ambassador Walter H. Annenberg.

The painting was a portrait in oils of British Field Marshal Viscount Montgomery, 82, Ike's comrade in arms in World War II. Montgomery put the painting up for auction because he said he thought it belonged in the United States.

The portrait was one of two celebrity paintings sold by Montgomery at the auction. A French landscape by Sir Winston Churchill went to the Winston Churchill Society of Canada for \$8,400.



## Western College Of Auctioneering

On the opposite page is the December graduating class of the Western College of Auctioneering, Billings, Montana. Identification, left to right, follows:

*FRONT ROW:* Instructors, Otto Streberg, Camrose, Alberta; Jim Messersmith, Jerome, Idaho; Jack Ellis, Roundup, Montana; Gene Gabel, Bill Hagen, Mike Coolidge and Bob Thomas, all of Billings.

*SECOND ROW:* Orphil Bleau, Mandoka, Saskatchewan; Richard Flatten, Colman, South Dakota; Allan Tosh, Calgary, Alberta; Larry Jacobson, North Battlesford, Saskatchewan; Eldon Shelley, Eugene, Oregon; Dale Scott, McLaughlin, South Dakota, Earl Lyons, Calgary, Alberta; Ryan Fakkema, Oak Harbor, Washington; Cy Keyes, Le-moore, California.

*THIRD ROW:* Grant Klaiber, Strathmore, Alberta; Dale Sandberg, Burns, Wyoming; Eugene Spencer, Fromberg, Montana; Weston Mader, Bowman, North Dakota; Bruce Switzer, Aneroid, Saskatchewan; Lance Winthrop, Calgary, Alberta; Mike Weatherly, Buena Park, California; Earl Cousins, Sacramento, California; Dave Polson, Strathmore, Alberta.

*BACK ROW:* Lawrence Redman, Polson, Montana; Kenneth Adams, Belfield, North Dakota; Stewart Fry, Edmonton, Alberta; Jim Miller, Albin, Wyoming; Tony Krance, South Heart, North Dakota; Ed Torcher, Bow Island, Alberta; Jim Challinor, Libby, Montana; Allen Collins, Whitecourt, Alberta.



## Livestock Mart Uses Bright Selling Idea

At the Atkinson Stockyards, Atkinson, Illinois, hog buyers bid by pressing a switch to a light on top of their booth. This signals their bid to the auctioneer.

The Atkinson Stockyards is owned by the Union Stockyards and Transit Company. They operate an auction 5 days a week starting at 8 a. m. and have been running 1,500 head a day.

Hogs are weighed before entering the ring, and weights and averages are posted on a tote board above the ring. Hogs are grouped by lots to make the offering as attractive as possible. Marketing costs run 70¢ a head for butcher hogs, \$1 for sows, and \$1.50 for boars.

“Producers have been generally enthusiastic about the system,” says Manager Ike Rowand. “Top prices here have been within 25-50¢ of the Chicago top. Most important, the market has created health competition, always a benefit to the producer.”

Regular order buyers are right down in front at the Atkinson Auction. Each occupies one of 10 booths across the front of the ring. The light on the top of their booth is their bid signal. Each booth has a private-line phone for the buyer's use in keeping in touch with the market. With this system no one buyer knows what other buyer is bidding on a load of hogs until they're sold.



## Antique Car Auction Brings In \$162,680

DENVER—Forty-five antique, classic and special-interest vehicles were sold for prices ranging from \$250 for a 1931 Nash sport sedan to \$11,500 for a 1909 Wilcox at an auction held at Rippey's Veteran Car Museum here.

Conducted by Parke-Bernet Galleries, Inc., which has scheduled a second antique auction for November 22 at New York, the Denver auction brought total sales of \$162,680.

Among the cars sold were: Restored 1926 Rolls Royce Silver Ghost roadster, \$10,000; unrestored Franklin touring, \$4,500; partially restored 1916 Stanley touring, \$3,750; restored 1911 Ford Model T, \$3,000, and an original 1957 Cadillac Eldorado Brougham, \$2,600.



# The Ladies Auxiliary

## Happy New Year!

Doesn't seem possible, does it? Another year started already! But January, even though a let down from the Holidays, is a good time of year, too. It's a sort of "clean slate" month, a month to start over fresh and make resolutions, some to keep, and some inevitably to break. It's a quiet month in some respects, gives us time to review the good and bad times of 1969, and work toward doing our best in the 70's; not only in business, but in our attitudes and our daily walks of life. That seems an impossible task, but maybe we can all help to make it a better world.

We'll soon be planning for our Spring Convention in April, then before we know it the NAA Convention, in Wisconsin, this year. When you think how quickly January rolled around, July's just around the corner. Hope everyone is making plans now to attend the National this July.

We here in Illinois wish you all a prosperous and happy New Year.

BETTY J. CRAVENS

## Mrs. Chris B. Dawson Dies Unexpectedly

Mrs. Chris B. Dawson, Waverly, Ohio, died unexpectedly at her home although she had been in failing health. She was 61 years old. Survivors include her husband to whom she was married in 1926, one son, two daughters, eight grandchildren and two great-grandchildren.

The Dawsons were quite prominent in the Waverly area. Mr. Dawson has been an auctioneer for many years and in recent years the couple operated an

antique shop. The latter was liquidated at auction October 4-5, due to Mrs. Dawson's health. They also attended several annual conventions of the National Auctioneers Association and Mrs. Dawson had many friends away from home, as well as in her home area.



He who ignores the collection plate shouldn't complain when the church gets cold.

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1969-1970

#### PRESIDENT:

Mrs. Dick (Virginia) Brewer  
Mt. Hope, Kansas

#### 1ST VICE PRESIDENT:

Mrs. Lyle (Irene) Erickson  
Cresco, Iowa

#### 2ND VICE PRESIDENT:

Mrs. Grover (Willie) Howell  
Seagoville, Texas

#### SECRETARY-TREASURER:

Mrs. Dean (Jean) Fleming  
Atkinson, Nebraska

#### HISTORIAN:

Mrs. Wylie (Joan) Rittenhouse  
Uniontown, Pennsylvania

#### DIRECTORS:

(TERMS EXPIRING 1972)

Mrs. V. K. (Alma) Crowell,  
Oklahoma City, Oklahoma

Mrs. Fred (Ruth) Sherlock  
St. Francis, Kansas

Mrs. J. W. (Ann) Donahoe  
Darlington, Wisconsin

(TERMS EXPIRING 1971)

Mrs. Dick (Kay) Dewese  
Prairie Village, Kansas

Mrs. Bob (Wyona) Penfield  
Prairie Village, Kansas

Mrs. Morris (Velda) Fannon  
Pennington Gap, Virginia

(TERMS EXPIRING 1970)

Mrs. Wendell (Bernice) Ritchie  
Marathon, Iowa

Mrs. Leland (Irene) Dudley  
Hampton, Iowa

Mrs. Phil (Charlotte) Goldstein  
West Roxbury, Massachusetts

Mrs. George (Betty) Cravens  
Williamsville, Illinois

## Virginians Continue Enthusiastic Goals

Members of the Virginia Auctioneers Association bounced back with vigor and enthusiasm from hosting the most successful convention in NAA history and staged another equally as successful for themselves. It was held at the Natural Bridge Hotel, in Natural Bridge, December 6-7.

Saturday afternoon (December 6) saw a good representation from throughout the state present for the afternoon business meeting at which time future plans of the VAA were thoroughly discussed. A social hour and a Smorgasbord Dinner rounded out the afternoon.

In the evening, another successful Fund Auction took place under the guidance of Dick Wright and Dave Leonard, with all members participating. This was followed by dancing that lasted well into the night and once again, everyone participated, as the ladies turned out almost as well as the men.

Highlight of the first day's activities was the presentation of the "Outstanding Virginia Auctioneer Award." Col. Morris Fannon, Pennington Gap, was the unanimous choice of the Board of Directors for this honor. Fannon is a former President of the VAA, a member of the Board of Directors of the NAA and served as the 1969 National Convention Chairman. He is a nationally known and respected purebred livestock auctioneer and conducts many auctions of feeder cattle throughout the area.

Coffee and doughnuts were served Sunday morning until the opening of the activities. A freezing rain prevented others from attending that day and scared a few into early departures, but the tempo of the convention continued.

Speakers included Benjamin E. Weschler, Washington, D. C., who spoke on "Catalogue Auctions." The Weschlers operate a third generation consignment auction in Washington, and the last few years they have been congregating the more valuable items for periodic catalogued auctions.

Rawley F. Turner, Classified Advertising Manager of the Roanoke Times World, gave an interesting lecture on newspaper advertising. Charles Higgins, Newport News, Virginia, discussed the Auction Thesis he had prepared as a part of his training at the National Trust School, sponsored by the American Bankers Association. Bernard Hart, Secretary of the NAA, completed the speaking part of the program. Hart congratulated the members of the VAA for their enthusiastic support of the National Convention, last July.

After careful consideration the group voted to pledge \$1,000 to the NAA Building Fund, to be paid over a three year period. However, immediately following the official approval, Morris Fannon walked to the podium and suggested that the money be raised right now. In three minutes time, the entire \$1,000 had been pledged by those in attendance, which at that late hour less than 30 members were present.

George Gartner, Mt. Sidney, and J. D. Vaughan, Keysville, served as Chairmen of the Convention.

Officers elected for 1970 were: George Gartner, President; Jim Vaughan, Vice President; and Joyce Darnell, Barboursville, Secretary-Treasurer. Dana Woliver, Pennington Gap, and Jon Cook, Waynesboro, were elected to three year terms on the Board of Directors. Retiring President, George Shields, Danville, also became a Board member. Ronald I. Tull, Annandale, who has served so capably as Secretary-Treasurer the past several years, declined reelection.

It was voted to hold the 1970 Virginia Auctioneers Convention at the Sheraton Motor Inn, Fredericksburg, Virginia, December 5-6.



She: "You're stubborn. You never take any good advice."

He: "And you're lucky I don't or you'd still be an old maid."

## Missouri Auctioneers Meet At Springfield

The Missouri State Auctioneers Association held its fall convention at the Sycamore Inn, Springfield, Missouri, with approximately 48 individuals in attendance, half of which were auctioneers.

Col. Wayne Ytell opened the general meeting on Sunday afternoon after the noon meal, by having everyone present identify themselves and state from where they came. The atmosphere and surroundings of the Sycamore Inn meeting room, which was predominately done up in dark red, was most pleasing for this convention. After introductions, the main speaker, Mr. Allen McReynolds, gave a very interesting address and pin pointed a very important feature toward the success of an auctioneer, that being the keen knowledge of values. He further stressed the fact that a good auctioneer has the power to "influence people."

After the address, Col. Wayne Ytell advised the group that our spring meeting would be held near St. Louis, possibly the St. Charles, Missouri, area.

Col. Willis Case expressed his opinion that Sunday sales should be discouraged. The group was split on this matter since some stated that they have to book the Sunday sales in their areas because that's what the people want. No one was quite sure what the obsolete Blue Law on the books covered and were concerned with whether they were within their rights, and the law, in having a sale on a Sunday. It is anticipated that this matter will be brought up again and clarified at the spring convention.

The minutes of the spring meeting were read and approved. Also, the report of the financial condition of the Association was presented and approved. A motion was presented that the Auctioneer's Association make a donation to match that given by the Ladies Auxiliary for the Don Albertson family in sympathy due to the loss of their son.

Following the general business meeting, a fun auction was held and following this was a special auction of Missouri Auction School items, which grossed \$63.00, half of which will be turned over to the National Auctioneers Association for the Building Fund.

IRV LANDOLT, Secretary

## In Three Minutes Time

In just three minutes a group of auctioneers representing barely one per cent of the National Auctioneers Association membership pledged \$1,000 to our Building Fund. This took place at the close of the annual meeting of the Virginia Auctioneers Association.

In just three minutes from the time you read this all the money needed for the Building Fund will be pledged or paid—*IF YOU WILL DO YOUR PART.*

Members of the National Auctioneers Association have a choice. We can be operating from *OUR OWN* building at this time next year—or we can drag this project on for an indefinite number of years.

The choice is in *YOUR* hands. Which will it be?

## Building Fund Notes

Interest in the Building Fund has been almost at a standstill for the past 30 days with the exception of payments on previous pledges.

Bright spot of the month was the advancement of the Virginia Auctioneers Association from the "Friends" column to the "Founders" heading.

Additions to the "Friends" are R. F. Armentrout, Mattoon, Illinois; Billy B. Day, Loup City, Nebraska; Dick Kane, Wisner, Nebraska; and Schwarz-Plate Auction Co., Grand Island, Nebraska.

## Why Round Tables?

Round table discussions are popular with members for several reasons. These were summarized recently by the National-American Wholesale Grocers' Association in a bulletin to moderators, and are equally true wherever this type of meeting is conducted.

Round tables involve small gatherings in an intimate setting. Intensive give-and-take discussions flourish in this kind of atmosphere.

They encourage general participation, discourage individuals from monopolizing the discussion.

Participants speak more freely and frankly about their respective efforts.

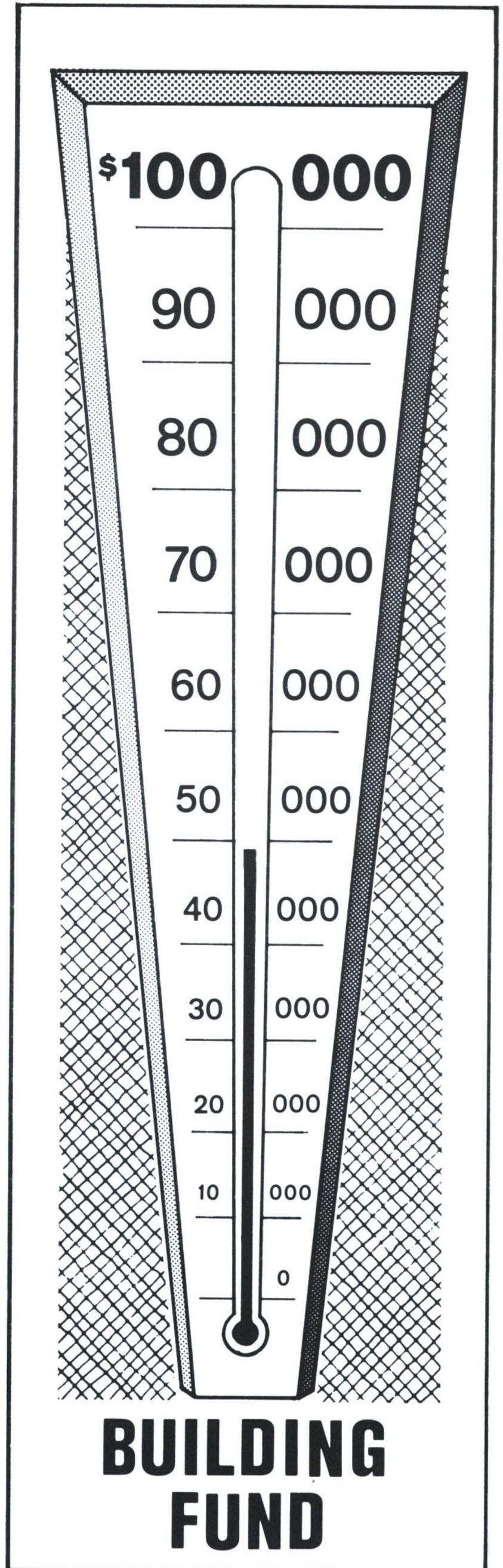
Listeners seldom accept statements at their face value. They probe more deeply, ask the "reasons why," which can seldom be done at general sessions.

Round tables stimulate the early adoption of new ideas, because informal advice from fellow members is often more persuasive than a speech from the lectern.



Advertising is the fine art of making you think you have longed for something all your life that you never heard of before.

*IN UNITY THERE IS STRENGTH*





*Photos courtesy of Col. John W. Doane, Box 30, Mount Vernon, Indiana 47620.*

# In Pursuit of Modern Auction Knowledge

From the time the first registrant signed in and consigned himself to the 'pursuit of modern auction knowledge' at the 1969 Indiana Auctioneers Convention until the final gavel sounded at the close of the business meeting it was "sell—Sell—SELL."

Pictures on the opposite page show (top inset) the new officers, left to right: President—Harvey Lambright, La-Grange, Indiana; 1st Vice-President—Franklin Wakefield, Lebanon, Indiana; 2nd Vice-President—Robert Ellenberger, Bluffton, Indiana; and Secretary-Treasurer—Everett E. Corn, Fairmount, Indiana.

(Large top): Ladies Auxiliary President, Pat Lambright, introduces "Miss Indiana," Miss Jill Jackson to the ladies at the registration desk.

(Left center): Col. Boatright selling Amish apple butter at the Sunday night FUN auction.

(Center): D. D. Meyer, Vincennes, Indiana, left, enjoys a chat with National Auctioneers Association Director Col. James Stevens, from Nashville, Tennessee.

(Right center): Ladies Auxiliary Director Ann Miller served coffee and rolls on Monday morning.

(Bottom panel): Scene at the Sunday evening banquet which was followed by the annual FUN auction.

(Insets across bottom, left to right): Lt. Gov. Richard E. Folz gave the Welcome to the City; Col. Dave Kessler,

New Paris, Ohio and Col. Rex Proffitt entertained and intrigued all with their Auction knowledge and ideas on Monday morning program; Rev. Joseph Wick, after dinner speaker at the Sunday banquet had the audience 'rolling in the aisles' as he spoke on "The Therapy of Laughter."

The Convention was held in the Atkinson Hotel in the city of Indianapolis, Indiana, on Sunday and Monday, November 16th and 17th, 1969.



## Promoters of Draft Horses Sponsor Sale

TOPEKA, Kan.—The demand for draft horses in the midwest was obvious here November 1 when over 100 head of draft horses, mules and jacks went through the ring at the Howard Johnstone's Centennial Farm invitational draft horse sale.

A good crowd was on hand and horses moved into seven states for new owners. Topping the sale was Johnstone's four-year-old Belgian mare, Centennial Sally, bringing \$800. L. W. Chaney, Jr., Warrensburg, Missouri, went away pocketing \$500 each for a pair of three-year-old sorrel mules. O. W. Pierce, Oakland, Iowa, sold a registered Belgian mare for \$405.

John Hogoboom brought a pair of grey mares from Eldorado, Kansas, and he collected \$500. He also had a six-year-old grey gelding that sold for \$350. That money also went to Quinton Jenkins, Amarillo, Texas, on a four-year-old grey gelding.

Arnold Hexom, Waverly, Iowa, was the auctioneer.

### FOR SALE, Lease or Trade—TERMS

10 acres with auction facilities. Two livestock sale barns with scales, more than 100 pens. Can be used for general sales, furniture, antiques, automobiles, farm equipment or flea market operation.

Near Modesto

745 South Bernardo, Sunnyvale, California 94087

Owner can finance

Ph: 408-245-2616



# Pop's Ponderings

## 1970, Year Of Achievement

By COL. POP HESS

The New Year, 1970, will be the year in which the National Auctioneers Association will do much toward getting located in a permanent home, a SHRINE for the auctioneers of the land. All this will be possible through the efforts of our present membership. It will be a landmark of the method of selling to the highest bidder by proficient auctioneers of the Twentieth Century. It will be the first monument to those tradesmen, known as auctioneers, whose efforts have produced dollar volumes that would be impossible to estimate.

In a line from a letter received from an auctioneer, I quote, "How can any auctioneer who is proud of his livelihood as an auctioneer refuse to take a few bucks from his pocket to help meet the \$100,000 goal to make the venture positive?"

During this money raising campaign I have spoken strongly on support from our numerous state auctioneers associations. We have in the U. S. some 36 state organizations going strong. My most recent check showed we now have 18 of these who have subscribed to the Building Fund. We hope all of them will be listed soon. Here in Ohio we have over 1,000 licensed auctioneers. Other states have similar numbers and if each one would help in a personal way, plus the state associations, the job will be completed.

My mail has been quite heavy from several sections of our land. It is good to know that most of them have drifted from the old time grumbling for need of business to the fine success each is enjoying. Many have come up with new ideas they have worked into their selling programs. Many ask how I like retirement in comparison to busy sale days. Retirement is nice, especially if one has prepared for

it. I recall back in my top days of auctioneering service I had the pleasure of conducting a sale near to one of the oldtimers of that time, a retired auctioneer in his 96th year of living. I did not find an old dried up man living in exile but a much alive person, keeping his ear to the ground on the progress of busy auctioneers of his area. From the information I had of this grand old man he was the tops of them all in his day. I was amazed to have him tell me many "punches" he used in his day which were outmoded by the ability and know-how of the busy auctioneers at the time I visited him.

For myself, now near my 90th Birthday, with my name on my first sale bill 70 years ago, I find that keeping busy, following the markets in livestock and other sales of all description, serves to keep the spirit alive. One can live in happy memories as the sales go on, the miles are covered, the averages are made and the buyers and sellers pleased in order that the auctioneer can hold his prestige. The pleasure of it all is that now I can sit back and not have to worry about getting the job done.

During my lifetime of selling I found the owner was your biggest burden—to hold and to please. Naturally, the bulk of them always think their livestock is better than those you sold the day before and if we did not beat yesterday's average he would be looking elsewhere for his future auctioneer. To get such owners in a pleasant mood, don't tell him his stock is better or worse than those sold yesterday. Just pat him on the back for his way of arranging the sale or the handling of the publicity or something that you can make him think he did a better job than the others who held sales. A nervous, uneasy,

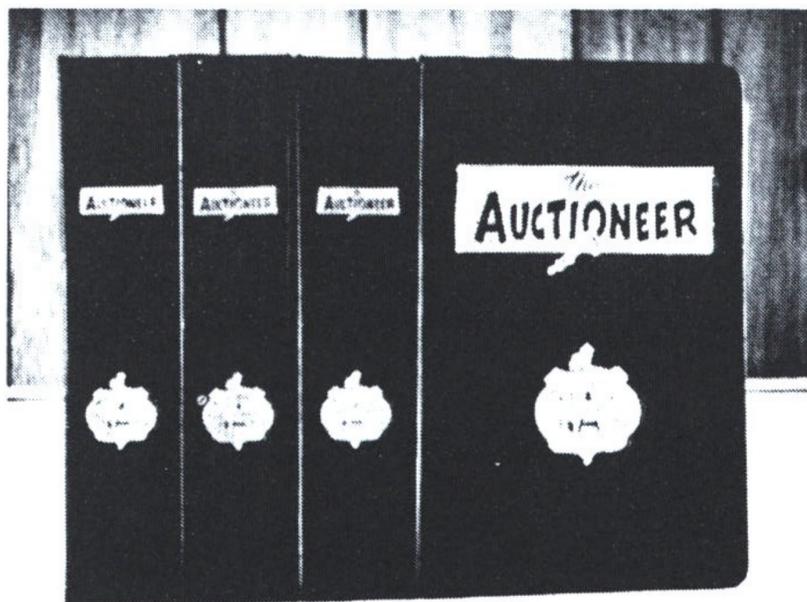
sometimes jealous owner can pull the rug out from any auctioneer regardless of how well he is versed.

If you have a clean offering your bidders will fall in line if they note the owner has confidence in his offering, those who attend the sale and his auctioneer. One time I recall where the mother-in-law was the boss and manager and called all the shots both good and bad. This developed into a rough situation for myself as the auctioneer. It was so rough I was unable to come up with any indication of a good mood. I practically went down in defeat and the ill will of a big, stout mother-in-law who was quite strong in all branches, but weak in the kind of law she layed down.

One thing I did cut out in all sales I had to conduct, regardless of inconvenience in travel or where you sleep the night before—always be provided with a place to stay other than the home of the people you are selling for. I found they will over entertain you along with the

fact you will sell and resell every bull and cow in the sale catalog or have so many what to do and what not to do instructions on each lot selling that you will be much confused and unbalanced at sale time. I found it was wrong to take your next sale to bed with you and also never look at it until you are on the sale grounds. Get there early enough to get acquainted with the owners, keep your eyes upon all who look closely or hold counsel with others and don't get excited when you are handed a marked catalog just as you are ready to open the sale.

This answers some of the questions that have been asked in a general way and the words written have been lessons all auctioneers have to boil down and a stumbling block for many new auctioneers breaking into a great field of public sale work. Use your head and better judgment in your decisions. Do not become a sour critic to all who hire you but study your type of salt and pepper to keep from spoiling the entire event.



**Now**  
**A Binder For**  
**“The Auctioneer”**  
**\$3.00 Postpaid**

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

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

Send check or money order to:

**THE AUCTIONEER**

3277 Holdrege St.

Lincoln, Nebr. 68503

As it is time to close out this month's run the writer wishes all a very prosperous New Year. The field looks very attractive from my view. While world conditions are unrestful, we are much wiser than ever before and have handled many problems unknown to our ancestors. We are living in a changing world, let us be on guard and not mistake the quality of modern day underwear that can be woven in imitation wool that can deteriorate, fade or move us backward in progress.

At this date (December 10) here at the Hess home we are living very quietly, the Holiday Season is rapidly approaching and as you read this issue after January 1, I will say thanks for all the cards and best wishes we have received. Mom Hess is very ill and has been for some time. We are located not too far from a modern nursing care hospital and I spend some time at her bedside each afternoon.

As time rolls by I get many interesting letters from young men, now starting their new venture of becoming the auctioneer of the future. As I read their letters it brings back memories I had back in the late 90's and very much into the years of 1900 and 1901 when I found my living many months of screaming and tuning to become a fact. On that day my best recollection was my first sale. I was the only man there who claimed to be an auctioneer. And one thing I will never forget, when it came time to make the first call how dry my mouth felt. But in a short time old Mother Nature got my tongue oiled up and away we went. At the end of three and one-half hours the clerk handed me a TEN DOLLAR BILL that looked much bigger than a \$100 does now. The joker is that ten bucks bought as much then as a hundred does now. In conclusion, then I could do the job without too much experience while now with years of experience I would no doubt fail.

Best wishes and keep those cards and letters coming.

The hand that lifts the cup that cheers  
Should not be used to shift the gears.

### Thought For The Month

"Write when you are angry—  
and you'll write the best letter  
you'll ever regret sending."

JOHN R. FISHDICK

## Death Ends Colorful Career of N. Austin

Natte E. Austin, Fort Collins, Colorado, passed away September 26 at the age of 69. His death was due to a heart ailment.

Mr. Austin enjoyed a colorful and successful career as an auctioneer. He got his start through working with his uncle and the first auction he was connected with was the dispersal of the Buffalo Bill Wild West Show. This sale was held in Denver on September 13, 1913.

With the exception of a civilian association with the Corps of Engineers during World War II he was in the auction business continually from that first sale until his death. A large land auction conducted by his firm was reported a year ago in *The AUCTIONEER*.

He was a member of the First United Methodist Church, the Moose Lodge, the Elks Lodge and the National Auctioneers Association. In 1968 he was awarded an Honorary Membership in the Colorado Auctioneers Association, being only the second man to be so honored. Mr. Austin was a program participant at the 1959 National Auctioneers Convention in Denver.

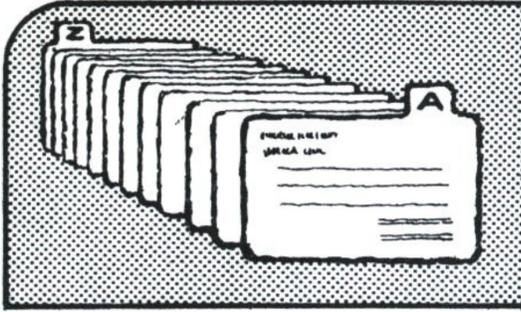


### For Retired "Volks"

A man was boasting of the fine qualities of his Volkswagen which had been among the first purchased in this country and telling what fine care he was taking of it.

A friend asked, "What are you going to do with it when it wears out, scrap it?"

"No," was the answer, "I am going to put it in an old Volks home."



# Membership

*Memberships processed November 16th through December 15th:*

- \*George Ragsdale, Indiana
- \*David S. Holland, North Carolina
- Neil Hoopingarner, Florida
- Henry Hachmeister, Illinois
- William Stanton, Michigan
- \*Walter Broughton, Wisconsin
- \*Jack Barrett, Wisconsin
- \*John Steinberger, Jr., Ohio
- George Levitin, New Jersey
- \*Willie Humphreys, Missouri
- \*Harland E. Walker, Missouri
- David Maxson, Ohio
- Watson Reynolds, Georgia
- J. R. Koske, Florida
- Christopher Adams, New York
- Glenn Harrison, Missouri
- Lonnie Ladson, Georgia
- \*Ralph H. Bain, Illinois
- Buddy McCullough, Tennessee
- Frank Hollenbeck II, California
- William Krause, Pennsylvania
- George Paich, Pennsylvania
- \*Dennis Andrews, Indiana
- Alvin Payne, Minnesota
- Max Dean, Missouri
- Floyd S. Fisher, Indiana
- \*Jack V. Ogle, Texas
- Ham Hamilton, North Dakota
- Carl Deuble, New York
- Philip Cohen, Massachusetts
- \*Harold Massey, California
- Phillip Farrell, Missouri
- Jerry Popplewell, Missouri
- Cecil Shopen, Missouri
- James Webb, New Jersey
- William Sprockett, Ohio
- \*Gail C. Winter, Michigan
- Elmer Bunker, New Mexico
- James F. Williams, Michigan
- Bill Hall, Tennessee
- Lloyd Nevels, Tennessee
- Charles Smith, Oklahoma
- \*Theo Romerhausen, Indiana
- \*Wendell Christopher, South Carolina
- J. H. Shell, Missouri
- Hugh Pate, North Carolina
- Jim Bennett, Georgia
- \*W. D. Williams, Oklahoma

- D. Wayne McFarland, Florida
- Fred McFarland, South Dakota
- M. S. Pennington, Alabama
- Oscar Hadley, Illinois
- \*Donald Neuhart, Ohio
- \*Robert Ferguson, Ohio
- \*Robert A. Riley, Ohio
- \*Roy E. Boles, Ohio
- \*Charles E. Erwin, Ohio
- \*Roy V. Hosom, Ohio
- \*Ronald Rhodeback, Ohio
- \*Arthur J. Kelley, Ohio
- \*O. C. Opperman, Ohio
- \*Carl H. Snyder, Ohio
- \*David Knotts, Ohio
- \*David J. Hinkle, Ohio
- Ray Houle, New Hampshire
- W. C. Gier, California
- Charles Fisher, South Dakota
- Larry Gray, New Hampshire
- J. T. Denton, Kentucky
- \*Paul Gaston, Texas
- \*Ward Curtis, New York
- Harold Cole, Michigan
- J. C. Reed, Kentucky
- \*G. A. Berger, Missouri
- Jacob Finer, New York
- Jack Colson, Kentucky
- \*Charles Hunsinger, Oklahoma
- \*Wayne Reese, Ohio
- \*Haywood Darnell, Virginia
- R. K. Beebe, Florida
- J. R. McGowan, Kentucky
- Ed Wright, California
- Jack Amos, Ohio
- Derwood Zedd, Virginia

*\*Denotes new member*

Wherever a man or woman turns, he can find someone who needs him. Even if it is a little thing, do something for which you get no pay but the privilege of doing it, for remember you don't live in a world all your own. Your brothers are here, too.

—Albert Schweitzer



Eagerly, buyers carry off their "loot" from the World famous Willard Hotel in Washington, D. C. Clem Long, Dayton, Ohio, liquidated the contents of this former "Residence of Presidents" in a series of sales that started on October 5. Admission tickets were sold to prospective buyers. Nostalgia connected with the 630 room hostelry added value to many items; dinner plates from the Dining Room selling for as much as \$25.00 each. Long is a member of the National Auctioneers Association.

# Heroes Of Yesterday

Veteran's Day Address by Col. F. E. Fitzgerald, Bismarck, North Dakota

**Veterans of World War I Soldiers Who Fought a War to End All Wars**

The hair is steel gray or silvery now. If there is any. There are canes to walk with and crutches to lean on and little ivory buttons to hear with. They are Veterans of World War I.

You'll see them and know them because they wear the blue and white overseas caps with gold lettering. They'll have on blue suits or gray suits and some will wear in their lapels little metallic ribbons that tell stories. If you understand them of heroism and of fear and of deprivation and of loneliness and of pain.

For these are men who fought a war the likes of which the world had never before seen at the time.

Their battles came in trenches where they killed as many rats as they did enemy. Their battles came in clouds of sour fog that shriveled lungs and weakened legs and brought breath in short agonizing gasps.

They will not add substantially to the "talk" of downtown night-spots. They are no longer "swingers" because there are more yesterdays in their past than there are tomorrows in their future. For these veterans of the War to End Wars are the remnants of a time when America was one for all and all for one.

You don't find that sort of thing anymore. And so now, if you should meet on the street an aging man wearing an overseas cap of blue and white and if you should feel an urge to touch your hat as he passes by, don't resist it. It will be like saluting the flag.

Now I have a few remarks to make. Such as the events that are happening today over the land isn't what we World War I Veterans fought for or thought could happen in a land like this. I think it is a disgrace to our State and Nation and World War I Buddies to have Armis-

tice Day or Veterans Day changed to the last Monday in October. This is our Golden Anniversary of World War I and the American Legion. World War I Veterans were the Founders of the American Legion over 50 years ago and to think after 50 years of history they want Veterans Day to come on the last Monday in October. Today we are the remaining few that will remember what happened 50 years ago. I think it is only fitting that a great State and Nation should honor every year as in the past on November 11th these men of World War I who gave their lives as well as those who are still with us in 1969. God Bless Them. Today the average World War I veteran's age is over 74 years. So as time passes we are beginning to be the remaining few who can well remember what happened over 50 years ago on November 11th at the 11th hour.

Just think of all the "Buddies" that were killed or crippled for life from the last Monday in October until the 11th day of November at 11 o'clock, 1918. What do you suppose the many "Buddies" lying in Flanders Field today where the poppies grow would say to our lawmakers state and national?

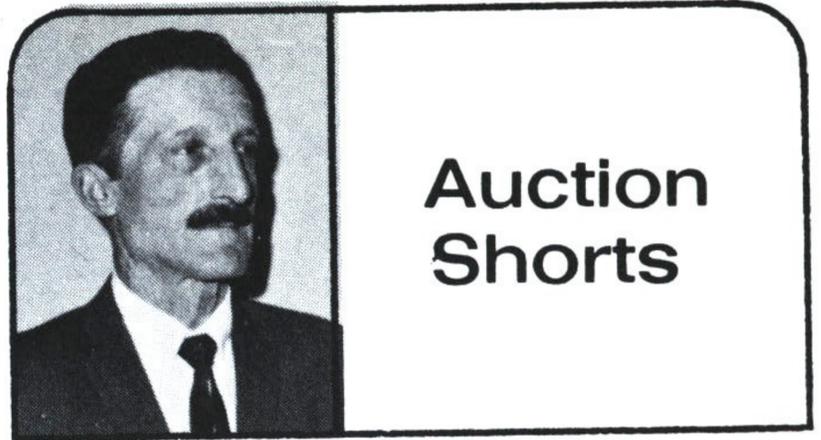
We are the only veterans in our history who fought a poison gas war. The after war effects were so bad on the surviving veterans that no nation has dared to use it since. When broken and wounded you came home there was no G. I. Education, no Home Loans, Farm Loans, modern hospitals for the veterans were unknown. It is not just respect and dignity of veterans we honor, but the respect and dignity of the nation for which they fought. Our government and our people have no greater obligation than to assure that those who have served their country and the cause of freedom will never be forgotten or neglected.

It will be a day we'll never forget and a day in history that shouldn't ever be changed—but today most of our law makers were not born 50 years ago, and if they were, they were babies and they don't remember their history very good. I think it is very humiliating after 50 years to have our law makers change Veterans Day to any day. With just such blunders taking place over our country and Nation today is perhaps why our country is in the mess it is today. With all the turmoil on our college campuses today over the land and the burning of Draft cards and our flag, the U. S. Stars and Stripes and at one time the pride of all the country and world, being burned and trampled in public places by the so-called college militant leaders carrying Communist Viet Cong flags and black flags of anarchy, during a time when our boys are suffering and being killed by the hundreds, and it seems there isn't much effort being done to stop it. It seems our courts are more inclined to listen and accept the testimony of pickets in front of the White House and being most lenient with them when they are brought into court.

I think it is time and long over due that somebody was doing something about it before it is much too late, and a good place to start is right now while some of us old Vets who care and are here to help and know right from wrong. Just remember there is a lot to be done and we haven't got a lot of time to do it. All the "Buddies" at the National Convention voted 100% to keep Veterans Day as is—November 11. Be sure to display your flag.

### TEENAGER

A father introduced his teenage daughter to some friends. The girl sat silently throughout the introduction and said nothing for quite awhile. When the friends evidenced some discomfort at the girl's total silence, the father eased their minds with a whisper, "She's not used to talking until she hears the dial tone."



This is now 1970 reminding us that time just keeps moving on and there is nothing in the world that we can do about it but accept the fact.

We here in Mid-Nebraska are enjoying nice sunny weather today. Really a contrast to a year ago, when on this date we had a snow storm that will go down in history as one of the big ones.

Yes, Mom and I are now boasting our 12th grandchild. A lovely granddaughter, Nicole Renee, born November 24.

We had a surprise visitor at our farm sale, last Saturday. He was Col. V. R. Shimerka, member of Nebraska and National Auctioneers Association, from Prague, Nebraska. Had a nice visit with him before and after the sale.

What 1970 will have in store for us Auctionwise remains to be seen.

The one thing we do know, however, is that our problems are going to become greater as the problems of society become greater, due to more people being brought together, creating more unrest.

We, as men working with people most of the time should never hesitate to direct our attention in correcting the moral issues facing us today.

"Always do right. This will gratify some people, and astonish the rest."

HENRY BUSS  
Columbus, Nebraska



*Trade Associations are the safeguard of small business... and thus prevent the extinction of competition. With wisdom and devotion, their voluntary forces can accomplish more for our country than any spread of the hand of government.*

—HERBERT HOOVER

# Directory of State Auctioneers Associations

## Arkansas Auctioneers Association

President: Dale G. Brown, 7918 Toney,  
Ft. Smith  
Secretary: Monroe Robinson, Box 172  
Magazine

## California Auctioneers Association

President: Dean Parker, P.O. Box 1448  
Aurora  
Secretary: Ron Kavanagh, P.O. Box 41,  
Herald

## Colorado Auctioneers Association

President: H. W. Hauschild, 2575 S.  
Broadway, Denver  
Secretary: C. E. Cumberlin, 1500 E. 29th  
Avenue, Greeley

## Florida Auctioneers Association

President: Martin Higgenbotham, 1634  
Smithfield Circle, Lakeland  
Secretary: Lewis C. Dell, 1803 Paloma  
Ave., Sanford

## Georgia Auctioneers Association

President: Warren Waldrep, 2270 Clairmont  
Rd., N.E., Atlanta  
Secretary: Richard J. "Rick" Sabo, 1930  
Flat Shoals Rd. T2, Atlanta

## Illinois State Auctioneers Association

President: Mike Fahnders, R. R. 2, Pekin  
Secretary: J. C. Kornbrust, 4121 Tenth  
St., East Moline

## Federation of Indiana Auctioneers

President: Forest Boling, R. R. 2,  
Veedersburg  
Secretary: Walter G. Price, 1236 N.  
Oakland Ave., Indianapolis

## Indiana Auctioneers Association

President: Harvey Lambright, 124 N.  
Detroit, LaGrange  
Secretary: Everett E. Corn, 119 N.  
Everett E. Corn, Main St., Fairmount

## Iowa State Auctioneers Association

President: Howard Vos, R. R. 2,  
New Sharon  
Secretary: Mike Bloomer, Rt. 3,  
Glenwood

## Kansas Auctioneers Association

President: Joe Gingerich, 125 E.  
6th St., So. Hutchinson  
Secretary: Richard M. Brewer, Mt. Hope

## Kentucky Auctioneers Association

President: Rex Proffitt, Tompkinsville  
Secretary: Mrs. Adrian Atherton, 45  
Public Square, Hodgenville

## Maine Auctioneers Association

President: Gardner R. Morrill, Harrison  
Secretary: Wayne B. Dow, 14 Southern Ave.,  
Augusta

## Auctioneers Association of Maryland

President: Lee Zalis, Pier 3, Pratt St.,  
Baltimore, Maryland  
Secretary: Joseph A. Cooper, 212 N.  
Calvert St., Baltimore

## Massachusetts Auctioneers Association

President: Leonard Sheinfeld, 6 Beacon  
St., Boston  
Secretary: Fred Savage, 3 Elliott  
St., Westminister

## Michigan State Auctioneers Association

President: William Podell, 42 Luray  
N. W., Grand Rapids  
Secretary: Garth Wilber, Rt. 3, Bronson

## Minnesota State Auctioneers Association

President: Don Babbitt, Conger  
Secretary: Dale Butman, Pipestone

## Mississippi Auctioneers Association

President: David Gillentine, Jr., 550  
Magazine St., Tupelo  
Secretary: Jack Alford, 117 Thomas,  
Cleveland

## Missouri State Auctioneers Association

President: Wayne Ytell, 1719 S. Maple,  
Carthage  
Secretary: Irwin Landolt, R.R. 1,  
Defiance

## Montana Auctioneers Association

President: Jack Ellis, Box 273, Roundup  
Secretary: W. J. Hagen, Box 1458, Billings

## Nebraska Auctioneers Association

President: Marvin Grubaugh, Rising City  
Secretary: Henry Rasmussen, St. Paul

## New Hampshire Auctioneers Association

President: Raymond Aldrich, Fitzwilliam  
Secretary: George E. Michael,  
R.D. 2, Reeds Ferry

## New Jersey State Society of Auctioneers

President: B. G. Coats, 45 W. River  
Rd., Rumson 07760  
Secretary: Ralph S. Day, 183 Broad Ave.,  
Leonia

## New York State Auctioneers Association

President: Lew Bronstein, 3600 Orchard Park  
Rd., Orchard Park  
Secretary: Tim W. Anspach, 1906 Central  
Ave., Albany

## Auctioneers Association of North Carolina

President: Billy Dunn, Rt. 2, Box 6  
Maxton  
Secretary: J. Martin Haywood, P. O. Box 1335,  
Rockingham

## North Dakota Auctioneers Association

President: Norman Aldinger, Cleveland  
Secretary: Lester Lien, Harvey

## Ohio Auctioneers Association

President: Chet Guffey, 1314 Haines Ave.,  
Columbus  
Secretary: Newton E. Dilgard, Room 9,  
Farmers Bank Bldg., Ashland

## Oklahoma State Auctioneers Association

President: Cecil Abernathy, 2201 N.  
Barnes, Oklahoma City  
Secretary: Clyde Jones, Alva

## Pennsylvania Auctioneers Association

President: C. J. Leiby, 1541 N. 9th St.,  
Allentown  
Secretary: Charles Moyer, 104 E. Walnut St.,  
Perkasie

## South Dakota Auctioneers Association

President: Charles Fischer, Long Lake  
Secretary: Gilbert Wagner, Reliance

## Tennessee Auctioneers Association

President: Samuel Furrow, 4405 Warbler Rd.,  
Knoxville  
Secretary: E. B. Fulkerson, Rt. 4,  
Jonesboro

## Texas Auctioneers Association

President: Robert Askew, 1702 Washington Ave.,  
Houston  
Secretary: Mike Morrow, 1110 Mt. Serolod,  
San Antonio

## West Virginia Auctioneers Association

President: R. C. "Rick" Woodard, 6190  
Booten Creek, Barboursville  
Secretary: Wilson E. Woods, State  
College, West Liberty

## Virginia Auctioneers Association

President: George Gartner, Mt. Sidney  
Secretary: Joyce Darnell, Rt. 1, Box 155,  
Barboursville

## Washington State Auctioneers Association

President: Robert Heaverlo, 1414 So. 6th  
Ave., Yakima  
Secretary: Ray Brock, Mt. Rt. 1, Box 390,  
Pasco

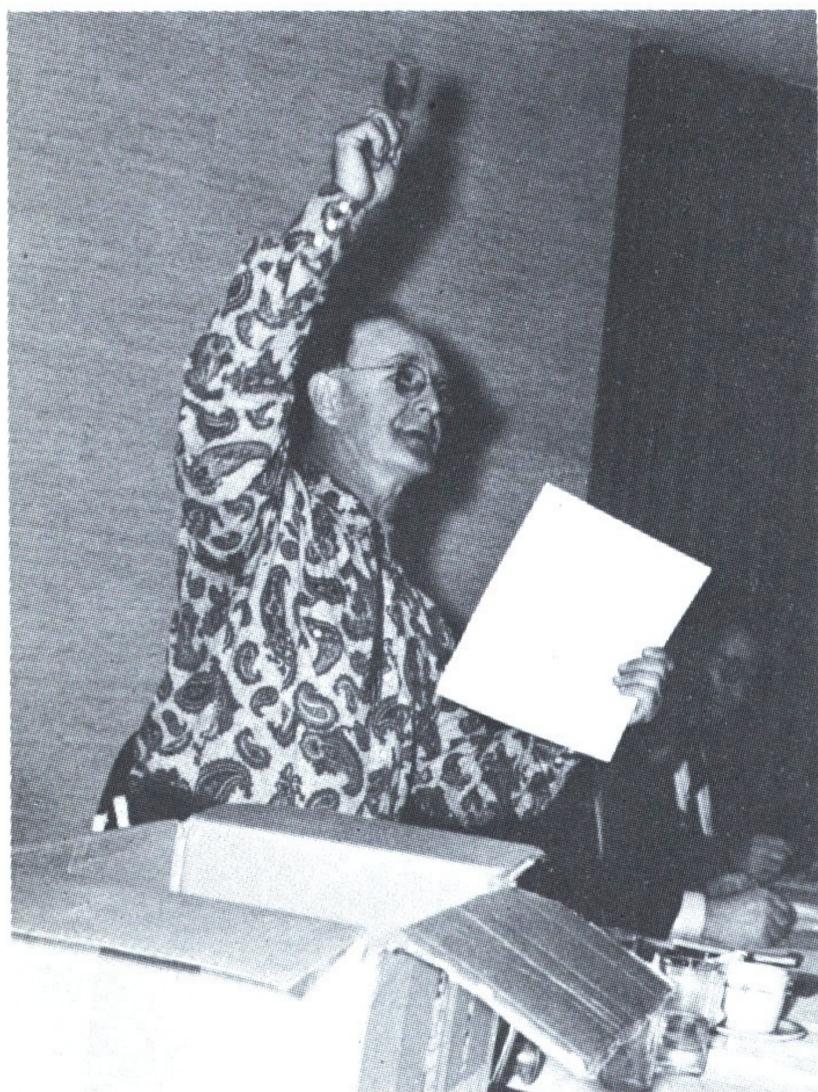
## Wisconsin Auctioneers Association

President: LeRoy T. Leske, Berlin  
Secretary: Robert Brandau, Wilton

# New Hampshire Meeting Draws 90% Attendance

The Fall Meeting of the New Hampshire Auctioneers Association was held at the Holiday Inn in Manchester. Present were 90% of the members, plus many guests and several auctioneers who were later voted in as members.

Ray Aldrich, President, led the meeting, where from the treasurer's and secretary's report, it was revealed the NHAA is the largest and strongest it has been since its inception in 1954. He then presented certificates of recognition to Representative James Allen, and former NHAA President Harold Buckman, also a member of the General Court, for their efforts in assisting in the passage of a new auctioneers license law. This was to replace a very poor one which had been slipped in during the final days of the legislature some years ago—even to the extent that the speaker of the House



Col. George A. Martin, NAA and NHAA member, doing his thing, selling the box of auctioneer goodies donated by the Missouri Auction School to be sold for the benefit of the NAA Building Fund.

when called several weeks later did not even know it had been passed, much less the NHAA members.

Representative Allen spoke briefly on the bill, citing how it had the full support of the Secretary of State from its inception, and would assist in stabilizing the issuing of licenses in the State. Mr. Buckman spoke likewise, and announced that the Governor had just appointed former NHAA President Ed Stevens as Chairman of the Auctioneers Licensing Board, and himself, Mr. Buckman as another member. At this writing the third member had not been chosen.

The law, in effect, provides for a \$75 annual fee from out of state residents, plus the posting of a \$5,000 bond—also it will be issued at the discretion of the Board to persons who must qualify from experience as auctioneers—and also on a reciprocal basis to auctioneers whose States issue like licenses which will permit New Hampshire auctioneers to auction anywhere in their State with a State license. NH resident auctioneers must pay a \$50 license fee, plus post a \$1,000 bond.

The new law is in effect so far as the issuing of new licenses is concerned. Those issued to out of state auctioneers are invalidated as of their expiration date of May 31, 1970. At that time, new applications must be filed with the Secretary of State, State House, Concord, New Hampshire 03301, and they will be considered as new applications under the new law. In effect, there is no Grandfather's clause in the new law—as of next May 31, all licenses are invalid, and all licensees, resident and non-resident alike, must file new applications. All presently licensed auctioneers will receive notice of same in the mail from the Secretary's office before that time. Others who wish to apply at this time, should write his office for a copy of the new law.

*IN UNITY THERE IS STRENGTH*



At left is Rep. James Allen of Cheshire, sponsor of the new NH auctioneers law which was passed with the aid of another member of the General Court and former NHAA President, Harold Buckman. Standing at center, is Ray Aldrich, President of the NHAA who made presentation of certificates to both men for a job well done.

The NHAA has gone on record as intending to assist in policing this law, as all its members comply with licensing and bonding, and will assist the Secretary of State in determining that all other auctioneers who come into the State to auction shall do likewise. It is possible for an out of state auctioneer to hire a duly licensed auctioneer, either resident or non-resident, to sell under his license and flag. The Secretary of State of NH as with those in neighboring States will not supply lists of licensed auctioneers to those who write in requesting them. The Secretary of the NHAA is able to send a list of its members to those who might request it—which comprises about 90% of the active resident auctioneers. His address is listed at the rear pages of this magazine.

At the conclusion of the meeting, Col. George A. Martin, the Yankee Auctioneer, member of both the NAA and NHAA auctioned off a carton of auctioneers supplies which had been donated by the Missouri Auction School with half the proceeds to go to the building fund for the NHAA. The total amount raised was \$92.75, \$46.50 of which was sent to the National Auctioneers Association.

## Jersey Bull Brings \$34,500 Record Price

New records were established on November 17 and 18 at Sunbeam Farms, Cherryville, North Carolina, when they dispersed their herd of registered Jerseys.

Sixty-two buyers from 14 states, plus Canada and Japan, paid a total of \$228,065 for an average of \$633.51 on 360 head. This is the highest gross dollars for a single Jersey dispersal and the highest average for an offering of this number.

Sunbeam Craftsman, an Excellent, 5-year-old, plus proven bull topped the sale at \$34,500, the highest price on record for a U. S. bred Jersey bull sold in a dispersal sale. He was purchased by N. A. L. Affiliated Breeders, Tiffin, Ohio.

Second high in the sale was the 3-year-old bull, Fanjet of Sunbeam. He sold for \$9,700 to a syndicate of eight breeders from five states.

Top female of the sale at \$2,600 was Fashions Fernette, an 11-year-old Excellent cow with a top record of 23,720 lbs. milk and 1,170 lbs. fat. She was purchased by Charles McGinnis, manager of Sunbeam Farms, to join his new herd.

## Real Estate Auction

Two pieces of city real estate in Parkersburg, West Virginia, were sold at auction, November 20, for a total of \$49,100. One parcel had a 123 foot frontage and the other had 130 feet. City streets were on either end of the parcels with the average depth being approximately 360 feet.

Jim McCutcheon, NAA member of Parkersburg, was the auctioneer.



If men paid as much attention to their own figures as they do those of the ladies, this country would be in a lot better shape.

—Walter Carlson



**MISSOURI AUCTION SCHOOL**

*Front Row Left to Right:* Norman J. Rosin, Canada; Harry W. Fisher, Pennsylvania; Paul W. Calkins, New York; Dean Cates, Instructor, Missouri; Richard W. Dewees, President, Missouri; Boyd Michael, Registrar, Missouri; Delbert Winchester, Instructor, Oklahoma; Ann Shelton, School Secretary, Missouri; Jack Stolman, New Jersey.

*Second Row Left to Right:* Thomas R. Moss, Missouri; Alva Moore, Missouri; Darrell Gartrell, Ohio; Steve Haile, Missouri; Omer Skaggs, Oklahoma; Dan S. Baldwin, Arkansas; Wendell Christopher, South Carolina; Rex Fleming, Illinois; Delbert Avery, Missouri.

*Third Row Left to Right:* Dale A. Adix, Iowa; Vearl A. Cox, Indiana; Dean Harper, Illinois; Darrell G. Smith, Iowa; Shelton F. Good, Illinois; Charles R. Barber, New Hampshire; Charles B. Hunsinger, Oklahoma; Billy J. Chambers, Georgia.

*Fourth Row Left to Right:* Carl R. Bowen, South Carolina, Carl G. Adams, Missouri; Jack W. Hughs, Missouri; Ronald J. Tatum, Oklahoma; Carl A. Mitchem, Missouri; Tom Baier, Ohio; Bob Rhudy, Maryland; Greg Bowen, Indiana; Wayne Reese, Ohio.

**KANSAS CITY, MISSOURI**

**CLASS OF DECEMBER, 1969**

## Paintings In Demand At Sotheby's Auction

LONDON—A painting of three ballet dancers by the French artist, Edgar Degas, sold for \$288,000 to Dr. Armand Hammer, president of the Occidental Petroleum Company of Los Angeles.

The painting, entitled "Les Trois Dansuses Jupes Jaunes" was sold at Sotheby's auction house to a representative of Hammer.

Another Degas painting showing a single dancer holding a fan was sold to an English collector for \$168,000.

The Perls Gallery of America paid \$106,000 for a 1928 abstract by Russian-born Marc Chagall.

In a separate sale at Sotheby's a New York dealer and collector, H. P. Krause, paid \$45,000 for a parchment will in Anglo-Saxon written around the year 990.

AT  
OHIO UNIVERSITY  
Lancaster, Ohio, Branch

### The KNOTTS SCHOOL of AUCTIONEERING

will soon conduct a series of evening classes, for information write our home office at once.

KNOTTS SCHOOL  
OF AUCTIONEERING  
1163 Second Avenue  
Gallipolis, Ohio



## Promotional Items

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

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

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

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

All Items Sent Postpaid

Send your order with remittance to

**THE AUCTIONEER**

3277 Holdrege St., Lincoln, Nebraska 68503

# It's Old Stuff

By Dave Kessler

## Glass Canning Jars

Canning jars have won a promotion from their place on a shelf down in the basement up to prominent display in the living room.

The invention of freezers threatened the very existence of canning jars as housewives quit canning in favor of freezing their supply of fruits and vegetables for the winter. It appeared that the next trip up from the basement for the old glass jars would occur when they were to be hauled to the dump.

However, it was at this time that "fate" and some antiques enthusiast stepped in. Probably realizing that these jars had played a role of significance in feeding young America helped lead to the discovery as one of the "new antiques."

Their value as colorful decorating accessories was quickly recognized and soon the new hobby of collecting glass canning jars was born.

These jars come in different varieties and most collectors attempt to acquire them in categories with sealing wax lids, screw top jars and those with wire closing devices.

The color of the jar is a good indicator of its rank as a collector's item and its value.

The aqua or light green jars were made in large quantity in all three of the above categories. Although these are the ones in greatest supply, the last of the sealing wax and the first of the screw tops—Mason's 1858—are significant in this category.

The amber or dark brown canning jars, such as the one pictured, are of the highest value among the jars that are easily found. The "Globe" and the "Lightning" jars are two of the highlights in this field and they are selling from \$12 to \$20 at this time.



This amber canning jar was patented by "Globe" May 25, 1866. Bright blue, dark green and deep purple ones are more rare.

The rarest jars that are of the highest value are those of bright blue, dark green and deep purple glass. Jars of milk glass in both white and black are also top collector's items.

Most clear glass jars are not of any

*IN UNITY THERE IS STRENGTH*

unusual value although certain of them have manganese in their chemical make-up. Those containing manganese will turn a light amethyst when given a long exposure to the ultraviolet rays of the sun.

Housewives might enjoy making this experiment by setting your clear jars in a window that catches the bright sun. A few months of this exposure gives them a beautiful color and certainly increases their value for collecting or decorating purposes.



ZIP CODE 22901 AREA CODE 703  
WRITE General Material & Brochures

## NATIONAL AUCTION INSTITUTE

P.O. Drawer B  
Bryan, Tex. 77801

**The School of Distinction**

## SUPERIOR SCHOOL OF AUCTIONEERING

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

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



**A Thirty Man Class receives bid calling instructions.**

*Your Posterior end won't be numb, but your head and heart will be in the Auction business, at*

## WESTERN COLLEGE OF AUCTIONEERING

In a two week term, equal to College Semester in hours used.

You will be on your feet for 60 some hours of bid calling practice.

14 Instructors assist you.  
Night and Day.

All classes limited to thirty men. You are an individual here, not a number. Diploma issued if you qualify.

We do not need more Auction Schools, but more Qualified Auctioneers. Tuition is based on what we can do for you. Tuition, including room and board, is \$350.00. Compare to a College semester, and realize you can make money after one term here.

WRITE TODAY, TO

## Western College of Auctioneering

Box 1458, Billings, Montana (Established 1948)



# THE **auctioneer** **Booster Club**

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

## **ALABAMA**

Col. J. M. Casey—Albertville  
Col. Ed T. Hyde—Talladega  
Col. J. P. King—Gadsden  
Col. M. S. Pennington—Huntsville  
Col. Freeman Smith—Bryant

## **ARIZONA**

Col. Orville Laughlin—Phoenix  
Col. Leroy Longberry—Phoenix  
Col. Lorenz (Larry) Wellman—Mesa

## **ARKANSAS**

Col. B. J. Barnett—Little Rock  
Col. Leon Brinkley—Paragould  
Col. Harrison L. Casto—West Memphis  
Col. J. W. "Bill" Fogg—Mountain Home  
Col. R. E. Harris—Fayetteville  
Col. Bill Holtby—Harrison  
Col. Bob Holtby—Harrison  
Col. A. A. Johnson—Jonesboro  
Col. Ira N. Johnson—Mulberry  
Col. Paul Robbins—Manila  
Col. Bud Robinson—Pine Bluff  
Col. B. R. Tucker—Little Rock  
Col. John R. Tucker—Little Rock  
Col. Glenn Vaught—N. Little Rock  
Col. Fred Williams—Hot Springs  
Col. James E. Wilson—Hot Springs  
Col. Brady L. Wooley—Little Rock

## **CALIFORNIA**

Col. Cliff Batchelder—San Francisco  
Col. Murl Bernard—Riverside

Col. Sanford J. Blau—San Bernardino  
Col. David Botello—Inglewood  
Col. Jim Buderus—Scotts Valley  
Col. Linville Burleson—Paramount  
Col. Tom Caldwell—Ontario  
Col. Keith Cullum—Pomona  
Col. Ken Cullum—Pomona  
Col. Marsh Dozar—Los Angeles  
Col. Melvin H. Ellis—Napa  
Col. Michael Hoch—San Bernardino  
Col. James Gibson—Hayward  
Col. W. C. "Bill" Gier—Los Molinos  
Col. Harold Henry—Rosemead  
Col. Douglas J. Holmberg—Mojave  
Col. Frank Hollenbeck II—Pacifica  
Col. Rudy Larkin—W. Covina  
Col. James Martin—Elk Grove  
Col. Harold Massey—Woodland  
Col. Wally Plueger—Long Beach  
Col. Ray Roberson—Napa  
Col. Morris Schwartz—Hollywood  
Col. Otto Seeberger—San Diego  
Col. Eugene D. Smith—Bakersfield  
Col. D. L. "Slim" Sowder—Venice  
Col. R. E. "Bob" Stanley—Corona  
Col. Harold Talley—Rialto  
Col. William Tutt—Red Bluff

## **COLORADO**

Col. Ernie Austin—Greeley  
Col. Fred H. Baldwin—Denver  
Col. Robert Beck—Ft. Collins  
Col. David Brown—Holyoke  
Col. Keith Brown—Grand Junction  
Col. Robert L. Cross—Ft. Collins  
Col. Charles Cumberlin—Greeley  
Col. Jack Dunn—Ft. Collins

Col. Ed Gibson—Denver  
 Col. Emmett L. Harbour—Denver  
 Col. Harland Harrington—Greeley  
 Col. Fred Harvey—Denver  
 Col. Herman W. Hauschildt—Denver  
 Col. Dick Heberlin—Burlington  
 Col. Cookie Lockhart—Denver  
 Col. Si Lockhart—Steamboat Springs  
 Col. Byron E. Mangan—Berthoud  
 Col. R. W. Oversteg—Delta  
 Col. Thomas L. Peach—Eagle  
 Col. C. E. Ken Reed—Ft. Morgan  
 Col. Earl Reynolds—Cedaredge  
 Col. E. W. Robbins—Gunnison  
 Col. Howard Roland—Grand Junction  
 Col. E. W. Fritz Rundell—Salida  
 Col. J. Lee Sears—Ft. Lupton  
 Col. Howard Shults—Lakewood  
 Col. Reuben J. Stroh—Loveland  
 Col. E. W. Van Berg—Sterling  
 Col. R. L. “Bob” Webb—Loveland  
 Col. Troil Welton—Wray  
 Col. Lyle D. Woodward—Denver  
**CONNECTICUT**  
 Col. Tolbert A. Breed—Windsor  
 Col. C. R. Cone, Jr.—N. Franklin  
 Col. Milton R. Crosby—Sharon  
 Col. Robert F. Gemme—Hartford  
 Col. Steve Koltuniak—Canton  
 Col. Joseph Pari—Hamden  
 Col. Richard K. Mather—Granby  
 Col. Wesley Sager, Jr.—Trumbull  
 Col. William C. Shine—Kensington  
 Col. Al Tirella—Hartford  
**DELAWARE**  
 Col. Crawford Carroll—Dover  
 Col. Riley Jefferson—Lincoln  
**DISTRICT OF COLUMBIA**  
 Col. Benjamin E. Weschler  
 —Washington  
 Col. William P. Weschler  
 —Washington  
**FLORIDA**  
 Col. R. E. Baxla—Lakeland  
 Col. R. K. Beebe—W. Palm Beach  
 Col. Robert Bishop—So. Daytona

Blvd. Auction Bazaar—Sarasota  
 Col. Robert D. Cooper—Sarasota  
 Col. Wendell H. Cooper—Bradenton  
 Col. Lewis C. Dell—Sanford  
 Col. James R. Heater—Sarasota  
 Col. Martin E. Higgenbotham—Lakeland  
 Col. Jim Hill—Daytona Beach  
 Col. Sidney P. Hough, Tallahassee  
 Col. Bernard Jellema—Pompano Beach  
 Col. Jerry W. Kemp—Winter Park  
 Col. J. R. Koske—Palm Bay  
 Col. Thomas A. Scarance, Miami  
 Col. Joseph F. Sedmera—Lakeland  
 Col. Vince Simmons—Lakeland  
 Col. Donald J. Smith—Largo  
 Col. P. Frank Stuart—St. Petersburg  
**GEORGIA**  
 Col. Jim Bennett—Waycross  
 Col. George E. Collins—Decatur  
 Col. Joe Ellis—Moultrie  
 Col. George D. Hand—Atlanta  
 Col. Watson Reynolds—Ellenwood  
 Col. R. A. Waldrep—Gainesville  
**HAWAII**  
 Col. Louis L. Stambler—Honolulu  
**IDAHO**  
 Col. Jim Messersmith—Jerome  
 Col. Si Williams—Caldwell  
**ILLINOIS**  
 American Auction Associates—Chicago  
 Col. Ralph H. Bain—Grayslake  
 Col. H. S. Beeney—Peoria  
 Edward Bilbruck, Inc.—Chicago  
 Col. Franklin E. Bohn—Elkhart  
 Col. Wes Chapman—Seneca  
 Col. Gordon Clingan—Danville  
 Col. Jim Clingan—Collison  
 Col. George W. Cravens—Williamsville  
 Col. M. A. “Milt” Cully—Des Plaines  
 Col. Dale Danner—Glenview  
 Col. Dan Danner—Glenview  
 Col. Timothy Danner—Glenview  
 Col. John H. Dieken—Pecatonica  
 Col. W. P. “Bud” Drake—Decatur  
 Dunning’s Auction Service—Elgin  
 Col. William L. Gaule—Chatham

Col. Michael M. Gordon—Chicago  
 Col. O. W. Hadley—Lake Zurich  
 Col. Phil Hanson—Rockford  
 Col. Claude Harmon—Momence  
 Col. Marcellus Hartman—Waterloo  
 Col. Marvin Haycraft—Wapella  
 Col. Lane R. Hyett—Aledo  
 Col. J. C. Kornbrust—E. Moline  
 Col. A. R. McGowen—Palos Heights  
 Col. William Magee—O'Fallon  
 Col. J. Hughey Martin—Colchester  
 Col. W. Virge Meador—Fairfield  
 Col. John Modica—Chicago  
 Col. Michael Modica—Chicago  
 Col. Richard H. Nelson—Belvidere  
 Col. J. H. Oberwise—W. Chicago  
 Col. John O'Fallon—Hartford  
 Col. Lyle Paddick & Son—Oblong  
 Col. Frank Pelate—Dupo  
 Col. Melvin R. Penning—Forreston  
 Col. Fred G. Quick—Aurora  
 Col. Keith Reid—Albion  
 Col. Norman Roth—E. Peoria  
 Col. Orison R. Seibert—Belleville  
 Col. Fred H. Schneider—Yorkville  
 Col. Carl Steck—Maquon  
 Col. J. H. Swanson—Sandwich  
 Col. Tom Thomas—Sandwich  
**INDIANA**  
 Col. John E. Anderson—Lafayette  
 Col. Jim Bayman—So. Whitley  
 Col. James A. Buckley—Shelbyville  
 Col. Ray Clark—Dyer  
 Col. G. W. Croddy—Madison  
 Col. John W. Doane—Mt. Vernon  
 Col. T. M. Dunlevy—Jeffersonville  
 Ellenberger Bros.—Bluffton  
 Col. Leo Grindley—Ft. Wayne  
 Col. Bob L. Harrison—Monticello  
 Col. M. Henry Leffler—Marion  
 Col. Cecil Meier—Hanover  
 Col. Amon H. Miller—Evansville  
 Col. Marley E. Neal—Mooreville  
 Col. C. Eugene Phillips  
     Indianapolis  
 Col. L. W. "Bill" Porter—Brownsburg

Col. Walter G. Price—Indianapolis  
 Col. Earl Ray—Tangier  
 Col. M. W. Reavis—Bloomington  
 Reppert School of Auctioneering  
     —Decatur  
 Col. Meredith Richwine—Brownsburg  
 Rossville Auction Exchange—Rossville  
 Col. Romaine Sherman—Goshen  
 Col. Noble Stokes, Jr.—Hagerstown  
 Col. Paul Taylor—Mariah Hill  
**IOWA**  
 Col. Loren Albrecht—Wall Lake  
 Col. Bill D. Gold—Hamburg  
 Col. Roy Johnson—Buffalo Center  
 Col. Cliff McCarville—Carroll  
 Col. James J. Nebel—Imogene  
 Col. Paul A. Pauley—Harlan  
**KANSAS**  
 Col. Mildred Alexander—Kansas City  
 Col. E. R. Harrison—Norton  
 Col. Everett L. Holland—Kansas City  
 Col. Jack D. Sheets—Wellington  
**KENTUCKY**  
 Col. Adrian Atherton—Hodgenville  
 Col. E. E. Bach—Campton  
 Col. David W. Bailey—Glasgow  
 Col. James O. Briggs—Stanton  
 Carter Realty & Auction Co.—Scottsville  
 Col. Jack Colson—Ledbetter  
 Col. Wayne Kessler—Campbellsville  
 Col. C. Roger Lewis—Morehead  
 Magers Realty & Auction Service  
     —Elizabethtown  
 Col. John P. O'Connor—Owensboro  
 Col. Joel Sullivan—Benton  
 Col. Ray E. Wright—Ashland  
**LOUISIANA**  
 Col. Bob Strange—Shreveport  
 Col. Valery C. Watts—Livingston  
**MAINE**  
 Col. R. I. "Razor" Crosman—Corinna  
 Col. Gardner R. Morrill—Harrison  
 Col. George Morrill—Harrison  
**MARYLAND**  
 Col. R. C. Burkheimer—Elkton  
 Col. Robert H. Campbell—Annapolis

Col. S. Braden King—Boonsboro  
E. T. Newell & Co.—Baltimore  
Col. Jack Reedy—Hampstead  
Col. Homer Snyder—Hampstead  
MASSACHUSETTS  
Col. Henry A. Berman—Worcester  
Col. Stephen D. Cardelli—Byfield  
Col. Robert Chaffee—Monson  
Col. Oliver G. Chase—Plainville  
Col. Norman L. Chagnon—Worcester  
Col. Phil Goldstein—Boston  
Col. Abe Levin—Fitchburg  
Col. Frank “Honest Chuck” Onischuk  
—Westminster

Col. Leonard Sheinfeld—Boston  
MICHIGAN

Col. Gary Alexander—Flint  
Col. Elwyn Bentley—Fenton  
Col. Jim Brannan—Boyne City  
Col. Billy C. Butts—Benton Harbor  
Col. Jerry Crain—Howell  
Col. Marvin Freeze—Niles  
Col. John M. Glassman—Eau Claire  
Col. Freeman F. Glenn—Port Huron  
Col. Marlan Grubbs—Grand Rapids  
Col. Bob Handrich—Fairview  
Col. Fred Hullett—Detroit  
Col. Robert McIntyre—Niles  
Nelson’s Auction School—Detroit  
Col. David A. Norton—Coldwater  
Col. Sherry Olin—Sparta  
Col. William Podell—Grand Rapids

MINNESOTA

Col. Roy Hill—Anoka  
Col. Clyde Russell—Caledonia  
Col. Tom Sparks—St. Joseph  
Col. Robert J. Wellman—Decatur  
Col. Arthur Whitman—Medford  
Col. Garth Wilber—Bronson  
Col. Mike Young—St. Joseph

MISSISSIPPI

Col. Toxey T. Fortinberry—Water Valley  
Col. S. E. Gelvin—Tunica  
Col. Lew Henderson—Gulfport

MISSOURI

Col. Ken Barnicle—Ellisville

Col. G. A. Berger—Columbia  
Col. Quinton Daehler—Mayview  
Col. Otis J. Hawthorne—St. Louis  
Col. Buster Hewkin—Cuba  
Col. C. W. Jones—Glasgow  
Missouri Auction School—Kansas City  
Col. Jerry D. Popplewell—Amity  
Col. Roy Slayton—Gladstone  
Col. Jack White—Eldon

MONTANA

Col. Walter A. Brandt—Great Falls  
Col. Earl W. Kinney—Billings  
Col. Carl O. Westermark—Shelby

NEBRASKA

Col. E. A. Camfield—North Platte  
Col. Mack P. Cosgrove—Omaha  
Col. W. V. “Bus” Emrich—Norfolk  
Col. Dean Fleming—Atkinson  
Col. Rod Gillespie—North Platte  
Col. John W. Heist—Beatrice  
Col. Russell E. Lydiatt—Ashland  
Col. Grant R. Phillips—Wallace  
Col. Jim Walker—Omaha  
Col. Don Werner—Thedford  
Col. Gary Woodring—Omaha  
Col. Rex Young—Plattsmouth  
Col. Don Zicht—Norfolk

NEVADA

Col. Robert Boyd—Reno

NEW HAMPSHIRE

Col. Victor A. Garrison—Exeter  
Col. William Handley—Manchester  
Col. Ray Houle—Center Conway  
Col. U. Eric Johnson—Manchester  
Col. Merle D. Straw, Jr.—Seabrook  
Col. Edward G. Stevens—Rindge  
Col. Paul W. Lawton—Chesterfield  
Col. Robert Zanes—Laconia

NEW JERSEY

Col. Edward F. Barber—Williamstown  
Col. Roy Brooks III—Sewell  
Col. Fred R. Daniel—Neshanic Station  
Col. Ralph S. Day—Leonia  
Col. William S. Day—Mendham  
Col. James Fawcett—Dumont  
Col. Elwood Heller—Somerville

Col. Esler Heller—New Egypt  
Col. James Hess—New Egypt  
Col. Harold B. Jeffcott—Vincentown  
Col. Bob Koty—Milford  
Col. Harvey W. Lee—Salem  
Col. Helen Mylow—Midland Park  
Col. Gerald Sterling—Berkeley Heights  
Col. George F. VanDeree—Pompton Plains

#### NEW MEXICO

Col. Elmer Bunker—Albuquerque  
Col. Monroe Goree—Roswell  
Col. James Priest—Clovis  
The New Mexico Auctioneers  
—Albuquerque  
Col. John A. Overton  
Col. Paul Rector  
Col. Kenneth Schnoor  
Col. Horace Woodburn—Mesilla Park  
Col. Earl Youngren—Las Cruces

#### NEW YORK

Col. Roy Abbey—Angola  
Col. Christopher Adams—Stony Brook  
Col. Raymond Allen—Niverville  
Col. Tim Anspach—Albany  
Col. Richard W. Bronstein—Amherst  
Col. Paul W. Calkins—Peru  
Col. Clarence Foss—South Wales  
Col. Robert J. Gallow—Bronx  
Col. Dorothy Knapp—W. Nyack  
Col. Marshall W. Lashway—Peru  
Col. C. Prescott Lunt, Sr.—Ontario  
Col. Bernard G. Lusk—Rochester  
Col. George K. Lusk—Rochester  
Col. Donald W. Maloney—Syracuse  
Col. William Maloney—Syracuse  
Col. Melvin J. Manasse—Whitney Point  
Col. Donald Martin—Ballston Spa  
Col. Crawford McFetridge—Penn Yan  
Col. Doyt McGinnis—Nedrow  
Col. William A. Moran—New York City  
Col. Pete Murray—Ballston Lake  
Col. Jack B. Perry—Wilson  
Col. Ronald Reed—Sherman  
Col. Kenneth M. Rice—Hamburg  
Col. Harold Spoor—Baldwinsville  
Col. David H. Tracy—Pavilion

Col. Richard C. Tracy—Dansville  
Col. Lee Viningre—Grahamsville  
Col. William Vosburgh—Fonda  
Col. Morris Weinstein—Middletown  
Col. Sidney White—New York City  
Col. Harris Wilcox—Bergin

#### NORTH CAROLINA

Col. Jackie Ball—Marshall  
Col. Neil Bolton—Winston-Salem  
Col. E. Brooks Harris—Henderson  
Col. C. D. Carpenter—Conover  
Col. George K. Dukes—Winston-Salem  
Col. Clinton Garner—Denton  
Col. Johnny Godley—Charlotte  
Col. E. Brooks Harris—Henderson  
Col. Homer E. Harden—Greensboro  
Col. J. Martin Haywood—Rockingham  
Col. Ben G. Hoffmeyer—Charlotte  
Col. Turner Kees—Hickory  
Col. W. Craig Lawing—Charlotte  
Col. Forrest A. Mendenhall  
—High Point  
Col. A. T. Morris—Durham  
Col. James E. Mozeley—Charlotte  
Col. Wm. C. Scoggins, Jr.—Mt. Ulla  
Col. Hugh Simpson—Union Mills  
Col. Johnnie Sutton—Salisbury  
Col. Kenneth W. Teague—Burlington  
Col. H. M. Watson—Walkerton

#### NORTH DAKOTA

Col. Norman Aldinger—Cleveland  
Col. Larry Hubbard—Mandan  
Col. Lester Lein—Harvey  
Col. Bob Penfield—Bowman  
Col. Willard Schnell—Dickinson  
Col. Robert Steffes—Arthur  
OHIO  
Darbyshire & Associates, Inc.,  
—Wilmington  
Col. Chris B. Dawson—Waverly  
Col. Tom Deaton—Lebanon  
Col. Donald R. Florea—Milford  
Col. Herman L. Hart—Bristolville  
Hunter-Mayhugh Realty Co.—Hillsboro  
Col. Gynelle M. Jones—Franklin  
Col. Harry W. Kerns—Urbana

Col. Richard T. Kiko—Canton  
Col. Gene A. Klinect—Wellington  
Knotts Auction School—Gallipolis  
Col. O. L. Lansaw—Middletown  
Leaning Pine Auction Co.—West Milton  
Col. Mearl Maidment—Bowling Green  
Col. James A. Marlowe, Sr.—Warren  
Col. Harley O'Day—Columbus  
Col. George Roman—Canfield  
Col. Dean C. Smith—Marietta  
Col. Don Standen—N. Ridgeville  
Col. Steve Steinmetz—Springfield  
Col. Ralph VanderVlucht—Perrysburg

#### OKLAHOMA

Col. Cecil Abernathy—Oklahoma City  
Col. Lewis W. Campbell—Wyandotte  
Col. V. K. Crowell—Oklahoma City  
Col. Orval Free—McAlester  
Col. R. C. Hinkle—Oklahoma City  
Col. Clyde Jones—Alva  
Col. Jerry Kudlac—Yukon  
Col. Jim Richards—Spencer  
Col. F. E. Springer—Red Oak  
Col. R. B. Thompson—Ralston  
Col. Ed Vierheller—Claremore

#### OREGON

Col. Roger Baker—Ontario  
Col. Harold E. Ball—Portland  
Col. Orland J. Brenner—Medford  
Col. Donald Heffelfinger—Portland  
Col. Donald F. Kennedy—Portland  
Col. Edgar Lane—West Linn  
Col. Larry Lewin—Salem  
Col. Virgil R. Madsen—Junction City  
Col. Harold W. Morris—McMinnville  
Col. C. A. Morrison—Grants Pass  
Col. Virgil Munion—Roseburg  
Col. Lynn Walters—Clackamas  
Col. Forrest Witthar—Portland  
Col. Melvin Wood—Roseberg

#### PENNSYLVANIA

Q. R. Chaffee & Son—Towanda  
Col. H. L. Frye—Pleasant Unity  
Col. Jacob A. Gilbert—Wrightsville  
Col. Ralph W. Horst—Marion  
Col. Wylie S. Rittenhouse—Uniontown

#### RHODE ISLAND

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

#### SOUTH CAROLINA

Col. Lloyd Meekins—Dillon  
Col. George P. Pechilis—Columbia  
Col. J. L. Pinckney—Orangeburg

#### SOUTH DAKOTA

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

#### TENNESSEE

Col. Rubert Ainley—Dukedom  
Col. Richard W. Bethea—Chattanooga  
Col. David O. Hardin—Greenville  
Col. J. Robert Hood—Lawrenceburg

#### TEXAS

Adams & Adams Auction Service

—Corpus Christi

Col. Dudley Althaus—Fredericksburg  
Col. Walter S. Britten—Bryan  
Col. Dub Bryant—Big Spring  
Col. Arthur L. Bunnell—Marble Falls  
Col. Phil Bunnell—Marble Falls  
Col. Paul Gaston—Irving  
Col. Grover Howell—Dallas  
Col. Henry A. Ismonde—Houston  
Col. B. W. Jett—Ft. Worth  
J. O. Lawlis & Associates—Houston  
Col. Donald E. Muirhead—Ennis  
Col. Jack V. Ogle—Greenville  
Col. David M. Sims—Houston  
Col. R. J. Smith—Royse City  
Col. Henry R. Story—Brownwood  
Col. E. W. Strahan—Houston  
Col. W. J. Wendelin—Henderson  
Col. John W. Wilson—Amarillo

#### VERMONT

Col. Walter Flatow—Waterbury Center

#### VIRGINIA

Col. C. W. "Buck" Bayne—Covington  
Col. William Bozarth—Gloucester  
Col. D. E. Bumpass, Jr.—Mineral  
Col. Willie T. Catlett—Lynchburg  
Col. H. H. Chambers—Rice  
Col. Richard Cox—Orange

Col. Harold Entsminger, Jr.—Roanoke  
Col. Morris F. Fannon—Pennington Gap  
Col. Harry D. Francis—Max Meadows  
Col. David H. Gladstone—Norfolk  
Col. C. D. Jordan—Bassett  
Col. O. D. Jordan—Martinsville  
Col. Melvin Lacey—Dry Fork  
Lackey-Saunders Co.—Hampton  
Col. Jack Peoples—Chesapeake  
Col. Dick Price—McLean  
Col. Tom W. Reese—Remington  
Col. Maury Riganto—Norfolk  
Col. Norman W. Rowland—Hampton  
Col. J. E. Sutphin—Newport  
Tull Realty & Auction Co.

—Annandale

Col. J. D. Vaughn—Keysville  
Col. Roy Wheeler—Charlottesville  
WASHINGTON

Col. Ray S. Brock—Pasco  
Col. Juel L. Burling—Lynnwood  
Col. Elmer L. Burnham—Thornton  
Col. Bud Chapman—Seattle  
Col. Bob Etherton—Seattle  
Col. Al Gay—Seattle  
Col. Robert F. Losey, Sr.—Renton  
Col. Orville Sherlock—Walla Walla  
Col. Hank Summers—Seattle  
Col. Wes Wendt—Granger

#### WEST VIRGINIA

Col. Jim Alvis, Jr.—Rupert  
Col. Wilbur S. Brock—New Haven  
Col. Ronald Dempsey—Anstead  
Col. O. B. Harris—Beckley  
Col. Edward Landfield—Ripley  
Col. James McCutcheon—Parkersburg  
Col. A. G. “Dick” Miller—Ceredo  
Col. Robert S. Michael—Morgantown  
Col. Robert D. Moore—Parkersburg  
Col. B. G. Park—Paden City  
Col. Bill Sheets—Buckhannon  
Col. R. C. “Rick” Woodard  
—Huntington

Col. Rodney Woods—West Liberty  
WISCONSIN

Col. Lester M. Bue—Beloit

Col. Earl F. Clauer—Mineral Point  
Col. James L. DeQuardo—Hubertus  
Col. John Freund—Omro  
Col. Harold Gavin—Baraboo  
Col. Fred C. Gerlach—Brookfield  
Col. Dean George—Evansville  
Col. Paul George—Evansville  
Col. W. C. Heise—Oconto  
Col. Walter Nowatske—Mukwango  
Col. Williard Olson—Delavan  
Col. John Paffel—Comstock  
Col. Gerald Pearson—Plainfield  
Col. LeRoy Teske—Berlin  
Col. Howard Thompson—Evansville  
WYOMING

Col. Earl W. Conner—Kemmerer  
ELSEWHERE

Col. Charles Benavoy—Ottawa, Ont.  
Col. H. P. Higgins—Huntingdon,

Quebec

Col. Ross Kemp—Stratford, Ont.  
Ladies Auxiliary to the NAA



## Edsel ‘Dealership’ Has 10-Day Run

CLEVELAND—Cleveland’s newest dealership closed only 10 days after it was opened.

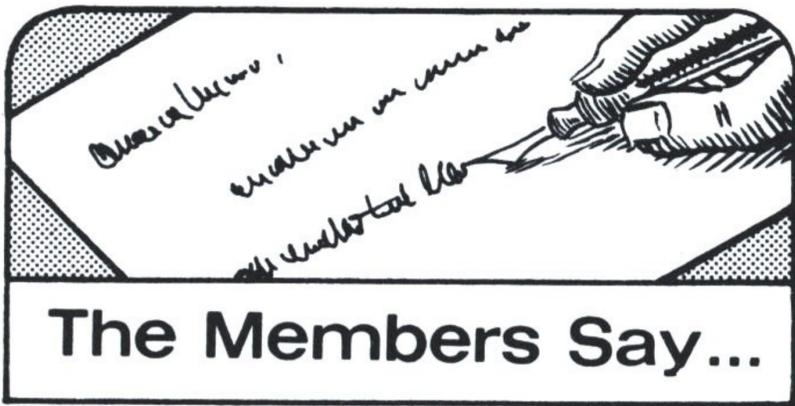
Called Mike Reineri’s Edsel Showroom, it offered nine Edsels of ’58-’59 vintage in the lobby of a closed theater. The cars were auctioned to raise funds for the United Appeal. Top bid was \$300.



### Telegram

“Mother,” the young man cried, “I was away for three days on a business trip. I sent a telegram to my wife I’d be home last night, and when I got there, I found her in another man’s arms. Why, Mother, why? You’re a woman—tell me why?”

After a moment of silence, the mother replied, “Maybe she didn’t get your telegram.”



Dear Col. Hart:

Just a few lines to let you know how much I appreciate The AUCTIONEER.

My wife and I have bought a new home in a neighboring town so we would like to receive it at our new address.

Thank you,  
**ROY S. BROOKS, III**  
 Sewell, New Jersey

Dear Bernie:

Last several issues of The AUCTIONEER have been real good. Hope this improvement can continue.

Do you have any rooms reserved for the Denver meeting? I plan to fly out Friday evening and will possibly stay until Monday.

I had a real good hunting trip to Montana this fall. Will try and write about it in a few days. Stopped at Penfields' on the way out and nearly didn't get to go hunting.

Sincerely,  
**RALPH W. HORST**  
 Marion, Pennsylvania

Dear Mr. Hart:

I'm enclosing \$40.00 check, \$10.00 for fees, \$5.00 for "Booster" page and \$25.00 for the Building Fund. I know it is not much, but I'm sure you can use every little bit. I'm sure our association will be kicking in some and I know I will have to assist on that, also. Good luck on your project.

Sincerely,  
**R. K. BEEBE**  
 West Palm Beach, Florida

Dear Bernie:

Sorry about overlooking my membership dues. I really enjoy receiving "The Auctioneer" and would not want to miss any issues.

Donna and I enjoyed the convention in Roanoke this year and are looking forward to the 1970 Convention to be held in Milwaukee. We came away this year with a lot of good ideas.

Sincerely,  
**HAROLD D. COLE**  
 Flint, Michigan

Dear Bernie:

Enclosed is \$10.00 for 1970 dues, also \$5.00 for "Booster" page, and \$10.00 for State Auctioneers Association. I want to say "thanks" to each one of the Staff of the Auctioneer for a good job well done. Would like to see more auctioneers names from Kentucky on the "Booster" page. Come on you guys, let's get off that No. 13 and move Kentucky up with some of the other states. It's going way too cheap, let's get more money. Always enjoy "Pop Hess" ponderings. We need a lot of auctioneers like Pop, he sure gives all auctioneers a boost.

Until Next Time

Sincerely,  
**JACK COLSON**  
 Ledbetter, Kentucky

Dear Mr. Hart:

Please find enclosed a money order for \$15.00, ten for dues and five dollars for my name on the "Booster" page. I think our Convention in Roanoke, Virginia, last July, was one of the best. Everything went tip-top. We will take our hat off to the auctioneers in Virginia for the wonderful spirit they showed all of us. Especially to Col. Morris Fannon for the way he conducted the Convention.

It was a real pleasure to stay at the Hotel Roanoke. I have attended conventions of different kinds from New

York to Florida, but never one where business was conducted more like business than this one. We will take our hats off to all the past presidents and our good friend, Col. Bernard Hart, for the wonderful job they have done in the past twenty years. Mr. Auctioneer, if you missed this convention, you missed one of the best. We are well pleased with our new President for the next year, and I am sure he has what it takes to keep us headed in the right direction.

Wish all the boys a Merry Christmas and a Happy New Year. Just keep your feet on the ground.

Yours truly,  
A. T. MORRIS  
Durham, North Carolina



## Gratiot Inn Hosts Its Last Guests

By GRACE CRIMMINS

PORT HURON, Mich.—The swan song of Gratiot Inn has been followed by the anvil chorus of the auctioneer's gavel. It's a "goodbye" tune. Goodbye, right down to the bare walls.

Hopeful buyers from all over the country gathered to bid on the contents of what was once called the resort paradise of Lake Huron. The huge dining room echoed with the sounds of milling people and the quick, impersonal tone of business-being-conducted.

The only evidence of past luxury were the gracefully-woven wicker and cane furnishings selected long ago by discerning owners who knew the mood of the gentry-at-leisure.

"People have a different idea of vacations, now," said one middle-aged matron who was looking over the piled furnishings. "They like things overstated, not understated."

"I stayed here once," volunteered an elderly man. "I had to share a bath."

Mrs. Lorene Hart attended the auction to get a good last look. She remembers Gratiot Inn in better days, in the "twenties," when as a child she spent summers there with her parents. "We came all the way from Atlanta, Georgia," she said. "We loved it. The food was good, and the beach was beautiful. We used to take an excursion boat to Cedar Point from here." She glanced around. "It's really outlived its time, don't you think?"

Out-of-towner Pat Stockwell had driven up to the Inn from Marine City. During the bidding he had purchased 231 chairs from the dining room. "Want to buy a few?" he asked.

Two ladies were sitting well away from the action. "A lot of it looks like junk to me," one remarked.

Mrs. Norman Knowlton and Mrs. William Ruhstorfer were waiting to see if the carpeting would go up on the block. "It'd be nice for a recreation room," they noted.

Antique dealers and restaurant owners abounded. Gratiot Inn had a staggering amount of equipment from grinders to glasses. A number of enormous punch bowls were being eyed by women who thought they would "be just in time for the holidays."

A local businessman was just watching. "I'll buy one of those huge iron frying pans if I get a chance," he said. He didn't feel he was wasting time. He was a salesman and he made four sales just standing around.

Business went on noisily as buyers hauled their purchases away. Slowly the room was being emptied. By Saturday evening, everything was expected to be gone.

It was to be the end of echoes for Gratiot Inn—at least until those final crashing sounds that are bound to come in the not-too-distant future.

Auctioneer Freeman F. Glenn, Port Huron, reported more than 2,000 people attended the auction which brought nearly \$25,000.

# Board Appointments

Col. Wayne Kessler, Campbellsville, Kentucky, was recently named to his second three year term on the Kentucky Board of Auctioneers. Adrian Atherton, Hodgenville, Kentucky, was also named to a three year term. The appointments were made by the Hon. Louie Nunn, Governor of Kentucky. Both appointees are former presidents of the Kentucky Auctioneers Association.

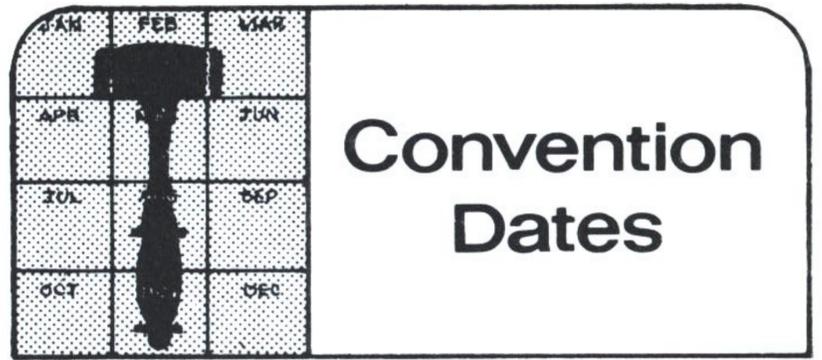


## KNOWS HER CROWS

Wife, angrily: "And I suppose you expect me to believe you came straight home from the office?"

Husband: "Sure did—just like the crow flies."

Wife: "Yes, so I see—stopping frequently for a little corn!"



- Jan. 9-10—Pennsylvania Auctioneers Assn., Penn-Harris Motor Inn, Harrisburg
- Jan. 10-11—Ohio Auctioneers Association, The Christopher Inn, Columbus
- April 12—Illinois State Auctioneers Association, Aledo
- May 3—Nebraska Auctioneers Association, The Villager Motel, Lincoln
- May 23-24—Kansas Auctioneers Association, Hutchinson
- June 5-6—Texas Auctioneers Association, Corpus Christi
- June 9-10—Wisconsin Auctioneers Association
- June 12-13—South Dakota Auctioneers Association, Aberdeen
- July 30-31 and Aug. 1—N. A. A. National Convention, Pfister Hotel, Milwaukee, Wisconsin

To Whom It May Concern:

It is unfortunate (but true) that we still have dishonest people with us at our auctions. Please read this notice carefully and perhaps we can avoid further thievery by the individuals that hit me on Saturday, November 22, 1969.

We had a 2-day auction of a very fine train collection where we used our so called paddle system. A woman registered with our registrar in the name of Catherine Dolan, of 310 East Rambo Street, Bridgeport, Pennsylvania. Our registrar asked to identify herself and she did with a Pennsylvania driver's license and the name and address checked out. She gave them No. 87. During the course of the sale, they purchased the 400E Lionel locomotive and tender (\$375.00), 392 Lionel locomotive and 3 Liberty Bell cars (\$315.00), 1 signal bridge (\$35.00) and 4 other small items that totaled \$15.00, a total of \$740.00.

At the close of the sale our cashier had an account receivable for this Number 87 thinking it was an error. We immediately called Mrs. Dolan at which time she told me her handbag was stolen September 9th with her driver's license, owner's card and other personal items in it. She has since received calls from various auctioneers informing her that these individuals bought in her name, identifying themselves with the same stolen identification used with us.

FELLOW AUCTIONEERS! Please make every effort possible to catch these unscrupulous individuals. The man I would guess to be in his late '40's or early '50's, approximately 5'9", weighing approximately 185 lbs., well dressed and seemingly has an eye for good merchandise. I will be pleased to accept a collect call that will help us to find these people.

Very truly yours,  
**SANFORD A. ALDERFER**  
 Harleysville, Pennsylvania

# Across The Country

BY BERNARD HART



“Grand Champ Steer Brings a Modest \$15,180 to Boy, 11” reads a three column head-line in the December 3 issue of the Chicago Tribune. The story that followed described the sale (by auction) of the Grand Champion Steer at the 1969 International Live Stock Show and Exposition.

Is it really true that in today's economy \$15,000 is a modest price for ONE STEER? Quoting further from the article: “Altho they didn't say much about it, Brad Linskog, 11, and his parents, Mr. and Mrs. Edward Linskog, were plainly disappointed.”

We hope that what we read does not represent the true facts but perhaps is in parallel with some of Vice President Agnew's remarks concerning the news media. If this boy and his parents were actually disappointed with \$15,000 for a cross-bred steer, then we certainly do not envy their future. Back when I was a boy (yes, I can remember) the 4-H fat steer exhibitors hoped for a dollar a pound for a champion at a major show. And I never recall one of them being disappointed at receiving \$1,000 for his steer.

While talking about the steer, we would be neglecting our duty if we did not mention our old friend, Roy G. Johnston, Belton, Missouri, who sold the steer. Roy has sold more Champion Steers at major shows than any other auctioneer and if you have ever witnessed him in action on one of these sales, you have most certainly seen a master at work. I distinctly recall some 20 years ago at this same Chicago International when Mr. McCarthy, builder of the famous Shamrock Hotel, in Houston, bought the Champion Steer and followed up with the purchase of the Reserve Champion as well as the Cham-

pion carlot. This was a part of the public relations program that went with the opening of this elegant Hotel. Roy Johnston was the auctioneer that day, too. Too bad Roy isn't an NAA member, as he is getting more space in this publication than any non-member has received in a long time.

Once again, we point out that automobile dealers have their good points, too, even though they receive their share of criticism. Six dealers in the St. Louis area donated cars for a two month period to be auctioned off at a charity fund-raising. A full page color ad in a St. Louis newspaper promoted the benefit auction.

The weekend of December 5-7 completed a series of weekends away from home for me. It takes something like a four or five week series to find out how nice it really is to be home on Saturday and Sunday. This all started with the Washington State Auctioneers Convention in Seattle. The following Saturday, I had a purebred cattle sale in Illinois, then the Tennessee and Virginia conventions. Sure makes the weeks short, especially if you have a lot to do.

But it's also rewarding to visit other parts of the country as well as auctions in other sections. Morris Fannon had a Hereford Sale at Roanoke, the day I arrived, so he put me to work in the ring and it was a most enjoyable afternoon. It had been some 15 years since I had worked a Hereford Sale in Virginia, and it was a refreshing experience—made me think I was 15 years younger for a short time.

I mentioned some New Year's resolutions I was going to make that had something to do with the NAA Building Fund. I'm not going to put them in

print, but if you try you can pretty well guess what they were although you may need to refer again to this column in the December issue.

A letter at press time from H. Earl Wright advises that he is apparently making a satisfactory recovery from his heart attack. He was able to spend the Holidays with relatives in New Jersey, then the Col. plans to go to Florida. He hopes to return to his auction business in early summer. Meanwhile, he says he will write some articles for *The AUCTIONEER* and be available for speaking engagements to Service Clubs, State Auctioneers Associations, etc.

Meanwhile, I hope you all have a prosperous 1970.

## Nation-Wide Auction Opens with Art Sale

NEW YORK—Nation-Wide Auto Auction, Ltd., held an art auction as a prelude to its November 22 used-car auction in the Bronx.

Nation-Wide, a retail auctioneer, has 11 franchised auto auction centers and agreements concluded for 44 more.



*A Fact of Life . . .* "The quickest way to lose your shirt these days is to put too much on the cuff."

—JACK HERBERT



Each Fall, the University of Oklahoma conducts a "Campus Chest" to assist financially in the local United Fund Campaign. Students, faculty, administration, and interested residents of Norman, Oklahoma, combine their talents to provide a carnival and other gala activities. One of the most popular attractions on the midway is the Auction where donated items go to the highest bidders. For the past two years, Colonel Paul Riley of Norman, has been the guest auctioneer for "Campus Chest." This year, Colonel Riley auctioned off the President of the University of Oklahoma, Dr. J. Herbert Hollomon. The lucky winner was a student who received a gourmet dinner for four personally prepared by President Hollomon at his home.



## The Lighter Side...

### GOOD RACKET

The 80-year-old retired farmer was sent by the family to see a psychiatrist. "Lie down on the couch and relax," suggested the doctor. The old gent did so and fell asleep.

Half an hour later, the psychiatrist woke him up, saying, "That'll be \$25. Come back next week."

The same routine was repeated for six visits, but the seventh time, the old man laid down and jumped right up. "That's a sign of improvement," said the psychiatrist, "Do you have a question to ask me?"

Said the old timer, "Yup, do you need a podner?"

### SAFE SPOT

A long-haired young man ran into a barbershop, snatched up a magazine and began to read. The barber told him he could take him immediately, as he had no waiting customers.

"Oh, I don't want a haircut," the young man replied. "I'm hiding from my father and this is the last place he'd look for me."

### THINKING

"When did the robbery occur?" the lawyer asked the witness on cross-examination.

"I think . . ." the witness began.

"We don't care what you think," interrupted the attorney. "Were only interested in what you know."

"Then I might as well step down from the stand," the witness replied. "I can't talk without thinking. You see, I'm not a lawyer."

### COMPARABLE?

The minister's wife was visiting a member of the congregation, and mentioned, with particular pride, that her daughter had won first prize in a music recital.

"I know just how you must feel," said her hostess understandingly. "I remember how pleased we were when our pig got the blue ribbon at the fair last year."

### REALIST

Seventy-year-old widower: "Why don't you marry me?"

Sixty-year-old widow: "Mother and Father are against it."

Seventy-year-old: "Don't tell me your parents are living!"

Sixty-year-old: "Mother Nature and Father Time."

### THEIR THEME SONGS

*Astronaut*: O, Beautiful For Space-ship Skies.

*Bloodhound*: The Sniffin' Pooch Song.

*Beauty Contestant*: I'm Headin' For the Lass Roundup.

*Ape*: Gorilla of My Dreams, I Love You.

*Eskimo*: Freeze a Jolly Good Fellow.

*Newborn Babe*: Bawl Thru the Nite.

*Deep Sea Diver*: I'm in the Mood For Glub.

*Convict*: Up a Lousy River.

*Oyster*: A Gritty Pearl is Like a Melody.

*Scribbling Parrott*: Polly Wolly Doodles All the Day.

*Mexican Dieter*: Metrecali Rose.

*Sauna Bath*: Love's Old Sweat Song.

*Secretary*: My Sweet Erasable You.

### THE WINNAH!

In darkest Africa, two natives were watching a leopard chasing a fat man who was trying to get to a tree.

"Can you spot the winner?" asked one.

"The winner is spotted," replied the other.

### NO SIREE

John, aged six, was told that he had to go to the hospital to have his tonsils removed. His mother was bolstering up his morale.

"I'll be brave and do just what you tell me, mother," he promised. "But I betcha one thing. They don't palm off no crying baby on me, like they did on you when you were in the hospital."

## Be An Auctioneer

Two week term and home study.  
Nationally recognized. G.I. approved.  
**FREE CATALOG!**

### Missouri Auction School

424-43 Nichols Rd. Kansas City, Mo. 64112

## REPPERT SCHOOL OF AUCTIONEERING

Tuition \$200.00  
For 3 Week Term  
Also Home Study

Founded in 1921  
Decatur, Indiana  
Box 189 46733

*Learn Auctioneering  
At Home*

## NELSON AUCTION SCHOOL

16800 Whitcomb  
Detroit, Michigan 48235

Home Study Course . . . . . \$57.50  
(With Recordings)

555 Auction Sayings . . . . . 3.00

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

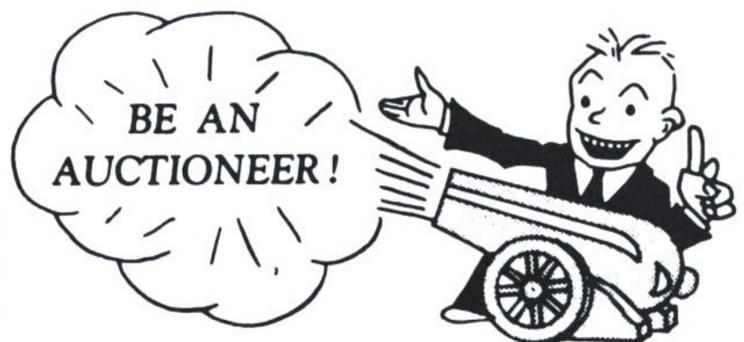
Nationally Recognized School

## NASHVILLE AUCTION SCHOOL

2004 West End Avenue  
Nashville, Tennessee

THE NATION'S FINEST SCHOOL  
FOR AUCTIONEERS  
FREE CATALOG, G.I. APPROVED  
2 WEEK TERM

Home Study Course with Record  
Winter Term begins MONDAY, Feb. 2, 1970  
Summer Term begins MONDAY, July 6, 1970  
Fall Term begins MONDAY, Nov. 2, 1970  
*WRITE FOR FREE CATALOG TODAY*



**ENROLL TODAY!**

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

\* \* \* \* \*

WRITE FOR BROCHURE AND APPLICATION TODAY

## MENDENHALL School of AUCTIONEERING

U. S. HWY. 29 & 70 W. (1-85) PHONE (AC-919) 888-7165

HIGH POINT, NORTH CAROLINA

3-PART  
**CLERK AUCTION FORMS**

Save Time — Practical  
Write for Price and Sample

**NEW LONDON JOURNAL**

New London, IA 52645 (319) 367-5412

**Be A Real Estate Broker  
Or Salesman**

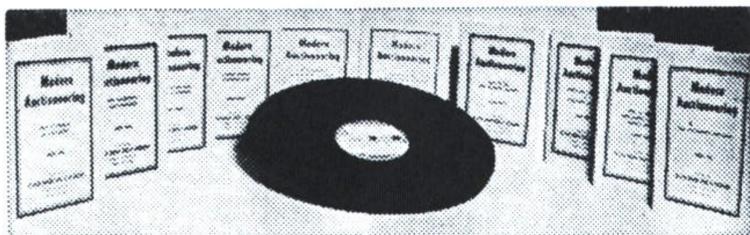
The Kansas City Realty School is selling our regular \$89.50 Home Study Courses, consisting of twenty lessons each, as a one package deal with no diploma or grading for \$12.95, until sold out.

Mail your check or money order today.

**COL. GEORGE A. MANN, Owner**  
15500 E. 24 Highway  
Independence, Missouri  
(Mann Auction & Realty Co., Since 1919)

**AUCTION  
SCHOOL**

TERM OPENS SOON  
FREE CATALOG  
WORLD'S LARGEST SCHOOL  
11,000 Graduates—Over 35 Years



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

**REISCH AUCTION COLLEGE**  
Mason City, N. Iowa 50401

Where The Nation's Leading  
Auctioneers Teach You.

**AUCTION SALE**

**CLERKING TICKETS — CONTRACTS**

*Write for samples and prices*

**BURTON PRINTING COMPANY**

P. O. Box 131 Arapahoe, Nebr. 68922

**BUSINESS  
CARDS**



- All orders processed & shipped in 48 hrs.
- Free delivery
- Free Card Case

Either emblem \$1.00 extra

**\$6.00 per 1000**

2 Color - **\$8.00**



**CARDPRINT**

701 Park Ave., Galion, Ohio 44833



**AUCTIONEER INFO GUIDE**

34 pages of information all auctioneers should have re auction chants, fill-ins, descriptions, jokes, closing bids, methods, reasons, photos, office policies, forms, etc. Price, \$2.50. **FREE:** Newest & best real estate & chattel contract samples included.  
**CLEM LONG, INC. 33 RIVERSIDE DR.**  
Dayton, Ohio 45405

**PROMOTE YOUR PROFESSION**

WITH THIS

**GAVEL TIE-TAC**

OF DISTINCTION

Also worn as LAPEL BUTTON

Gold Plated  
with Ruby  
Sleeve Guard



**ACTUAL  
SIZE**

Price \$2.50 ea.

12 for \$25.00

MAIL CHECK OR MONEY ORDER TO

*Col. Max Pollack*

414 Industrial Bank Bldg.

Providence, R.I. 02903

SPECIAL PRICE ON 6 DOZ. OR MORE



# AUCTION SUPPLIES

## WRITE FOR FREE SAMPLES

**"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12**  
Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is not duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

3,600 Tickets (1/3 White, Pink & Card) . . . \$ 9.75  
9,000 Tickets (1/3 White, Pink & Card) . . . 17.75  
18,000 Tickets (1/3 White, Pink & Card) . . . 35.00  
36,000 Tickets (1/3 White, Pink & Card) . . . 69.75

**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 3-59.**  
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-69**  
For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).  
1,000 Cards \$7.50    2,500 \$17.50    5,000 \$32.50

**FINAL SETTLEMENT FORMS . . . Form FS-69**  
8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchantable title to all items sold and deliver title to purchasers. Auctioneer keeps original and seller keeps the copy.  
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

**BUYER'S REGISTRATION FORM . . . Form No. BR-69**  
8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.  
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

**CONSIGNMENT CHECK-IN FORM . . . Form No. CC1-69.**  
8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Auctioneer signs that he received the items listed and seller signs that he has good title to all items and the right to sell. Auctioneer keeps the original and second copy and seller keeps a copy. Consignor receives second copy from auctioneer with his payment check. Space to list a number of items on each form.  
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

**PERSONAL PROPERTY AUCTION CONTRACT . . . Form No. PPC-69**  
8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell and will have everything ready and available by Sale time. Original to auctioneer and copy to seller.  
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

# SAVE 50%

**RETURN THIS COUPON WITH YOUR FIRST ORDER**  
and we will mail you 3,600 CT-12 "Clerk-Saver" Clerking Tickets, one pad of Buyer Registration Forms, one pad of Final Settlement Forms and 1,000 shirt pocket size Buyer Cards for only \$10.  
That's right—a \$20 value for only \$10. One to a customer please.

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



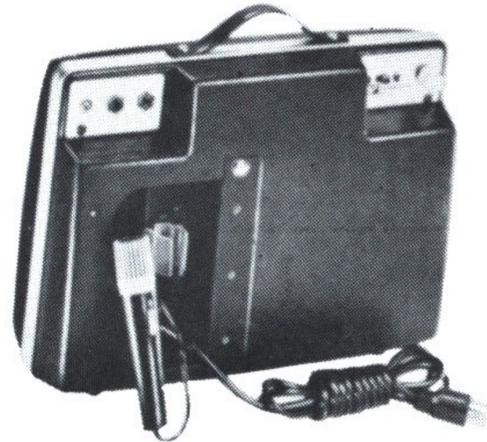
## Missouri Auction School

424 NICHOLS ROAD KANSAS CITY, MO. 64112

MODEL  
**S-220**



20 Watt Audio  
Wallop in an  
8 lb. Carrying Case



**\$85.00**

**MIKE INCLUDED**

Good for a small room inside or a closely knit group outside. Very lightweight. This S-220 is not as powerful as the Ampli-Vox S-200 or S-610 but does a satisfactory job on very small sales or as a back-up system.

### FEATURES & SPECIFICATIONS

Use it anywhere . . . operates on regular A.C. with battery option for outdoors. (Uses eight 9-volt transistor radio batteries).

Sensitive cardioid mike included . . . picks up speakers voice only . . . 15 foot mike cord.

Simple fool-proof single knob control.

9" oval speaker driven by a 20 watt solid state amplifier.

Multiple inputs for additional microphones and amplification of an external music source.

Built-in trickle charge circuit renews battery life when unit is plugged into regular A.C.

8 lbs., 12" high, 19" wide, 3" deep, U.L. listed.

**Order by mail – Send check or money order to:**



**Missouri Auction School**

424 NICHOLS ROAD KANSAS CITY, MO. 64112

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