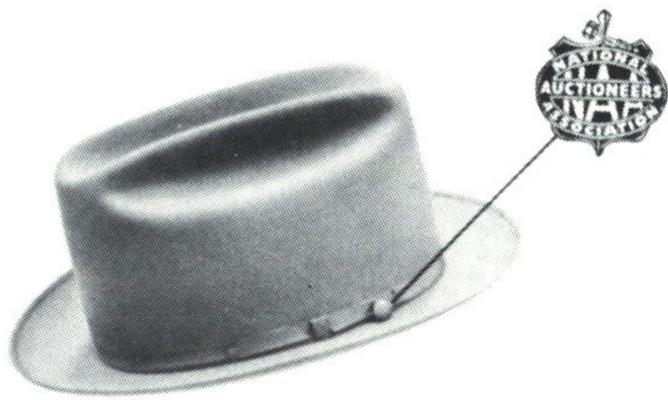


VOL. XXIII NO. 1 JANUARY, 1972

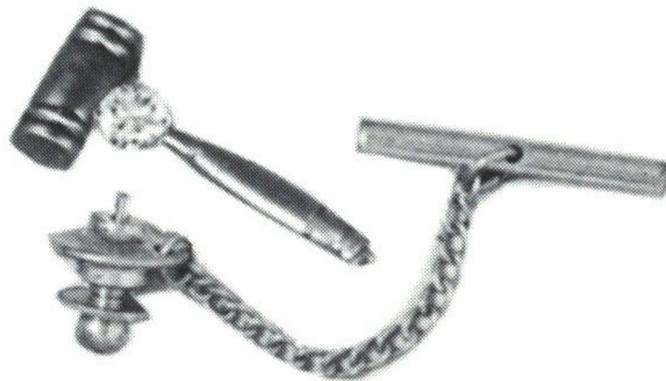
THE **auCTIONeer**

*Happy New Year*





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# THE **auCTIONeer**

IS THE OFFICIAL PUBLICATION OF  
NATIONAL AUCTIONEERS ASSOCIATION  
135 LAKEWOOD DR. LINCOLN, NEBR. 68510



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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

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Published the 1st of each month  
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# A New Year - 1972

To each of us 30 years ago 1972 seemed a long way off. We could not realize then that time would pass quickly and we would be facing the large number 1972. I remember in 1950 a toll road was planned to open in 1960. I thought then this was so far in the future that we would not ever see it finished. Now even all the bonds are paid for.

I like to look back this time of the year and really take stock and understand as the wise men did in the time of old as they traveled to present the gifts to the new born Jesus Christ, Christ come to live so mankind would have life, happiness, hope, and to be our example so we might enjoy life. Christ was born nearly 2,000 years ago and today looking back we do not think of it as being so long. Each year most of us will in some way show our feeling toward our fellow man in a kinder way as a result of the example Christ gave.

The pilgrims, after discovering America, gave a large feast each year to give thanks for their harvest. They discovered a new world where they have the opportunity to pursue happiness, democracy, and life even in a wilderness. Because of the two examples we at this time of the year give some thought in a passing way. But I sometimes wonder if we really appreciate all we have. I would like to suggest the following.

Each year we all make New Year resolutions. Why? Because we feel that something is lacking, that we should improve upon. As we give thanks for what we have let us also think of Abraham Lincoln as he said, and I quote, "My time is my stock and trade." I have so little and it is so precious to me. If we keep this thought in mind as we make our New Year resolutions we would make #1) To be a good steward and allot our time wisely. #2) Give thanks for our friends, customers, clients, and especially the one who is our enemy. Let us do as an old saying I heard one time, "Love your enemy and drive him out of his mind." I recently noticed an Auctioneer use the term "my competitor." I do not agree with his thinking. In this particular case and



most, we don't have competitors. A competitor is someone selling the same product. All auctioneers are individuals and their ability to sell themselves is their own asset. So as we evaluate ourselves and give thanks for the New Year, let us also give thanks for our life, time and ability that only each of us have.

Let us make this New Year of 1972 the most enjoyable year ever. Don't be anxious for tomorrow or worry about yesterday, but live for today and be thankful for it.

Sell and use your time wisely.

Grover Howell

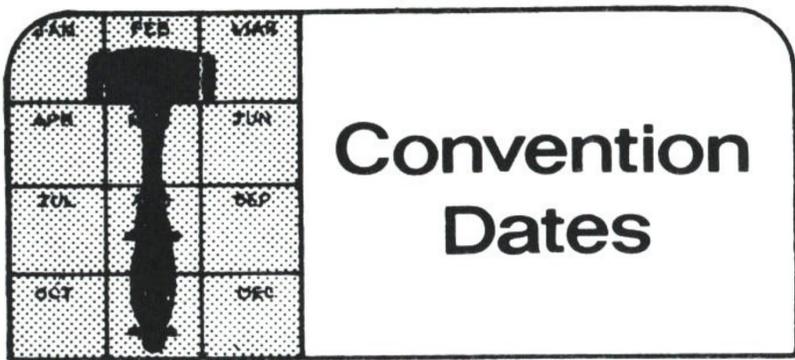
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## Pennsylvania Holsteins Sell For Good Prices

The "Western Pennsylvania Sale of Stars" staged at the Butler Farm Show Grounds was termed a huge success by local Holstein Club Officials.

According to sale manager Lee Kummer of Rt. 2, Evans City the thirty-one registered Holsteins consigned by twenty-seven Western Pennsylvania breeders brought an average of \$887. The top cow brought \$1,400 and five other animals brought a thousand dollars or more.

State Holstein Association Officials



## Convention Dates

- January 8-9—Ohio Auctioneers Association, Imperial House, Columbus.
- January 9-10—Indiana Auctioneers Association, Holiday Inn N.W., Indianapolis.
- January 14-15—Pennsylvania Auctioneers Assn., Hershey Motor Lodge, Hershey.
- January 15—Colorado Auctioneers Association, Red Slipper Inn, Denver.
- January 23—Auctioneers Association of North Carolina, (Semi Annual Convention) Downtown Motor Inn, Raleigh.
- April 9-10—Kentucky Auctioneers Association, Seelbach Hotel, Louisville.
- April 16—Illinois State Auctioneers Association, Jumer's Castle Lodge, Peoria.
- May 7—Nebraska Auctioneers Association, Albion.
- June 9-10—South Dakota Auctioneers Assn., Chamberlain.
- June 18-19—Tennessee Auctioneers Association, Regency Hyatt House, Knoxville.
- July 27-29—NATIONAL AUCTIONEERS ASSOCIATION, Fairmont Hotel, Dallas.

on hand for the event noted that this year's "Star Sale" averaged higher than any other club consignment sale held in Pennsylvania so far this year.

In fact they felt it might very well be the best club sale held in the United States in 1971.

### Capone's 1928 Cadillac Tops Special Auction

NIAGARA FALLS, Ont. — A 1928 Cadillac bullet-proof Cadillac sedan brought the top price at a special auction of cars owned by a half-dozen famous world-famous people.

The car, which was one of 43 auctioned off for a total of a quarter of a million dollars by the Antique Auto

Museum, once belonged to gangster Al Capone.

The car brought \$37,000, topping a 1963 Lincoln Continental sedan, the personal car of the late President John F. Kennedy, by \$8,000.

Third on the list was a 1910 Rolls Royce, owned by the Duke of Windsor when he was the Prince of Wales. It brought \$20,000.

Charles A. Lindbergh's Packard touring car was sold for \$17,000.

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The fellow said his wife is an angel—always up in the air about something.

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Another contestant in the 1971 NAA Amateur Contest was 12 year old Bert Penfield, son of Col. and Mrs. Bob Penfield, Bowman, No. Dak. Bert not only sold his item, he collected the \$15.00 and turned it over to Col. Bernie Hart for the Building Fund.

# An Auctioneer Par Excellence

(Reprinted from the IDAHO FARMER-STOCKMAN)

By KIPP PARKER

**THE SPEECHES** have been made, the preliminaries are over and a kind of hush settles over the place as the man steps onto the block, slides in behind the mike and surveys the crowd.

The Man this time is Colonel Ken Troutt of Emmett, Idaho, auctioneer par excellence. This day he'll be crying one of close to 130 purebred bull auctions he's booked for the season.

As he adjusts his hat and necktie, the same questions always cross his mind: "Will they pay enough?" and "Are the bulls good enough to bring the money?" . . . But that's what auctions of any kind are all about. Maybe it's the thrill of the crowd, the gambling instinct, the quest for a bargain. Or just a diversion in the name of business. Whatever, auctions are as much a part of farm and ranch life as apple pie and fried spuds. Who hasn't bought something at auction, whether it be used machinery, a Shetland pony, or a herd bull? The buyer always thinks he just might be able to "steal" something. And the seller thinks this might be the year to make a "killing."

So now, after a brief commentary on the quality or pedigree of this or that bull as they enter the ring, Ken Troutt inquires "What do you bid?" or something similar, after which he answers his own question and effortlessly eases into his chant. When all's said and done a few buyers **will** take home bargains. Others, caught up in the heat of the moment, will pay more than planned. And more often than not, the seller winds up satisfied.

Auctioneers come and go, and there's frequently discussion of who's the best. When the talk gets going, you can bet the name of Troutt will pop up. Those in the know say he's among the best of a corps of a relatively few men considered the elite in agricultural auctioneering . . . those who sell purebred livestock sales.

How do you measure the best? Well, public opinion has a lot to do with it. But more concrete, Troutt won the World Livestock Auctioneer Championship in

1967 at Great Falls, Mont., also garnered the Reserve Champion honors in 1963 at Denver, the year of its inception by the Certified Livestock Markets Assn. The '67 title ranks him alongside other greats in the business who have also won championships, such as Skinner Hardy, Bakersfield, Cal., (1966); Bob Schnell, Lemmon, So. Dakota (1968); and Ronnie Woodward, Broken Bow, Nebraska, the 1971 winner, to name a few.

Troutt was also named to the Cowboy Hall of Fame in Oklahoma City in 1968, one of the few auctioneers to achieve that distinction.

Ken Troutt has the habit of prefacing a lot of his remarks with the phrase, "I'll tell you what . . ." . About his honors, he modestly says, "I'll tell you what; I've had some good breaks and a lot of people have put in a good word for me."

That's true. Nevertheless, he has that certain something . . . call it charisma, personality—combined with experience—but it's all there working for him. And plain skill together with impeccable rhythm and a strong, pleasantly-modulated voice. When Troutt gets rolling, you can almost dance to his spiel.

Don't forget a sense of humor, a vital ingredient in any good auctioneer's repertoire. Troutt might say of a bull, "He's got a leg on each corner," which is praise of sorts (based on judging leg placement) but invariably it comes out funny and keeps the audience alert. Or, of a bull on the prod, "There's one that'll be up the creek and down the creek, over the hill and through the brush — he'll breed everything in sight!" Or: "That bull knows what its like to go out and lay down in a snowbank."

All is part of the magic of this unique craft. It's good for a few laughs, relaxes people when things get up-tight, and makes for liberal bidders. A good purebred auctioneer is actually a combination comedian, salesman, pitchman, arbitrator, and hawker — all in the interest of "getting the money." That's why he's there.

How do you get to be a top auction-

eer? Well, it isn't easy, not for anyone, not even for those who seem to have everything going for them. For Troutt, it was tougher than for most.

Born and raised at Bird City, Kansas on a dry farm, Ken had it in the back of his mind to train as a veterinarian. He got in a little college time, but then married young. The next four years found him trying to make a living on 720 acres of dryland he rented at Goodland, Kansas. It was during this time he became interested in auctioneering, although he admits, "It was kind of a second choice."

Without benefit of formal schooling, he started in learning to auctioneer, practicing on the tractor, in the car, behind the barn. "In 1952 I bought a Montgomery Ward tape recorder and practiced into that," he recalls. "Those first tapes sounded real terrible." To this day, he's never been to an auctioneering school.

That first year he realized the princely

sum of \$20 total for selling a few hogs, milk cows and horses at a couple of commercial auctions.

It got a little better in the next three years; but not much. Then, as he remembers, "We dried out and went broke on the dryfarm."

What to do? Well, he knew a man that knew a man, so to speak, out in the Northwest. Anyhow, the pastures looked greener there, so on Dec. 28, 1956, Ken and his wife Roma packed all their belongings into one small trailer, put their 3 small children (they have 4 now — Kathy, 18; Kenny, 16; Kevin, 15; Kelly, 11) into the 1953 Chevy and drove 1,100 miles straight through in 22½ hours to western Idaho.

They've been there ever since. But there were times in those earlier days when it was do-or-die, make a buck any way possible. Like, for the first 6 months, he managed to get with a better-



The McCarter brothers, Guy, Steve, Joe and Chuck, ages 9, 8, 6, and 5, are shown here as they participated in the Amateur Contest during our National Convention. They are part of a very talented family and they entertained the group with their vocal selections.

known partner and auctioned some farm machinery sales. The partner soon vacated for Washington and Troutt was out of business. Then he did a little of everything, was even a disc jockey and farm director for Station KCID in Caldwell for a short time. He auctioned one day a week at Boise Auto Auction, then that folded. All of this within a year.

His first real break came in Nov. 1957 when he got a chance to try out as auctioneer at the Salt Lake Auto Auction in Salt Lake City. Competing against several others, he landed the job, and auctioned cars one day a week from then until Sept. 1965. "That's what really got me started," Ken believes.

Things started to snowball thereafter. The next spring, March 1968, he started auctioning the Cattlemen's Auction at Nampa one day a week and worked there eight years. April 1958 saw him selling the old Nampa Livestock Market another day a week, remaining there until 1961. In Aug. 1958 he began crying the OK Livestock Auction at Caldwell another day a week, until June 1966. Off and on he went to Vale, Oregon to auction its Friday sale — also until 1966. Also in '58, he went into partnership with Clayton Tschirgi, another auctioneer, on local farm machinery auctions.

In 1961 came still another day a week at Jerome. About then he started to get a few purebred horse and cattle sales on weekends. And it wasn't long before there weren't enough days in the week.

All this took place in an area believed to have more good commercial auctioneers than any other comparable-sized locale in the U.S., a number estimated now at over 50 between Ontario, Ore., and Mountain Home, Idaho.

So Troutt had competition and still has it. Like many in ag auctioneering, he aspired to move to the purebred ranks. "I kept getting more inquiries on purebred sales, but I lacked the security I needed to go entirely that way," Ken recalls.

In any case, he got so busy it was necessary to quit the car auction in Salt Lake, a job he'd been flying to for several years. Then came a chance to buy the Emmett Livestock Commission Co., a commercial sales yard. With some back-

ing from his father, he did buy the yard along with the 60 acres it sits on in Feb. 1966.

Subsequently, his father, J. Lloyd Troutt and mother Evelyn moved to Emmett and took over management of the yard. However, Ken is now major stockholder. Within 3 years, they increased cattle numbers through the auction from 17,000 a year to 42,000. Now it's leveled off between 43-and 44,000 head, not counting hogs, sheep and horses.

Meanwhile, the purebred auctions have come on strong, and as stated, Troutt will have nearly 130 this year, up considerably from last season. His schedule is tight. Yet the Emmett yard holds strong ranking in his overall business. Come the Friday sale, he's usually found there personally auctioning the commercial stock. He books the purebred sales around this whenever possible.

"A lot of the customers like me to be there and Dad gets along better at his age with a little more help," he says. Clayton Tschirgi is now his relief auctioneer at Emmett and on a few purebred sales. He and Tschirgi still maintain their farm auction sales too, but through a separate company. Tschirgi cries most of those.

Troutt also has a 500 acre ranch near Emmett, leases another 5,000 acres of range north of town, and runs about 150 purebred Herefords and Angus.

You can see the Colonel, who is president of Idaho State Livestock Mkts. Assn. and Idaho director for Certified Livestock Mkts. Assn., in action at some of the biggies around the country. Like Bill Wolfe Hereford sale at Wallowa, Oregon; Columbia Empire Polled Herefords, Spokane, Wash.; Stone Hereford Ranch Sale at Hermiston, Oregon, or Chandler Herefords sale at Baker, Oregon. He also sells the Golden Spike Hereford sale in Ogden, Utah, two Idaho Cattlemen's sales, three Idaho Angus Breeders sales, the Hereford sale at the Nat'l. Western Livestock Show in Denver; Budd Hereford Ranch sale at Big Piney, Wyo.; and many others too numerous to mention. All told he sells in nine different western states as well as Alberta and British Columbia in Canada.

You'd have to say Troutt has pretty much arrived in a tough trade. Yet he

has no inflated ideas about his importance. He isn't above taking on a small 20 or 30-head sale if he can work it into his schedule, and he always tries his best to sell all the stock right. Unlike some purebred auctioneers, often chary about accepting bids for less than \$25 increments, Troutt will, if he has the time, come off and laboriously milk out the little \$5 and \$10 jumps — something appreciated by both buyer and seller.

He gives a lot of credit to the livestock field men of the various publications carrying livestock advertising, who work the rings with him. "I'll tell you what," he says, "Those guys help me a lot, in and out of the ring. And I like to help them as much as I can."

"It's what they and the customers and breeders say about me that counts. It's all public opinion, word-of-mouth. The favorable things people pass on about me — that's what keeps me going."

Comes right down to it, maybe that's two-thirds of the battle. In any case, Ken Troutt is one of the men to watch in the business. Watch him sometime at a sale near you.

I'll tell you what; you may not need a bull, but before the sale's half over, you'll wish you did!

## **Good Prices Received For Hotel Furnishings**

More than 1,500 persons jammed into the old Pearson Hotel, in Chicago, for the first day's auction of the 50 year old hotel's contents. Furnishings and fixtures from the lobby and dining rooms sold for prices that disappointed the bargain hunters. All items from the first floor were sold at this first sale in preparation for the auctioning of the contents of the balance of the building.

Two weeks later, auctioneers started at the top floor and sold the room furnishings, piece by piece. Smaller items, such as bedding, linens, lamps, etc. were moved to the ground floor where the auction came to a successful close.

Quality of the items offered was above average and eager buyers paid prices comparable to retail used furniture values throughout the five day sale. The auction was conducted by the Chicago firm of Samuel L. Winternitz & Co.

**IN UNITY THERE IS STRENGTH**



Pop Hess will celebrate his 92nd Birthday on February 6. Those who were present when this picture was taken found that his thinking had kept pace with the times. He is shown here addressing the 1971 National Convention having just been introduced by Charles Corkle.

## **Illinois Auctioneers Elect New Officers**

Members of the Illinois State Auctioneers Association enjoyed a successful fall meeting, November 6-7, at the Le-Claire Hotel, in Moline.

Registrants were welcomed to the City by the Mayor of Moline, during the Banquet on Saturday evening. A Fun Auction and Dance completed the first day's entertainment.

Closing day was crowded with a long business meeting, luncheon and two very good speakers, followed by the election of officers. Ted Stumpf, Mascoutah, was named President succeeding Mike Fahnders, Pekin. Norman D. Roth, Morton, is the new Vice President, and J. C. Kornbrust, East Moline, was re-elected to the office of Secretary-Treasurer.

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## The Ladies Auxiliary

Ladies: It is that time once more. Hope everyone had a most enjoyable Holiday Season, and all are awaiting the Spring Season Business.

The Oklahoma Ladies met December 5, 1971 with Mrs. Grover Howell as guest and the Panel Discussion along with Mrs. Ron Sutton, Mrs. Gary Garretson and myself. It was quite informative, we hope the plans are in the making for a Good Convention in Dallas. The ladies have begun their Program and hopes are high for a most successful attendance.

Doc is feeling good these days, and we want to take this opportunity to thank everyone for a wonderful visit in Lincoln.

We are looking forward to renewing past acquaintances next year.

Alma Crowell

### Crisis: Crisis:

This word has been hurled around in our Communities, newspapers, T.V. and other media so much we have become immune to it. There is a crisis at the present in the field of mental health National and State. Not enough people are concerned with the mental and emotional health of their fellow man. Our Women's Auxiliary has taken on the project in conjunction with the Oklahoma Mental Health Association of helping provide Christmas gifts for the patients in mental hospitals. Our group has donated gifts and financial aid so that those forgotten citizens will have a Merry Christmas. Our Auxiliary is experiencing the great joy of serving the afflicted — that their religious faith isn't merely the articulation of words, but the cup of cool water and the hand of love for those less fortunate. Our Auxiliary also was actively involved in the Lions Club Annual Charity Auction. There were many "holes to be plugged" and you can be sure our ladies were in there pitching. We have found that you will find a purpose for an organization you can be assured that you will find women who are ready and willing to work with you. Working with others for oth-

ers without thought of personal gain is one of the greatest pleasures in life.

Finally, in having an Auxiliary you can expect it to increase the overall attendance of state meetings. It brings both the husbands and wives together, welding the family unit more tightly knit. It makes them both interested in the same objectives and gives each of them awareness of the different facets of the auctioneering profession. Those of you who do not have an Auxiliary, How About It?

We had a great quarterly meeting December 4th. Transportation was provided for the ladies to Sheppard Mall for early Christmas shopping. Our program was a panel composed of National Auxiliary President, Mrs. Willie Howell, Mrs. Alma Crowell, National Auxiliary Director, Mrs. Ronald Sutton, President of Oklahoma State Association Auxiliary, and Mrs. Gary Garrison. These ladies are very active aids to their husbands in the Auctioneering Profession and did a very fine job answering questions concerning "Womans role in the Auctioneering Profession". Mary Hickman served as moderator. We had a good attendance.

Yours for a more active Auxiliary  
Mary Hickman  
Okla. State Vice-Pres.

### Oppenheimer Calves Auction For \$631,412

Oppenheimer Industries sent 4,034 head of Hereford calves through the auction ring for a total of \$631,412. The sale was held in November, at the Kansas City Auction Center. Buyers were on hand from Kansas, Missouri, Nebraska, Colorado and Texas.

Average weight of the calves was 353 pounds and average selling price was \$44.11 per hundredweight. This is nearly \$4.00 per cwt. above last year's price on a similar number of calves from the same seller. Calves weighing under 200 pounds sold as high as \$67.00 per cwt.

## Tennessee Fall Meeting Brings Good Attendance

By Hubert O. Songer, Secretary

The 13th Annual Fall Meeting of the Tennessee Auctioneers Association was held in Nashville, Monday, December 6.

Sixty-eight member auctioneers were in attendance in addition to twelve wives and guests. Chucky McCarter, five-year old son of Colonel and Mrs. C. B. McCarter, was the youngest in attendance and a fine young man and attentive listener he is.

Mrs. Carolyn Liles, Executive Secretary of the State of Tennessee Auctioneers Commission, attended all sessions and was a delightful speaker on our program.

To say that any one thing highlighted the meeting would be in error, for it was an excellent program from beginning to end.

Colonel G. S. Gordon, of Shelbyville, brought a very challenging message in his morning speech, following the fine speech of our President, Colonel Bill Collier of Waverly.

A very informative hour was spent with questions directed to a well informed panel. The colonels serving on the panel, and their fields, were as follows:

Col. Wayne Holly, Nashville; Moderator

Col. J. Stanley Tisdale, Memphis; Auto Auctions

Col. Charles Rainwater, Jefferson City; Real Estate

Col. Buddy McCullough, Morris Chapel; Pure Bred Cattle

Col. Beeler Thompson, Knoxville; General Live Stock

Col. A. A. Robinson, Knoxville; Liquidations

A bid calling contest, with eleven of our new members participating, was won by Col. Glenn Blankenship of Dickson, with Col. Chuck Conner and Col. Terry Evans as runners-up. In fact, the judges scoring the contestants on the point system said the point spread on all contestants was extremely close.

Mr. Jesse Safely, Vice President of Commerce Union Bank in Nashville, was the principal speaker of the day. Mr. Safely is known throughout the southeast as one of the best of speakers. We,

of T.A.A., heartily recommend Mr. Safely as a man who is not only very entertaining but a man with a message.

The Annual Meeting of T.A.A. will be held in Regency-Hyatt House in Knoxville, June 18 and 19, 1971. We urge all T.A.A. members to make plans now to attend.

If at first you don't succeed, you'll get a lot of unsolicited advice.

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# Pop's Ponderings

## New Year Brings Fresh Ideas and New Outlook

By COL. POP HESS

A HAPPY PROSPEROUS NEW YEAR, 1972, TO ALL OUR READERS! This is the wish your writer extends from the Hess Homestead with ponderings accumulated for this opening Auctioneer Column by yours truly, who often of late, gets somewhat confused and sets forth a repetition of what I may have written in the past many years in the life of an Auctioneer and resolve to watch this in 1972!

When at the Lincoln Convention last July, I was sure that I would get some views on my reader's likes and dislikes and since getting home, I have found out the same thing. Our Ohio State Association's Secretary, Newt Dilgard, told me that when he got home from our first Ohio Auctioneer's Contest at the 1970, Ohio State Fair, the many notes he made somehow got tangled up with the wind and much of it was missing. I found that the same thing happened to me, getting home from Lincoln. However, our Secretary NEWT's memory holds good and hope mine will soon recover.

When at the Convention, I will never forget how stunned I was to be told by ever so many Auctioneers and their wives that they had read my Column all these years but it was the first time to have met me in person. I also was interested in being told by two separate couples that their biggest argument at home is, who gets to read it first on the day of arrival. I was pleased to learn that it was just a little good natured argument and glad to know they enjoyed my columns. This reminds me of the old lady when being ridiculed for watching so many TV Soap Operas, saying the nonsense of it all so involves one to keep following them in order to see what might happen! This could be the same with my readers.

While still on the subject of my trip to the Convention, I still recall the lady who told me of her problem to find a way to follow my viewpoint at times. I crawled out of that one by telling her

and the folks with her, to just try and read between the lines and the viewpoint will be there!

For the past few weeks, I have been looking through my Fifty Year Sale Record Book, looking over sales of the past that leaves much to ponder over, sales good and bad during those years, finding a few that may make interesting reading for today's Auctioneers. Like all Auctioneers, in their years of service, there will be recorded a few sales events that will long be remembered. Down through the past years in my pages of this publication, I have referred to a few in detail.

However, there is one held back. This sale took place during my early years as an Auctioneer. The year is listed as 1912. My story will be entitled: "THE HOME OF JAKE MILLER" — the location and all names will be fictitious and no definite dates and figures will be used in order to protect the innocent should there be any relatives of the family living. It will be a true story as to facts and a very interesting one to write if the copy now being prepared comes through as passable for printing, I will have it in one of my future monthly columns. Also, this old ledger brings back to mind many other incidents worth writing as there is a lesson to be had for those of today who may face similar situations.

We here in Ohio find our first week in December to be much on the winter side. We have not had very deep snow in our area. Northeast Ohio is reporting heavy snow east of Cleveland. Our area here in Central Ohio has provided our farmers with a real good grain year with quality livestock in the late pastures and feed lots. Sales are plentiful with good selling prices, both beef and pork. Also, our dairy farmers are doing fine. If the balance of our winter compares with that to date, it should not be too bad.

The general business trend of our world seems to be somewhat confused.

However, at this writing, the stock markets tend to indicate business in general as optimistic, regardless of strikes, unemployment and what have you. It looks as though we are on the move for better things with ample business to be had in our country. With another war developing at this writing, overseas, am not so sure as to other parts of the world and their future, as the writer looks forward into 1972.

As we enter into this new year, we are well aware it will again be the year we will elect a new President. It is hard for me to realize the past four years have passed so fast. According to the news items, it seems the Democrats are going to have quite a few hopefuls who would like to live in the White House for the next four years. On the GOP side it appears there will be only one candidate. Am quite sure that President Nixon will ask to have his lease on the White House renewed for another four years. After the big conventions this summer, and the choice is made by both parties, we as a people will make the decision next November and the good old USA will travel on towards peace and a better world for all!

The mail coming my way has not been very heavy. It is a good sign our Member Auctioneers are quite busy. We here at the Hess Homestead have had quite a few nice visits with our Auctioneers when passing through our location and a very special visit by Ohio Auctioneer, Wayne Hynus and wife of Somerset, Ohio. After a noon dinner, Col. Hynus and myself talked pro and con on Auction Sales and kindred subjects, while Mrs. Hynus and our Miss Peggy relived their Lincoln Convention trip, and other subjects of interest to both.

Col. Hynus conducts his Auction Service in his County of Perry and adjoining counties. He is a member of our State and National Associations and a graduate of Reppert School of Auctioneering, and enjoys a nice local sale business. Last October we had the pleasure of a dinner visit with them in their beautiful country home near Somerset, a location where anyone would enjoy living. I would like to point out to our readers, Mr. and Mrs. Auctioneer, that when ever you are passing through our Ohio, you will find that most of our Auctioneer's homes will welcome you to drop in.

Our State Auctioneer Association will



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be holding their Annual Meeting, January 8th and 9th., plus a Midsummer Meeting. Down through these past years, it has been my pleasure to see our State and National Associations on solid ground and a permanent existence, KEEPING THE AUCTION SALE BANNER ON A HIGH LEVEL OF COMMERCIAL BUSINESS IN THE SALES FIELD. THE AUCTION PROFESSION NOW RANKS THE HIGHEST OF ALL TIME AND THE CREDIT GOES TO OUR STATE AND NATIONAL ASSOCIATIONS!

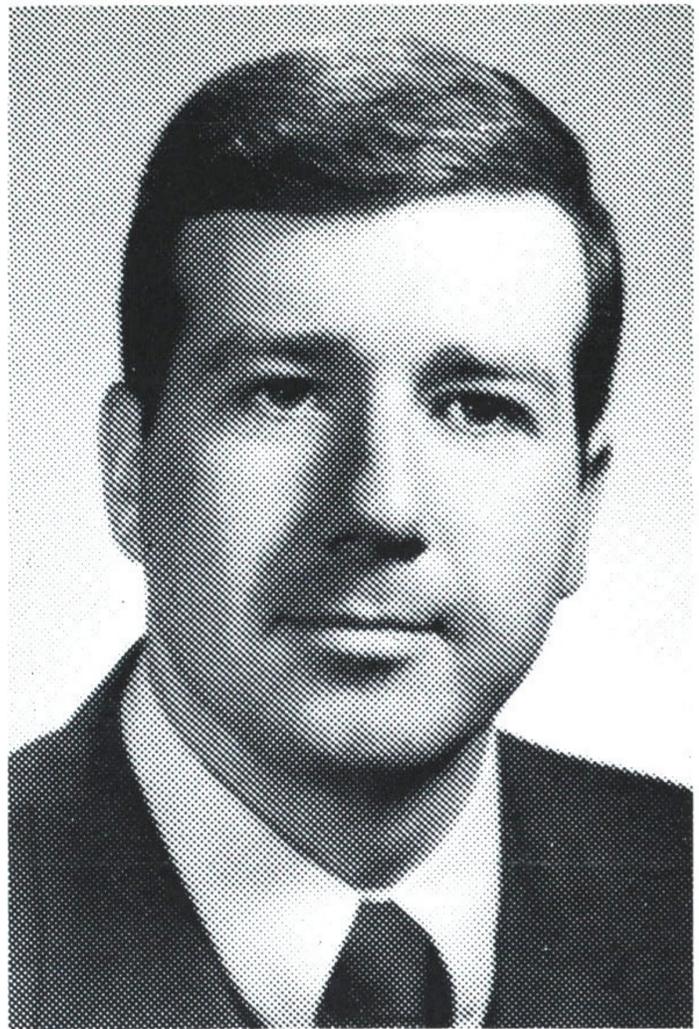
## **NAA Member Named To Outstanding Young Men**

Selected to appear in the 1971 edition of Outstanding Young Men of America is James D. Bayman of South Whitley, Indiana, a member of the National Auctioneers Association.

The biographical history is published annually to honor men between the ages of 21 and 35 who have distinguished themselves by exceptional service, dedication and leadership in community activities as well as their chosen professions.

Mr. Bayman is a graduate of South Whitley High School and has resided in South Whitley his entire life. He is a partner in the firm of Bayman Auctioneers and Realtors, with offices in South Whitley and Huntington.

Mr. Bayman is a member and trustee of the First Baptist Church, the Whitley County 4-H Fair Board, the Masonic



**JIM BAYMAN**

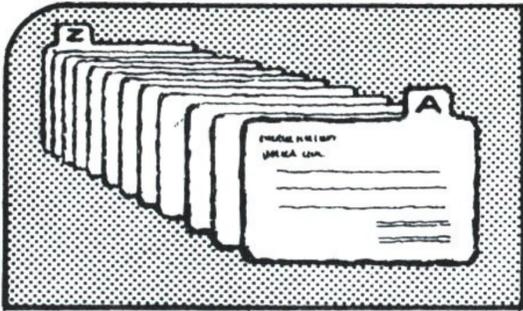
Lodge and Scottish Rite, the Indiana Auctioneers Association, the Indiana and National Real Estate Associations, the National Institute of Farm and Land Brokers, is secretary of the Huntington County Board of Realtors, is president of the South Whitley Chamber of Commerce, served six years in the Indiana National Guard, is vice chairman of the South Whitley Republican Committee, and a past president of the Whitley County Young Republicans.

## **Jerseys Average \$859**

The first Newberry County, South Carolina, Jersey Sale was a record-breaker with 40 head averaging \$858.75. This is the highest average for any county Club-sponsored Jersey sale in modern-day history.

Six Newberry County breeders consigned the forty females which were sold on October 30 at the fairgrounds in Newberry. All animals met production and type standards of 12,000 lbs. milk, m.e., and Very Good or better classification.

I once knew a man who only opened his mouth to change feet.



# Membership

Memberships processed Nov. 16th through Dec. 15th:

- \* Roger A. Ford, Ohio
- \* Clint D. Keel, Tennessee
- \* Don Egle, Nebraska
- \* J.M. Bowen, Virginia
- Chester A. Clary, Illinois
- \* Fletcher Hill, Georgia
- Harold F. Heiney, Illinois
- Jack Bertelsen, Illinois
- Warren Vandervoorde, Arizona
- Robert Zanes, New Hampshire
- \* Henry James Montgomery, Florida
- Ralph D. Burton, Illinois
- Stanley Stout, Kansas
- Roger Hollrah, Missouri
- \* Tom Vesey, Iowa
- Cecil Shopen, Missouri
- \* Tom Berry, Oklahoma
- \* Kenneth V. Cree, Indiana
- J. W. Williams, Michigan
- \* Larry Montgomery, Arkansas
- \* John Whetzal, Oklahoma
- Bob Mallinger, Iowa
- Harold Van Syoc, Iowa
- Howard Buckles, Iowa
- Jack W. Johnson, Iowa
- Elmer Gronewald, Iowa
- \* Dale Smith, Iowa
- Lyle Erickson, Iowa
- Robert Winegarden, Iowa
- J. R. Hoyer, Iowa
- Norman Bausselot, Iowa
- John Swartzendruber, Iowa
- Clint Peterson, Iowa
- Don Phillips, Iowa
- Leland Dudley, Iowa
- Norvin Olson, Iowa
- Harold McIlrath, Iowa
- Hugo LaFrentz, Iowa
- Lamont Swanson, Iowa
- Cornelius Donovan, Iowa
- Bill McDonnell, Iowa
- Marvin Rogness, Iowa
- Lennis Bloomquist, Iowa
- Arnold Hexom, Iowa
- Jim Harvey, Iowa
- Paul Grote, Iowa
- Irving Leonard, Iowa
- Mike Bloomer, Iowa
- \* James Pauley, Ohio
- \* James A. Haas, Ohio
- \* Harold W. McGee, Ohio
- \* Richard W. Gephart, Ohio
- \* Cy Smith, Ohio
- \* Grover Patrick, Ohio
- \* J. William Brock, Ohio
- \* Leon E. Rogers, Ohio
- \* Jess A. Pennington, Ohio
- \* Glen Spears, Ohio
- \* Robert W. McBee, Ohio
- \* Glenn M. Criss, Ohio
- \* Edwin Hartman, Ohio
- \* Jack L. Burke, Ohio
- \* James O. Rose, Ohio
- \* Carroll Gene Michael, Ohio
- \* Gary Shrout, Ohio
- \* Whipple Z. Durall, Ohio
- \* Thomas N. Crowley, Ohio
- \* Dortha Irene Napier, Ohio
- \* James Feistel, Ohio
- \* James P. Wolfinger, Ohio
- \* William G. Williams, Indiana
- \* Carlisle Howton, Missouri
- \* Don Drake, Illinois
- \* Russell Kasmicke, Illinois
- \* Floyd E. Roberson, Kansas
- \* Richard Jones, Missouri
- \* Roger Aery, Missouri
- \* Billie W. Turner, Missouri
- \* Clarence Hall, Missouri
- \* Edwin Smith, Missouri
- \* Dennis R. Williams, Missouri
- \* Ronald Hughes, Missouri
- \* Glenn Binger, Missouri
- \* Larry Fosnow, Missouri
- \* Jeffery Day, Missouri
- \* W. J. Foote, Missouri
- \* Norman Cooper, Missouri
- \* Gene Mulkey, Missouri
- \* Jerry Ondracek, Missouri
- \* William Douglas, California
- Harold J. Barnett, New Mexico
- Dave Christian, Minnesota
- \* Russell Nash, Georgia
- Ray R. Warnecke, Washington
- \* Richard Berini, Kentucky
- \* Mary Foltz, Maryland
- \* Fred Williams, Missouri
- Clyde R. Russell, Michigan
- Raymond Camire, Vermont
- Harold Massey, California
- \* Raddie J. Dickson, Alabama
- James Cecil, New Mexico

## THE AUCTION LINE

This column is for the use of all members to ask questions of most any nature, relative to auctioneering. All answers are strictly the opinion of the committee members and not of the National Auctioneers Association. Questions or complaints involving personalities will not be honored.

Faye Fisher, Indiana  
Stephen Koltuniak, Florida  
\* Phillip A. Viviano, North Carolina  
\* Clifton D. Rockwell, Massachusetts  
\* Vinson R. Perkins, Iowa  
\* Orin Bakken, Wisconsin  
William Magee, Illinois  
\* James E. Walker, Virginia  
\* Frank P. Most, Michigan  
Jack Breen, New York  
\* Larry Whited, Jr., Missouri  
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\* Dean W. Gittleman, New York  
\* E. J. Whitney, Florida  
\* Jim Revels, Florida  
\* William D. Jones, Kentucky  
Stanley O'Neal, South Carolina  
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Harold Corderman, New York  
Robert Chaffee, Massachusetts  
William Persinger, Illinois  
\* T. L. Bud Welch, Texas  
Oscar W. Hadley, Illinois

\* Denotes new member

### **West Virginians Sell 33,000 Feeder Calves**

CHARLESTON, W. Va. — Approximately 33,000 head were sold during the 41st annual West Virginia Feeder Calf Sales, Commissioner of Agriculture Gus R. Douglass announced. This was an increase of 10,000 over the 1970 sales.

The 32 sales opened Sept. 16 and concluded Nov. 5. Estimated market value of the calves is \$5,160,000.

Steer calves, averaging 460 pounds and bringing about 38 cents a pound, accounted for 60 per cent of the total sold. Heifers averaged 430 pounds and brought about 32 cents per pound.

Highlighting the sales were the purchase of West Virginia calves by two Canadian buyers, Bill Wolfe and Bob Rowcliff, both of Ontario.

Noah E. Perry, chief of the Livestock Section of the West Virginia Department of Agriculture, said they purchased some 840 head for approximately \$135,000. Last year 200 calves were shipped to Canada.

Note in fortune cookie at Chinese restaurant read: "Better tip big—we've got the bomb, too."

**Q:**

WHAT IS THE MD SMOKER'S KIT?

**A:**

A scientific withdrawal system that breaks the smoking habit without pills, drugs, hypnosis or will power . . . and is accomplished by smoking!

**Q:**

HOW DOES IT HELP ME QUIT?

**A:**

The Smoker's Kit is composed of five different, specially designed cigarette holders called "Kickers." Starting with kicker number 1, 50% of all tar and nicotine is removed. Each successive kicker gradually reduces the intake of tar and nicotine until a 90% reduction is achieved with number 5. Each kicker is used for 14 days. Complete withdrawal takes 10 weeks.

**Q:**

IS THE MD METHOD MEDICALLY PROVEN?

**A:**

Yes! Many physicians prescribe the MD Smoker's Kit for their patients. In fact, a team of physicians conceived, clinically tested and perfected the MD Kit over a period of five years.

**Q:**

WHY IS THIS METHOD SO SUCCESSFUL?

**A:**

Because you don't have to stop smoking abruptly . . . and withdrawal symptoms of other methods are thus avoided.

**Q:**

WHAT IS THE PRICE OF THE KIT?

**A:**

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## The Ole Colonel's Corner

by Col. Lee Viningre

One thing I like about people is knowin them and knowin about them. Folks are the most interestin people if a fellow will only take the time to look at it that way. Bein an auctioneer, it seems that no matter what I get to talkin about, the conversation always seems to turn to auctions or other auctioneers. I reckon I love my profession so much that my thoughts are just naturally channeled in that direction.

A week or so ago I was talkin to one of my brother members in the National Auctioneers Association, Col. Morris Weinstein. Our conversation as usual was centered around auctions and auctioneers, and finally it drifted to Morris himself and I don't mind tellin you that I found him to be a mighty interestin old, young fellow.

It seems he was born in Warren, Ohio just a few years ago and came down with auction fever soon after. Seems that a fellow named Sid Bartlett was the local auctioneer and owner of the local auction barn. Now Morris, bein the aggressive fellow that he was, used to spend quite a bit of his time at Sid's auction barn, and it wasn't long before he was bitten with that demon, the Auction Bug. He was just nine years old when he sold his first item under the hammer. It seems that Sid was sellin a nice German Shepherd dog and for some reason couldn't get a bid goin on him. Morris wanted the dog badly but was afraid to bid because he didn't have any money. Sid seemed to sense that the boy wanted the dog but didn't have the money to buy him, so he decided on a way to sell the dog and at the same time make the boy happy. He asked Morris if he wanted the dog? The reply was "Yes, but I don't have any money." "I know that," answered Sid, "so, I'll tell you what I'm gonna do. You come up here, and I'll go down there. You sell the dog, and I'll start him off at a dollar." Morris didn't know which end was up about this time, but he got up there and worked the bid by nickels and dimes until it reached \$1.65 at which time he knocked

the animal down to Sid who had started it. After the sale, Sid came over to the boy, congratulated him for a job well done and proceeded to hand him the chain with that big ole German Shepherd on the end. From that time on, Morris spent more and more time at the auction barn, and when he was there at sale time, Sid would always let him call a few.

A few years later he married a Brooklyn girl, and in 1946 they came east and settled in Middletown, N.Y. Soon after their arrival, Morris and Jake Cohen opened a Livestock Auction at Jake Cohen's farm on Route 17M outside Middletown. In 1948, he began selling at the Hackettstown Livestock Auction Market in Hackettstown, N.J. and is now in his 23rd season as their auctioneer. During this time he has watched the proceeds of this weekly livestock sale escalate from three million dollars a year to better than five million. In 1949 he became the Auctioneer at the Walden Livestock Market in Walden, N.Y. and has been their auctioneer ever since. About that same time Morris heard of a new livestock sale opening in Jeffersonville, N.Y. called the Jeffersonville Co-op. Jeffersonville was not too far from Middletown so Morris decided to have a talk with the sales manager. He became their auctioneer and stayed there until the barn was sold. It is now Peter's Livestock Exchange.

In 1970 Morris averaged five and one quarter sales per week for 52 weeks, and if you ask me that's pretty darned good and pretty darned tough. I know because I worked three sales last week, and by Monday morning, I was ready for a good rest. In the few years that he has been in the auction business he has sold just about everything imaginable and has worked sales from New York to California. I find Morris to be a most interesting conversationalist, and whenever I have the chance to get him into a corner I do so. He makes good listenin, and I've learned more from listenin than I ever did from talkin. He is a dedicat-

ed member of his profession and an outstanding member of the National Auctioneers Association, The New York Auctioneers Association and the New Jersey Auctioneers Association, and if that ain't enough, then I don't know what is.

## **Death Strikes Veteran New Jersey Auctioneer**

Hylon C. Coates, veteran auctioneer of Hightstown, N. J., died suddenly on October 6. He was 66 years of age and had just retired and was preparing to move to Florida when stricken.

Col. Coates graduated from the American Auction College, Kansas City, Mo., January 29, 1931. He opened the first produce auction in the state of New Jersey, at Hightstown, and later conducted the auctions at Glassboro and Woodstown. He was a member of the National Auctioneers Association and the New Jersey State Society of Auctioneers.

Survivors include a sister, two brothers and two nephews.

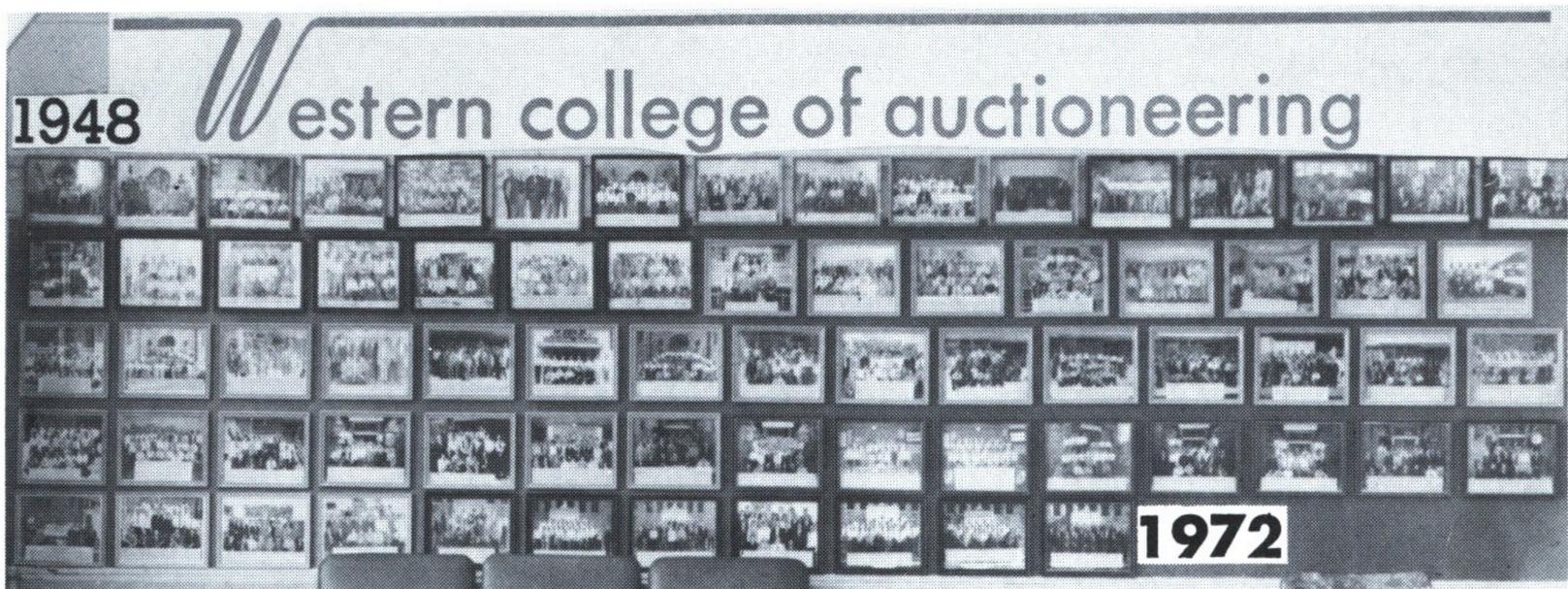
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## Western College Of Auctioneering

Pictured on the opposite page is the graduating class, December, 1971, Western College of Auctioneering, Billings, Montana. left to right:

**FRONT ROW (Seated):** Larry Glaze, Murdo, So. Dak.; Instructors, Jack Ellis, Roundup, Mont.; Bob Thomas, Billings, Bill Hagen, Billings, Mike Coolidge, Billings, Ronald Platz, St. Paul, Alberta; Garth Landeryou, Calgary, Alberta.

**SECOND ROW:** Thomas Fuller, Campbell, Calif.; Everett Curren, Billings, Mont.; Charles Benson, Cotula, Tex.; Dudley Browne, Sheridan, Wyo.; William Harper, Torrance, Calif.; Mrs. Regina Dowling, Chehallis, Wash.; Bob Meyer, Middletown, Ida.; Jim O'Brien, Medora, No. Dak.; Carl Unzicker, Fort Collins, Colo.; Lorne Whitehead, Kelvington, Sask.; Dennis Morgan, Wenatchee, Wash.; Earl Bartron, Nyssa, Ore.; Brent Schlenker, Medicine Hat, Alberta; Donald Thompson, Medicine Hat, Alberta.

**THIRD & FOURTH ROWS:** Wayne Deschamps, Calgary, Alberta; Walter Friesen, Selma, Calif.; Clint Tew, White

Sulphur Springs, Mont.; Steve Goss, Libbey, Mont.; George Woolsey, Big Arm, Mont.; Terry Schlagel, Raymond, So. Dak.; Arnold Coffield, Lander, Wyo.; Jim Tarpley, Sand Point, Ida.; David Johner, Maidenstone, Sask.; Walter Nelson, Richland, Mont.; Earl Rohwer, Spangle, Wash.; Mac Ellis, Lander, Wyo.; Robert Balog, Milk River, Alberta; Dennis Tink, Clairmont, Alberta.

---

### JOLLY JOTTINGS

Speaking of the stock market, some blue chips are turning white.

**The more patience you lose  
the less you have.**

Don't expect your wife to be angelic if she has to work like the devil.

**Furthermore  
Means Farther  
Than Further.**

---

"My," said Mrs. Jones, an auction fan, "here's an item in the paper about a pitcher bringing \$1,900 in a sale."

"Hummmmmmmph!" said Mr. Jones. "Can't be much of a ballplayer!"



At a recent estate auction in Knoxville, Tennessee, Auctioneer Sam Furrow sold a large red wagon with iron wheels for \$42.50.

# Razing of Old Horse Barn at Omaha Yards Stirs Memories

OMAHA — “Going-going-gone!” This staccato chant which echoed so many times through the cavernous reaches of the horse and mule barn at the Omaha market has become the epitaph of that landmark.

The “old horse barn” located on L street just north of the stock yards, was torn down in November.

Built in 1913 by the Union Stock Yards Company, the concrete and brick structure was something of a marvel in its day. The saw-toothed designed roof-line permitted the installation of hundreds of skylights which effectively dispelled the dark interior usually associated with such barns.

The barn covered some two and one-third acres. About one-third of the facility was used by the Stock Yards Co. to house the horses used in the yard’s operation.

The balance of the barn, built to accommodate some 1,000 head, was given over to the operation of the Omaha Horse and Mule Commission Co.

The sale of horses and mules at one time made up a substantial amount of the Omaha market business. The year the new barn was built some 31,500 horses and mules passed through the Omaha market. This was by no means the high mark though since totals at one time surpassed the 50,000 mark.

The barn was formally opened, and operated for several years, by an individual named I. C. Gallup. Following that, a man whose name was to become synonymous with the “horse barn” took over.

The late “Bud” Smith assumed operation of the facility in 1917 and in 1922 his son, Joe W., became active in the business with him. Joe stayed with the business until it was phased out in the late 1940’s.

Joe, who is now retired and lives in Hollywood, Fla., retains many vivid memories of his years in the horse and mule business in South Omaha.

The firm ordinarily handled some 500 horses and mules each week and Joe recalls that in peak weeks the traffic ran as high as 1,500 head.

Many of the horses came from the western areas of the country and Joe remembers that as tractor drawn combines took over in the western wheat country, the Omaha market experienced a big influx of horses.

Smith also recalls that many of the horses bought at the barn were shipped to Europe during the early days of the Marshall plan. He personally had a shipment of more than 400 head consigned to Belgium at one time. This shipment was temporarily pastured on 36th street in South Omaha in an area recently occupied by a large new department store.

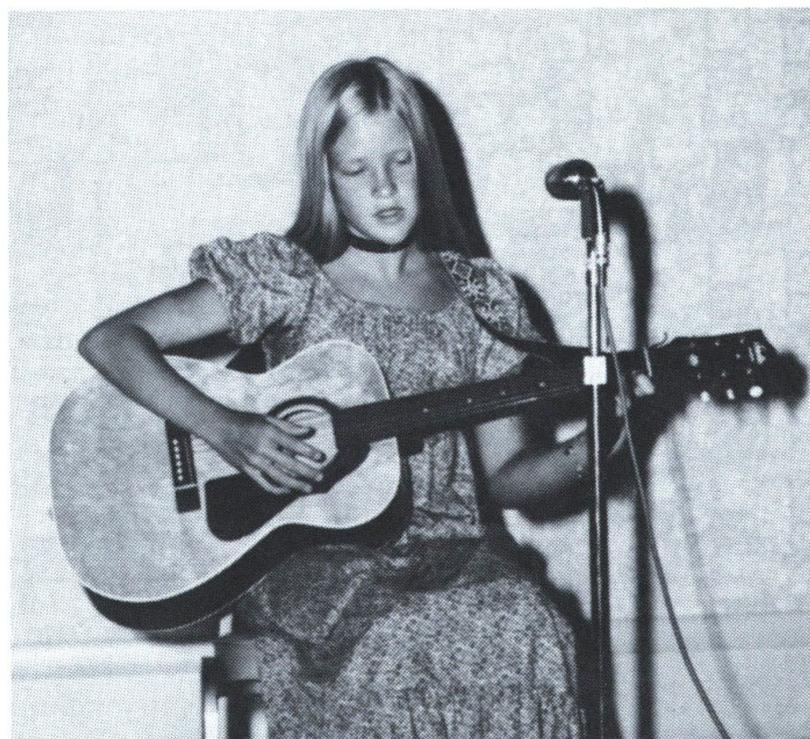
Another well remembered name in the annals of the barn was that of Frank Simpson. Simpson purchased hundreds of mules through the barn for shipment to foreign countries, principally India.

The barn is being demolished and the area cleared in preparation for future industrial development, according to R. B. McCreight, president of the Union Stock Yards Co.

---

Why don't astronauts ever hit a cow on the Milky Way?

---



Shown above is 12 year old Lisa Nelson, daughter of Col. and Mrs. Leon Nelson, Albion, Nebr., as she gave us her rendition of “Snow Bird” on the guitar. Lisa tied for third place in her age group in the Amateur Contest.

# BUY BELOW WHOLESALE

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Ladies' Square Face Watch with Suede Band	Ea. \$ 5.25
Men's Deluxe Water Proof Watch with Band	Ea. \$ 5.00
Men's Automatic Watch with Calendar	Ea. \$10.00
Men's Day and Date Deluxe Calendar Watch	Ea. \$ 7.50
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$ 9.00
Men's HELBROS Watch, Beautifully Boxed	Ea. \$ 9.50
Ladies' HELBROS Dress Watch—Deluxe	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$ 8.50
Men's HELBROS Dress Watch—Gold or Silver	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch	Ea. \$17.50
Men's 17-JEWEL DAY-DATE DRESS WATCH	Ea. \$ 8.50
<b>Ladies' BRILLIANT CUT—HAND SET</b>	
173 STONE WATCH	Ea. \$12.50
WALTHAM Ladies' Sport Watch w. Suede Band	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$ 9.25
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$23.00
HILTON Ladies' 4-Diamond Dress Watch	Ea. \$16.50
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 6.00
Men's Auto. Day-Date Dress Watch with Band	Ea. \$12.00
<b>JAMES BOND 007 SPY WATCH WITH HOUR WINDOW</b>	Ea. \$ 3.00
<b>BRONCO WESTERN WATCH—for CHILDREN</b>	Ea. \$ 3.50
<b>Ladies' HEART SHAPED DRESS WATCH</b>	
Gold or Silver	Ea. \$ 6.50
Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
Men's Hamilton Gold Coin Watch—24 Jewels	Ea. \$35.00
Men's Waltham Electric Watch—Waterproof	Ea. \$25.00
Cronel "400" Skin-Diver Watch	Ea. \$10.00
Men's or Ladies' Raincoats with hood	Doz. \$ 1.00
Louis D'OR Perfume—\$20.00 Retail	Doz. \$ 5.00
Spray Perfume, Boxed—1000 Sprays	Doz. \$ 2.90
10 Pc. French Perfume Set, \$20.00 Retail	Per Set \$ 2.00
TIFFANY Perfume—2 oz.—Gift Boxed	Doz. \$12.00
Glamorous FILIGREE Spray Perfume	Doz. \$ 5.90
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$12.00
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2-oz. ORIENTAL JADE Men's Cologne	Doz. \$ 3.90
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Ladies' Wallets with 40 Windows, Boxed	Doz. \$ 3.90
Men's Wallets, Boxed	Doz. \$ 4.80
Ladies' Deluxe Clutch Purse	Doz. \$ 7.20
Trucker's Cowhide Wallet with 5 Compartments	Doz. \$17.50
<b>Necklace and Earring Set, AURORA</b>	
BOREALIS. Ass't. Colors	Doz. \$18.00
<b>Men's ROYAL STAR WATCH</b>	
"250" WITH 36 STONES	Ea. \$ 7.50
AURORA BOREALIS ACORN Necklace	Doz. \$ 5.90
AURORA BOREALIS HEART Pendant	Doz. \$ 7.20
<b>NITE 'N DAY Reversible Necklace—</b>	
Pearl and Rhinestone	Doz. \$ 9.00
Reversible Necklace with Matching Earring Set	Doz. \$18.00
Deluxe 4-pc. Pendant & Choker Set w. Earrings	Set \$ 2.00

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<b>ELECTRIC CAN OPENER—AUTOMATIC</b>	<b>Ea. \$4.25</b>
Elec. Can Opener—Knife Sharpener—Btl. Opnr.	Ea. \$ 6.00
Electric Portable Hand Mixer	Ea. \$ 5.75
2-Slice Automatic Toaster—NAME BRAND	Ea. \$ 6.25
4-Slice Automatic Toaster—NAME BRAND	Ea. \$10.00
2-Speed Blender—PROCTOR-SILEX Heavy Duty	Ea. \$ 9.50
45-pc. Beautiful Deluxe Dinnerware Set	Ea. \$ 4.80
Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea. \$ 5.90
HAMILTON BEACH Electric Cordless Knife	Ea. \$ 5.00
Electric Mixer on Stand with Bowl	Ea. \$ 9.50
MIRRO Automatic Perk.—9 Cups	Ea. \$ 5.00
10-pc. Hard TEFLON-II Set—NAME BRAND	Set \$ 7.50
7-pc. Hard TEFLON-II Set—In Avocado Only	Set \$ 9.00
6-pc. Avocado ROYAL CHEF Alum. Cookware	Set \$ 5.90
49-pc. Cook-N-Serve Ensemble—Guaranteed for 5 Yrs. Also Ovenproof	Set \$ 7.50
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Small Floral Pitcher & Bowl Set	Doz. Sets \$ 7.20
Beaut. Mahogany Dancing Doll Jewelry Chest	Ea. \$ 3.50
Musical Beer Stein—Large Size	Ea. \$ 3.50
19-pc. Decorated Handle—Sheffield, England Cutlery Set	Set \$ 6.50
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EVERSHARP 3-pc. Stainless Steel Carving Set	Doz. \$ 8.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz. \$ 8.80
5-pc. Kitchen Knife Set—in Wooden Display Rack	Set \$ 2.00
3-pc. Wood Animal Family Set	Dozen Sets \$ 5.00
21-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$10.00
14-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$ 7.50
6-pc. Steak Knife Set—in Display Box	Doz. \$ 8.00
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1/4" ELECTRIC DRILL — BY RAM	Ea. \$5.90
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11-pc. Industrial Open End or Box Wrench Set	Set \$ 6.50
8-pc. Heavy Duty Open End Wrench Set in Clip	Set \$ 3.50
11-Blade Camping Knife with Holder	Ea. \$ 1.10
7/8" Black and Decker Electric Saw	Ea. \$18.50

16-oz. Steel Hammer	Doz. \$ 6.25
19" Deluxe Tool Box with All Metal Tray	Ea. \$ 2.75
Deluxe Carded Wrench Key Chain—Hot Seller	Doz. \$ 2.50
LUMIJET Disposable Flashlight	Doz. \$ 8.60
29-pc. BLUE TEMPER Drill Bit Set	Set \$ 7.90

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Large Size AM/FM Radio Battery/Electric #2019	Ea. \$ 9.00
TOILET SEAT RADIO "JOHN"—Ass't. Colors	Ea. \$ 7.50
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<b>MEN'S WINDPROOF LIGHTERS—</b>	
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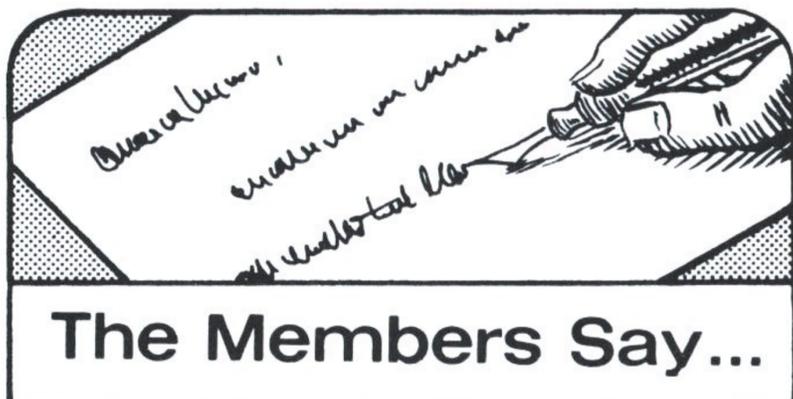
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IN UNITY THERE IS STRENGTH

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Ladies Auxiliary to the NAA



Dear Mr. Hart:

I read the letter from Mr. Frizzell in the November issue of "The Auctioneer". As a charter member of the Auctioneers Association, I want to congratulate you and the past officers in the Association for standing firm on the issue of having cocktail parties at the convention.

Although I have not had the opportunity to attend the convention in about ten years due to the Gideons International Convention, which I would not ask anyone to change for my convenience, I hope some day to get back to the Auctioneers Convention. I am not active in the meetings, but I read the fine information that is printed in our monthly magazine and I am proud to be a member. I hope I can attend the convention next year, if only for a short while.

My business has steadily increased since I finished auctioneering school at Reppert in 1947 and have been so busy that it is hard to visit my old friends, but I hope to be in a position to take more time for visiting my competitors, as we all are working on the same team.

I only know of three conventions being held without cocktail parties, one of which is the Gideons International, a Bible placing ministry, and one insurance company that insures non-drinkers. I am proud that the Auctioneers Association is the third.

Don't hesitate to call me if I can ever be of service to you. I am very glad the Auctioneers Association is a profession that is well looked upon and I am very proud to be a part of this fine organization.

Sincerely,  
Lee Waldrip Realty & Auction Co.  
Gainesville, Georgia

\* \* \* \*

Dear Mr. Hart:

Thanks a million for the Souvenir Issue of "The Auctioneer". It brought back many memories of the past. I just can't see for the life of me why I was not a big successful auctioneer. I had, at the age of 20 years, the best training on earth. The Reppert Auction School, Decatur, Ind., and mostly by the founder, Col. Fred Reppert, and what a great man he was. But I didn't work hard enough. I guess that is all. I see Pop Hess is still one of your columnists and there are several I used to see mentioned in "The Auctioneer". It looks like 1971 was the best year yet since the Association was founded.

You have a new headquarters and at least 3000 members or more and I am very proud of you all and happy to know I tried the best I could while able. My health is pretty good now and I'll try again, why not? Enclosed is my new application for membership and an extra \$5.00 for the Booster Page. So everybody, lets go make 1972 the best of all!

May God Bless everyone with a grand year. Tell everyone you are the best and then prove it to all concerned.

Yours truly,  
Hubert L. Jones  
South Bend, Ind.

\* \* \* \*

Dear Col. Hart:

Enclosed is my check for \$60.00. Ten is for dues, \$50.00, for my pledge to the Building Fund. We enjoyed our first convention at Lincoln, and want to be a part of our new home.

Sincerely,  
William Magee  
O'Fallon, Illinois

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### JUST PLAIN LUCK

After 40 years of hard work, the farmer retired with a comfortable fortune of \$75,000, which he had gained through diligence, initiative, skill, devotion to duty, thrift and efficiency — not to mention the death of an uncle who left him \$170,000!

## It Was The Best Yet For Virginia Colonels

It was the best yet for the members of the Virginia Auctioneers Association when they met at the Hotel Roanoke for their Annual Convention, December 4-5. Attendance at the meeting set a new record, the program was tops and the spirit of the auctioneers of Virginia was never better.

With president Jim Vaughan presiding, a class on advertising was conducted by Earl Bland, Roanoke. This was followed by a class on Purebred Livestock, with Dick Wright, Bridgewater, conducting the session. Martin Strate, also of Bridgewater, conducted a Bid Calling Seminar. All these subjects were in capable hands and were well received.

Grover Howell, President of the National Auctioneers Association, addressed the convention following the Banquet on Saturday evening. As usual, he delivered a very inspiring and challenging message. A Fund Auction and dancing to the music of the famous Tide Family completed the evening.

On Sunday morning, Bob Ritchie, Richmond, reported on the many and varied laws in the State of Virginia, that affected auctioneers. Wallace R. Heatwole, a Waynesboro attorney and nationally recognized public speaker, addressed the convention on the subject of "American Patriotism." His remarks were timely and pointed. Bernard Hart, Secretary of the NAA, thanked the VAA for their support and participation in the national building project.

H. Layton Laws, Jr., Manassas, was elected president for 1972. Carl McNeil, Christianburg, was elected vice president and Earl Bland, Roanoke, was named Secretary-Treasurer. He succeeds Joyce Darnell who has handled the position most capably the past two years. Stuart Desper, Staunton, and Randolph Overbey, Chatham, were elected to the Board of Directors.

The group voted to have their 1972 convention at the same location, on December 2-3.

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Some men believe in dreams until they marry them.

IN UNITY THERE IS STRENGTH

# Across The Country

BY BERNARD HART



Johnny Koske, Palm Bay, Fla., is one of the most enthusiastic men in the auction business. Perhaps a part of this was inspired by his early day environment, his parents being the operators of carnival-type concessions, traveling from one exhibition to another, setting up for the brief duration of the Fair or whatever the occasion, then tearing down and moving to the next town. Certainly an occupation that requires imagination, determination and energy in order to meet the competition.

Johnny has been making the State Fair circuit during the summer months and operating his auction business in the off-season for many years. This does not mean that he is not keenly interested in auctioneering as few in the business promote the auction method of selling to the extent of Johnny. When I lived in Frankfort, Ind., Johnny always made the Indiana State Fair. The dates

gave him a few free days before the opening of the Indianapolis extravaganza and he used these days to his advantage. The Clinton County Fair, at Frankfort, fit his schedule perfectly and he would bring one of his concessions to Frankfort and gather up a nice bag of quarter-dollars while others were awaiting the opening of the State Fair. He was an annual visitor to my home while he was in Frankfort, until I moved to Nebraska, in 1967.

It was on one of these visits, back in 1958, that he brought in the design of our present bumper stickers, "SELL THE AUCTION WAY". After 13 years of membership acceptance and the distribution of several thousand of these bumper stickers throughout America, it is appropriate that our 3,000 plus members know who designed this successful promotional item for the NAA. Which again proves that it is not always the

## Attention Auctioneers and Antique Dealers

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I'll be in Europe but will shortly contact you for more information. If you are coming to Europe, I can meet you by appointment.

officers and directors who make the great contributions. Many of our better ideas have originated outside the "official family".

"It adds nothing to our profession when amateurs try something out of their field - attorneys no exception," writes John Fishdick, Eagle River, Wis. His note was attached to a clipping describing a benefit auction held in Seattle, Wash., where the prices received were below par considering the items offered and the income brackets of those in attendance. The auctioneer was an attorney. John's note adds, I could have given them some advice like many of us could - too bad they tried it themselves."

And Ross Kemp, Stratford, Ontario, furnished us with another clipping that illustrated the folly of using the wrong man for the job. A group, sponsoring an art auction, decided to have a silent auction this time because they were so disappointed with the public auction they had held on the previous occasion. "We'll never go through the torture of the usual auction again," the co-ordinator of the sale is reported to have said. So - there are auctioneers who are worse than no auctioneer at all, according to this news report.

Thanks, Ross, for your good letter to the reporter, explaining the true facts of selling at auction.

"Ghost Town Sale Clears Way for New Life" is a headline in a recent issue of REALTOR'S HEADLINES, published in Washington, D. C. Following is a report of an auction by NAA member, Cecil Shopen, Kansas City, Col. Shopen sold for the GSA the town of Sunflower Village, Kansas, for \$311,000. Located near the University of Kansas, a Lawton, Okla., man bought the property and said it would be used for retirement and married student housing. Workers at a nearby ordnance plant once lived there.

Down at Chanute, Kansas, a young man, paralyzed from the waist down, discovered that he could become an auctioneer, according to an article in the Kansas City Star. William E. Freder-

ick, 27, was working at a feedlot and in helping round up some cattle, the horse he was riding stepped into a ditch and fell. Frederick received a broken neck. That was six years ago, six years of doctoring, nursing and therapy in his attempt to regain a normal life and he hopes auctioneering will reward his faith and patience. So do we.

Newspapers still provide interesting reading even though those things of which we wish never happen usually fill the front page.

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# The Lighter Side...

## MEETING

"I'm supposed to tell you that there will be a small Parent-Teachers meeting tomorrow night," explained the small boy to his dad.

"Well, if it's going to be a small one, do I have to go?" asked the father.

"Oh, yes," replied the son. "It's just you, me, the teacher and the principal."

## NEW CAR

He drove up to the door of the night club in his shiny new Cadillac, got out with studied care and snapped the door closed with a flourish. He handed the doorman a \$5 bill and asked him to park it very carefully.

"Yes, sir," said the doorman. "I know how you feel. I have one just like it."

## DELAY

Young woman at a night club with an escort excused herself to go to the powder room. She met some old friends there and their conversation lapsed into reminiscence and the latest gossip. As they talked on and on, they were finally interrupted by a note passed in from the outside.

Note to the young woman in a bold scrawl read: "Can't understand why you haven't written."

## NAME

Young college man was ecstatically describing his new girl to his roommate. "She's beautiful. What a figure! What gorgeous eyes!

What a lovely girl! Why, she's grace personified!"

Roommate, half listening, responded: "What'd you say her last name was?"

## ACCIDENTS

Insurance man was endeavoring to write a policy on a grizzled old farmer. "Ever been in an accident?" asked the agent.

"No," said the farmer.

"You seem to have some scars here and there . . ."

"Well, every now and then," explained the farmer, "some bull has taken out after me and I've got the worst of it now and then."

"Wouldn't you call that being in an accident?" challenged the agent.

"Nope," declared the old farmer. "Them bulls done it on purpose each and every time."

## RULE

Two apples up in a tree were looking down on the world. First apple remarked, "Just look at all those people — fighting, robbing, demonstrating, killing. Some day we apples will be the only ones left, and then we'll rule the world!"

To which the second apple replied grimly, "Which ones of us — the reds, greens or yellows?"

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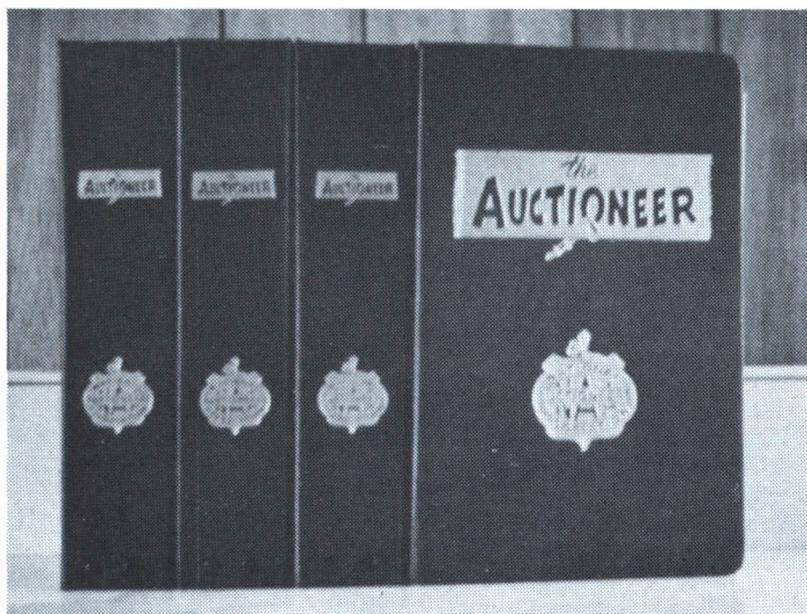
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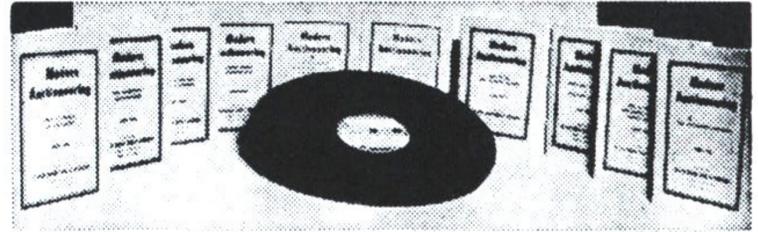
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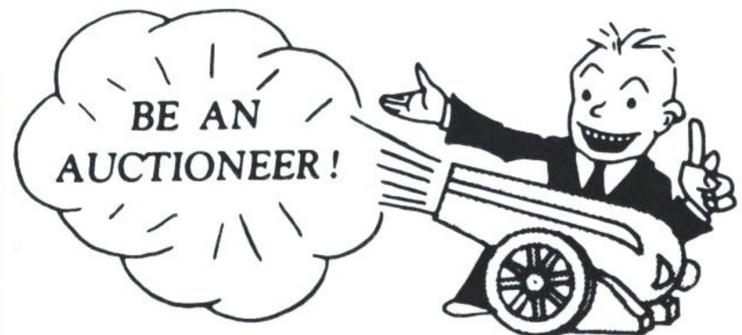
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18,000 Tickets (1/3 White, Pink & Card) . . . 27.50  
36,000 Tickets (1/3 White, Pink & Card) . . . 55.00

### 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.

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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

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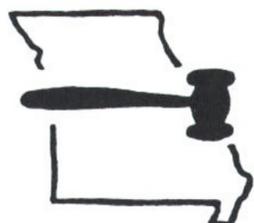
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