

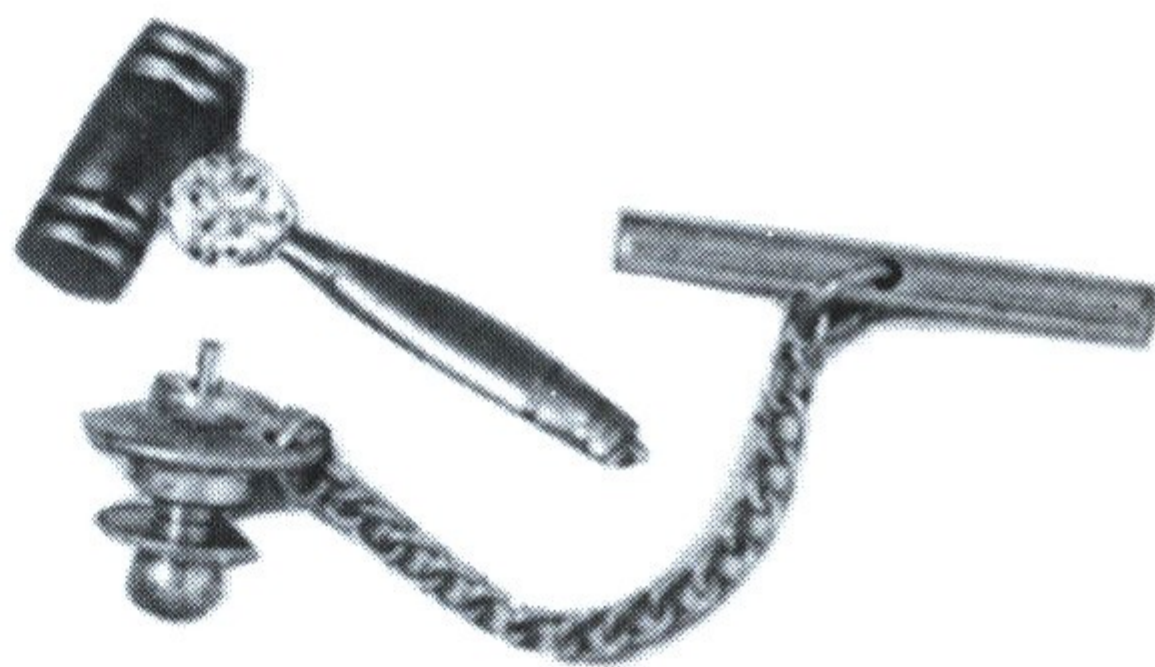
VOL. XXVI NO. 2 FEBRUARY 1975

THE auctioneer





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

“Christmas” is over and the New Year has begun. For all you wives, daughters, and sons, who did not get dad the hat for Christmas, you can start him off right in the New Year. These “Stetson” silver belly felt hats that are worn by over 2500 auctioneers in almost every state in the union set you off as an auctioneer and there is no doubt in anyone’s mind “Who is in Charge of the Sale”! We have a complete size assortment in all three brim widths — 2-1/8”, 2-3/8”, and 2-5/8” on hand now.

The London Fog type jacket with the washable three color NAA emblem also makes a nice gift. For the auctioneer who has everything get him a diamond gavel tie tack. Any size stone you want in 14K solid gold gavel — write for prices on stones larger than those listed below.

The gavel itself is 14 K “Solid gold”			
with .15 high quality sparkling diamond			\$159.95
with .25 high quality sparkling diamond			\$219.95
Felt (Silver Belly)	\$14.95	Straws (light tan)	11.95
Jackets w/3 color emblem		19.95 (large, medium and extra large)	
3-color Auctioneer Emblems	3.00		Plus 4% sales tax

COLONEL W. CRAIG LAWING

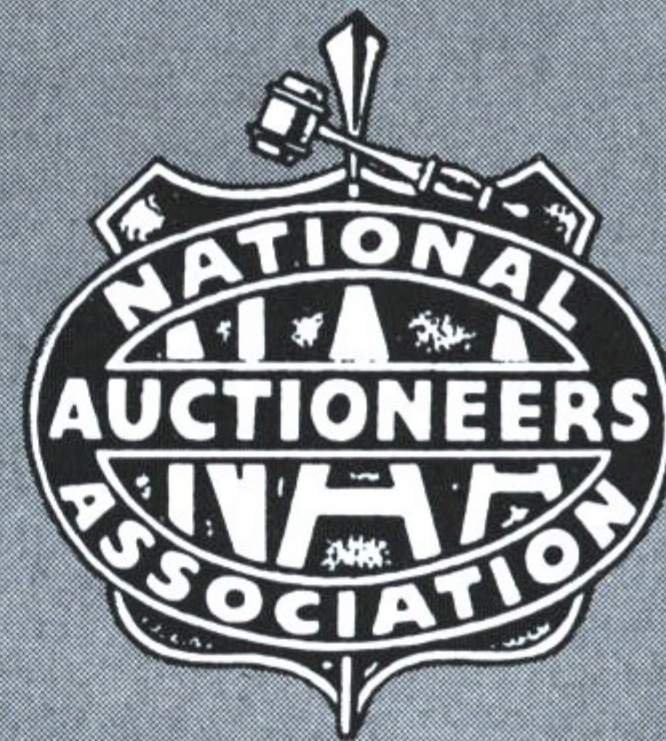
5521 Belhaven Blvd.—Charlotte, N. C. 28208

Telephone: Area Code 704/ Office 399-6372

Home 399-3260

THE auctioneer

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



EDITOR

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

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

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

NATIONAL AUCTIONEERS ASSOCIATION

President:

Wylie Rittenhouse, 9 Derrick Ave.,
Uniontown, Penn.

First Vice President:

C. P. "Terry" Dunning, P.O. Box 866,
Elgin, Ill.

Second Vice President:

Lyle Erickson, Box 239, Cresco, Iowa

Secretary:

Bernard Hart, Lincoln, Nebraska

Treasurer:

Dean Fleming, Atkinson, Nebraska

Directors:

(Terms expiring 1977)

Joseph Donahoe, Darlington, Wisc.
Howard Buckles, Keosauqua, Iowa
Richard Kane, Wisner, Nebr.
Dale McPherson, Rapid City, So. Dak.
Ray Wallace, Shreveport, La.

(Terms expiring 1976)

Harold Ellingson, Edgeley, N.D.
Morris F. Fannon, Pennington Gap, Va.
Harvey Lambright, LaGrange, Ind.
Archie Moody, Darlington, S.C.
James E. Wilson, Hot Springs, Ark.

(Terms expiring 1975)

Grover Howell, Conroe, Texas
Clive Anderson, Sr., Nashville, Tenn.
Charles E. Cumberlin, Brush, Colo.
Robert F. Losey, Sr., Renton, Wash.
Merle D. Straw, Jr., Seabrook, N.H.

EXECUTIVE OFFICES

135 Lakewood Dr.
Lincoln, Nebr. 68510
Phone: (402) 489-9356

Membership Stands At 3834

At The Beginning Of 1975

At the close of business December 31, 1974, there were 3,834 active members of the National Auctioneers Association. This was a slip of 340 members from a year earlier when we had our all-time record membership of 4,174. But it is still a healthy increase from the membership of 2,723 we had five years ago and we thought we were in pretty good shape then. In fact, five years ago this past December 31 our Building Fund had passed the half-way or \$50,000 mark!

Reason for the drop in membership is definitely the increase in our membership dues structure. The NAA was established in August, 1949, with an annual membership fee of \$10.00. This same fee remained for more than 24 years. 1974 was the first full year of the \$20.00 membership dues schedule. Many members failed to renew at the higher fee. These were generally auctioneers who were not very active in actual selling as our active auctioneers were earning the highest fees of their careers, due to inflation, and did not object to the modest increase in membership fees.

New members have not been affected by the increase. They continue to come into the organization at an ever increasing pace and account for the total membership to hold up better than was expected.

As we enter 1975 we find that Tennessee continues to lead in membership by states with 270 members. They are followed by Illinois with 232, Ohio with 220, and 215 from Kentucky. Pennsylvania and Nebraska are tied for fifth place with 168 members each. Rounding out the top ten states in total membership are Indiana, 153; New York, 150; Missouri, 147 and Iowa, 136.

Following is a tabulation of membership by states for five years ago, one year ago and current. Each column gives the membership as of December 31 of the respective year.

STATE	1969	1973	1974
Alabama	10	97	54
Alaska	0	4	4

Arizona	9	15	14
Arkansas	49	64	74
California	84	95	93
Colorado	45	55	49
Connecticut	16	26	27
Delaware	5	6	6
District of Columbia	2	4	4
Florida	53	104	91
Georgia	36	69	86
Hawaii	3	5	4
Idaho	10	17	16
Illinois	186	253	232
Indiana	140	181	153
Iowa	105	131	136
Kansas	99	144	120
Kentucky	127	202	215
Louisiana	14	32	25
Maine	9	18	17
Maryland	34	55	57
Massachusetts	36	64	49
Michigan	82	103	89
Minnesota	30	41	46
Mississippi	14	37	27
Missouri	90	179	147
Montana	46	48	59
Nebraska	147	182	168
Nevada	3	7	7
New Hampshire	14	19	20
New Jersey	53	72	72
New Mexico	19	23	19
New York	96	153	150
North Carolina	61	86	88
North Dakota	27	72	75
Ohio	172	296	220
Oklahoma	57	89	80
Oregon	27	35	31
Pennsylvania	123	203	168
Rhode Island	5	6	7
South Carolina	15	31	37
South Dakota	27	34	41
Tennessee	160	244	270
Texas	97	162	127
Utah	3	4	4
Vermont	6	11	10
Virginia	69	106	87
Washington	26	38	37
West Virginia	42	50	38
Wisconsin	103	162	131
Wyoming	17	15	20
Canada	20	29	33
Australia	1	0	0

Totals	2,723	4,174	3,834
--------	-------	-------	-------

Unusual Interest In Old Farm Equipment

MONTICELLO, IOWA — A mix of antique buffs, neighbors, farmers looking for machinery and land, and those who just came to look, and to visit, crowded around the auctioneers, and the thousands of items that sold at the Elsie Rieniets estate auction west of Monticello on the lower Prairieburg road Saturday, Dec. 14.

Machinery ranged from old-time horse drawn gear, to a 'like new' Galloway manure spreader that had been delivered to the farm new in 1952 and looked like it hauled less than a dozen loads. An 8N Ford tractor brought more than it cost new. A 1930 Model A Ford went for \$2360 and a 1930 Harley-Davidson motorcycle, with plenty of rust, went for \$1300. The car went to Des Moines; the cycle, to Illinois.

Harold Stiener bought the 76 acres of ground on the north side of the county paving for \$805 an acre; Ed Lloyd bought the 86 acres on the south side, which included the buildings, for \$720 an acre.

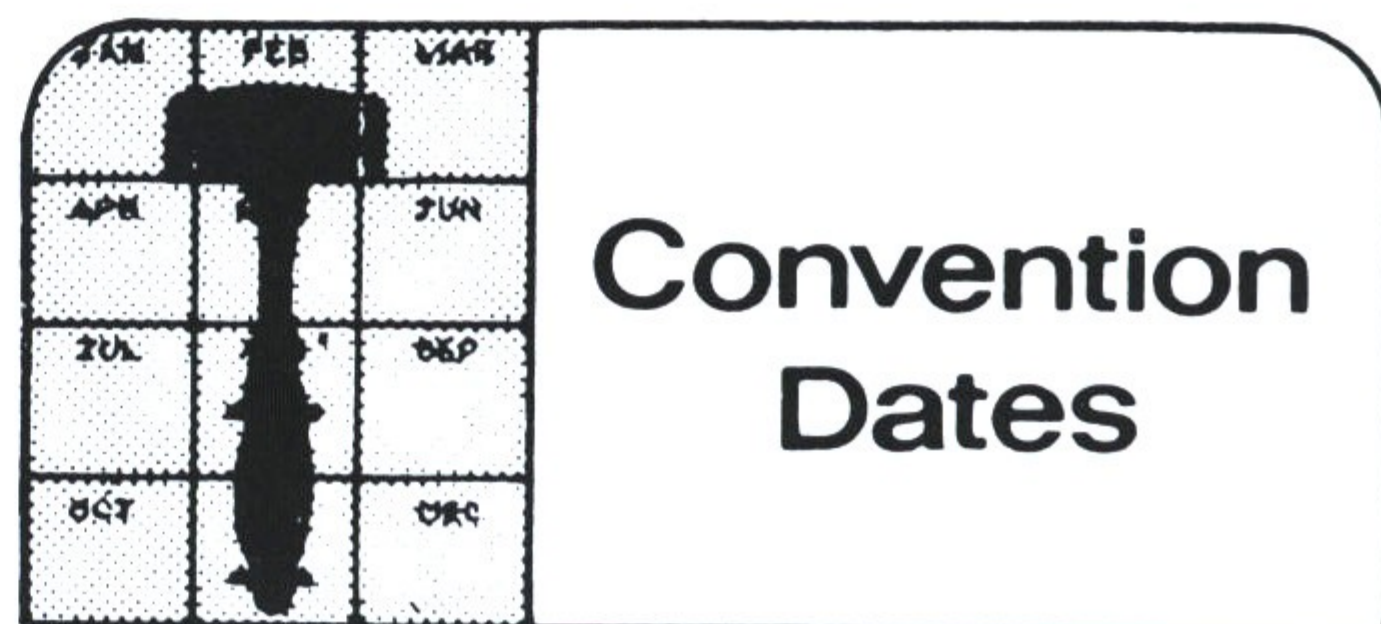
A wide assortment of family possessions collected over the years sold — from farm machinery and tools, to a shed on an Essex frame to a stack of old mail order catalogs, to a house full of furniture, some of it prized by antique dealers.

L. K. Bronemann and Bill McDonell cried the sale; Monticello State bank was administrator of the estate, and clerked the sale. Well over 400 people picked up numbers — the attendance was probably doubled or triple that number as the sale attracted buyers from several states and much of Iowa.

Auction of Rare Books Brings Good Prices

More than 400 books were sold in the rare and out of print book auction at the Varnum Memorial Armory, East Greenwich, R.I., December 2. William D. Longo, a member of the NAA from Cranston, R.I., conducted the auction.

High selling book was Illustrations of the Book of Job, by Wm. Blake, at \$700. Walden; Or Life in the Woods, by H. D. Thoreau, sold for \$275. Close behind at \$270 was Episcopi Chronicon, a book printed in red and black Roman letters.



February 10 — New Jersey State Society of Auctioneers, Inc., Van's Inn, Freehold.

March 22-23 — Kansas Auctioneers Association, Hilton Inn, Salina.

April 4-5 — Montana Auctioneers Association, Malta.

April 6 — Illinois State Auctioneers Assn., Holiday Inn, Decatur.

April 8 — New Hampshire Auctioneers Association, Budweise r Brewery, Merrimack.

April 13-14 — Kentucky Auctioneers Association, Galt House, Louisville.

April 26-27 — Iowa Auctioneers Association.

May 3-4 — Missouri State Auctioneers Assn., Columbia.

May 3-4 — Nebraska Auctioneers Association. Holiday Inn, North Platte.

June 13-14 — South Dakota Auctioneers Association, (Airport) Holiday Inn, Sioux Falls.

June 14-15 — West Virginia Auctioneers Association.

June 15-16 — Tennessee Auctioneers Association, Falls Creek Falls State Park, Pikeville.

JULY 31—AUGUST 1-2 — NATIONAL AUCTIONEERS ASSOCIATION CONVENTION, GALT HOUSE, LOUISVILLE, KY.

(Please send us the date and place of your State Convention if you wish it listed in this column.)

Switzerland Illustrated, in two volumes, sold for \$230. Three books brought and even \$200 each. They were Queen Victoria's Jubilee Garland by Kate Greenaway; Gallery of Illustrious Americans by M. B. Brady; and The Jesuit Relations & Allied Documents. A dozen other books sold from \$100 to \$140.

All books offered were described in a catalog which was available prior to the auction at \$2.50 per copy. An order blank was included for use of those desiring to bid by mail.

OUR COVER

Hon. Ray Blanton (right), recently inaugurated to the office of Governor of Tennessee, is presented with engraved gavel and certificate proclaiming him an honorary member of the Tennessee Auctioneers Association. Making the presentation is NAA Director, Clive Anderson, Sr., Nashville, while TAA President, Alfred Robinson, and TAA Secretary, Hubert Songer, witness the ceremony.

We have a strong feeling the Governor will be hearing more from the Tennessee Auctioneers Association, especially when it comes time for him to proclaim "NATIONAL AUCTIONEERS WEEK".

NATIONAL AUCTIONEERS WEEK WILL BE APRIL 7-12, 1975!!

Howard Johnson Named Director of Local Bank

Story City, Ia. — A Story City native, Howard B. Johnson, who has been highly successful throughout his 25-year career in the auctioneering business, has been named to the Board of Directors of the Randall-Story State Bank. Bank President Carroll Kinseth made the announcement this past week.

"We are particularly pleased to have a man of Mr. Johnson's reputation, integrity and ability join our Board of Directors," President Kinseth said.

"Mr. Johnson's lifelong connection with Story City, South Hamilton and the Central Iowa area will be a valuable asset to our customers because of his knowledge and interest in local affairs. He is well known throughout the area and the state, and we are pleased to announce his association with the Randall-Story State Bank," President Kinseth commented.

Mr. Johnson graduated from the Story City High School and attended Iowa State University at Ames. His success as co-owner of Joy & Johnson Auction Co. has led to his being a charter member and past president and secretary of the Iowa Auctioneer Association. He is also a member of the National Auctioneer Association.

Mr. Johnson served in the U.S. Army and completed a tour of duty in Korea. He is a member of the American Legion and has served as Commander of the Story City Post. He is also a member of the 40 & 8 branch of the American Legion.

Mr. Johnson and his wife, Kathryn,

have two daughters. He and his family are members of the Immanuel Lutheran Church in Story City, where he has served as a trustee, and president of the congregation. He is also a life-time member of the B.P.O.E.

Mr. Johnson's two daughters are both in school. Vicki is a senior at Iowa State University, Ames, and Sheryl is a senior at Roland-Story High School.

As co-owner of Joy and Johnson Auction Company, Mr. Johnson is widely known for the services he performs, including machinery auctions, estate auctions and business liquidations.

His appointment to the Randall-Story State Bank Board of Directors brings a man of proven capability into one of Iowa's fastest growing and most progressive financial institutions.

Always concerned with local needs, the Randall-Story State Bank will be further identified with the area it serves through Mr. Johnson's association.

Land and Equipment

Makes \$368,500 Auction

Hot Springs, Ark. — On December 3, 1974, James E. Wilson & Son sold two tracts of land for \$323,500. A 531 acre tract sold for \$400 an acre and a 505 tract brought \$220 an acre. Cattle, machinery and hay sold for \$45,000. There were approximately 500 attending the Auction and the sellers were **well pleased** with the results. Ken Barnicle, former NAA Director assisted in the Auction.

Dear Mr. Hart:

In your address to the Virginia Auctioneers your point about paying attention to details and providing a little extra service in the auction business was well taken.

As you know, we confine our auction activities strictly to selling real estate. Like everyone else we, occasionally, have a 'flop'. But after a careful analysis we find that the 'flop' was due to some detail which we overlooked.

I do not believe that there is a piece of real estate under the sun which cannot be sold advantageously at auction if the proper effort is put forth and strict attention paid to the minor details.

A case in point is a recent sale we had in Bland County, Virginia. (The county was not named for me!)

At the height of the scarce money and 11% interest period we were called up to move a sub-division which had been offering lots for a year with no takers.

With the reality of the times we knew that we would have to approach this sale with a positive attitude and give it a little extra push to get the job done. The owners furnished us a new Ford Pinto to give away as a door prize at the sale. We had a top banner, advertising the sale and the free car, put on it; and Mr. Jennings, our advertising man, drove it over several counties, parking in shopping centers, downtown, at the entrance to factories or anywhere people congregate handing out a colored brochure with views of the property.

We also had color slides on the local TV at carefully selected time slots. We mailed brochures to every real estate firm and every builder in the area.

The lots were mown and all corners brightly flagged. Fresh gravel was spread on the street and everything was in order. When we got up, the morning of the sale, it was pouring rain and our hopes were dashed. Presently, the rain stopped and the sun begun to shine leaving just

enough clouds hanging over the mountains to make it appear that the good Lord was really smiling on us.

Pretty soon the people began coming in and when the sale began at 1:00 P.M., we had 357 souls from 3 states ingathered. Our auctioneer was Col. Stanley King, whom I believe to be the best real estate auctioneer on the wagon today. Our ground crew consisted of Col. Jake Horney, Stafford Shewey, W. E. Jennings, Jeff Burton, and Fred Fowler. Well over 100 years of auction experience represented.

We always pull in front of each lot we are selling so the buyer can see exactly what he is buying. This gives our crew a good opportunity to point out the good things about the lot and eliminates any misunderstanding when we settle up. Our clerk, "Gentleman Jack" Neighbors is always right beside the buyer when it is knocked down. Jack gets the buyer's signature on the sale slip before his mother-in-law has a chance to tell him he paid too much! We always let the buyers start where they want to, even if it is 1/10th of the selling price . . . and go from there. That way people in the crowd get into it . . . it's their sale . . . and several will bid. We have found that if a fellow bids once, he'll usually do it again. It isn't where it starts that concerns us . . . it's where it ends.

By **FEELING THE PULSE** of the crowd we can usually start our sale on the highest selling lot. It is easier to hold the prices up if you start on a good one . . . than it is to build up from a cheap one. If we have a poor lot with a good one on each side we sell a good one, skip the cheap one, sell the other good one and then come back to the poor one. Usually the buyers on each side will be locked in as good bidders and the poor lot will bring more.

Anyway, in less than 2 hours we cleaned the 32 lot sub-division and the owners, Mrs. King and Mr. Shewey, told us that the lots averaged about exactly twice what they had been asking!

The auction business has treated

me better than I have treated it. I have been in it for over 25 years. The only personal property we ever sell is something which would be incidental to the real estate sale. . . and this has been everything from a rattlesnake skin to oyster tongs, from a child's coffin to dairy herds . . . from "thunder mugs" to Col. King's "circumcision machine" and it has been an exciting life . . . working with some of the very finest people on earth . . . auctioneers!!

Sincerely yours,
Earl Bland
Harrisonburg, Va.

\$2,500.00; Lalique Vase — \$210.00;— French Clock — \$1,900.00; French D.R. Suit — \$2,000.00; 21" Cameo Lamp — \$1,800.00; 18" Cameo Lamp — \$2,000.00; 11" Cameo Lamp — \$1,000.00; Small Steuben Lamp — \$400.00; Brass Table — \$400.00; Small Charm Bracelet — \$280.00; Steuben Hanging Lamp — \$475.00; Victorian Sewing Box — \$475.00; Empire Sofa — \$400.00; Grandfather's Clock — \$2,600.00; Russian Amethyst Ring — \$950.00; Victorian Sideboard — \$375.00; Oriental Tabriz Rug — \$1,250.00; Antique Diamond Bar Pin — \$1,100.00; French Sideboard — \$1,900.00; Oak D. R. Suit — \$2,100.00; Brass Fern Stand — \$575.00.

Three Antique Auctions Exceed \$200,000.00

Hot Springs, Ark. — Prices in our area are still extremely good. Crowds are real fine and the bidding is always spirited. Some of the prices received at recent auctions are as follow:

Four Pc. Victorian Parlour Set — \$4,600.00; Pr. Roccoco Chairs — \$2,500.00; French Roll Top Desk —

Sterling Silver Art Glass, furniture, orientals, jewelry, and dolls are all bringing exceptionally good prices. In our opinion, 1975 will even be a better year. Don't be confused by this so-called recession or depression; keep on working and praying and everything will be alright. May God richly bless all the Auctioneers and their families during 1975. These Auctions were conducted by James E. Wilson & Son of Hot Springs, Arkansas and ably assisted by Ken Barnicle of Missouri.

NOW —

CODE OF ETHICS

In Poster Form — 11" x 14"

Suitable for Framing

The NAA Code of Ethics, neatly framed and hanging in your office will add dignity and prestige to you as an auctioneer and to the profession you represent.

\$1.00 each, postpaid — Order your copy today!

NATIONAL AUCTIONEERS ASSOCIATION

135 Lakewood Drive

Lincoln, NE 68510

Common Sense in the Auction Business



By Leo Jesion

Today I'm going to discuss some of the problems of the general auctioneer regarding permits, ordinances, etc. First let me caution my readers that I'm not a lawyer so these are only my opinions, for what they are worth. You must know your local ordinances and auction laws (if your state has any).

I do believe that people have a right to liquidate as they see fit, be it by auction or any other method so long as it does not cause any undo hardships for anyone else. To penalize one method over another is out and out discrimination.

In our state (Pa.) the law states that a township, city, etc. can only charge \$2.50 for a permit if they have an ordinance; otherwise they charge nothing. I've only run into this type of problem once. As I was about to start a sale the town chief of police informed me that I would have to pay \$20 for a permit. I paid it. However, on the following Monday, I notified the city solicitor, who is a lawyer, and explained the situation to him. I told him about our state law and asked why a town would discriminate against a taxpayer who lived in the community for over forty years. He told me he would check into the law and asked what I meant by "discrimination against the taxpayer". I asked him had the owner sold his personal property any other way would he have to had to pay for a permit. He said no. So I asked him why one method should be penalized over others. Again he said he'd check into it. Two days later the man called me and told me to pick up the check for \$17.50, which I promptly sent to my client. He told me that the reason the borough had the ordinance was to charge an auction house, which is a horse of a different color.

The last two auctions that I had were in residential areas and the neighboring home owners were chasing the auction goers from the front of their houses. For the first auction we hired the

borough police and the matter was resolved. For the second I knew that it was only a matter of time before the police arrived, so when they did, I explained the situation. In both cases the police informed the home owners that the people were allowed to park as long as they didn't block driveways. And in both cases one neighbor just happened to have to cut the grass and started their lawnmowers. Of course that's not much of a problem when you have a P.A. system — you just turn up the volume and move the speakers if you have to. It's a funny thing though, that in both cases some of the people who were making trouble earlier were sitting in the rear of the auction later and they even bought a few items. How can anybody with any blood in his veins resist an auction? The payoff was when one of the men who was running his lawnmower earlier thought I didn't recognize him and asked me where I was having my next auction.

One final word before I sign off. Ninety-nine per cent of the time it's how you handle these problems that counts. You seldom accomplish anything by getting smart with the law. If they see that you have the best interest of everyone and understand their position, they usually are very cooperative. If you start blowing off steam, right or wrong, you usually end up wrong. Any problems you encounter can be solved if handled properly.

Hang in there!

Ohio Auctioneer Dies

Col. Roy A. "Pete" Smetzer, Castalia, Ohio, passed away December 5, 1974. He was 71 years old at the time of his death and had held an Ohio Auctioneers License for 50 consecutive years. He had held membership in the National Auctioneers Association since 1963.



The Ladies Auxiliary

Dear Ladies,

First, I would like to express the appreciation of my family to everyone that had even a small part in making the convention at Medora such a fun time for all. There was something for everyone.

At the beginning of this new year the future looks bright for the auction business in our area. The world around us would also be a little brighter if each member of our Ladies' Auxiliary would make it their goal this coming year to treat the people they come in contact with the way they, themselves, would want to be treated.

I would like to share with you a recipe that is a favorite with all age groups here. It is quick and easy to prepare.

NO-BAKE COOKIES

Combine 4 Tbs. cocoa, 2 cups sugar, $\frac{1}{2}$ cup milk, & 1 stick margarine ($\frac{1}{2}$ cup) in lg. saucepan and bring to boil. Boil 1 min., then remove from heat. Add $\frac{1}{2}$ cup peanut butter, 1 tsp. vanilla & 3 cups uncooked oatmeal. Mix well & drop by spoonful on waxed paper. Nuts & coconut may be added if desired.

Here's wishing each of you a very Happy New Year!

Sincerely,
Pat Storey
Brownwood, Texas

Ladies:

As I set and write this article, I'm watching Billy Graham on TV. His title is "Time is Short". How true this is but, "Time" covers a wide area when we stop to think about it. We have the excuse we will not have time to take off and attend the Auctioneers convention this summer, but if we take the time, we will have it and the whole family will enjoy it to boot. Our auctioneers come home with new ideas and other ways to handle their auctions, we enjoy the company of other ladies we have met at other conventions in the past, the children

meet up with old friends and we may see country we never saw before. So we really mix business with pleasure and end up on the good side. I clipped this out of the Stardust, our Eastern Star magazine. I hope you enjoy it.

THE GREAT CLOCK

The clock of life is wound but once,
And no man has the power
To tell just when the hand will stop —
At late or early hour.
Now is the only time you have;
Live, love, toil with a will
Place no faith in tomorrow, for
The clock may then be still.

In Wisconsin we have more sunshine now as our days get longer and the long winter gets closer to the end. In the North woods snowmobiling is still going strong but in Hazel Green we may not have as much snow; but our lakes are still frozen over and Bill and I enjoy ice fishing. Bill sneaks away oftener than I as I'm more of a house plant, and it has to be more on the warm side for me or I don't go.

This recipe is very good with fowl or pork.

CARROT DELIGHT

1 bunch carrots
Salt
 $\frac{1}{4}$ cup butter or margarine
1 orange cut-up or $\frac{1}{2}$ can mandarin oranges
1 small can chunk pineapple
Miniature marshmallows

Clean carrots, cut in desired strips or chunks. Cook in salt water until tender. While carrots are cooking take sugar, butter and juice from pineapple and boil until syrupy. Place carrots in baking dish, add pineapple and orange and pour syrup over all. Top with miniature marshmallows and bake in slow oven for at least one hour. The longer you bake these the better they get so do not undercook. The flavor goes through the carrots better the longer they cook.

Mrs. William Bodell
Hazel Green, Wisc.

FEBRUARY, FOODS AND FUN

February is one of the darkest months, and the coldest, and the snowiest. In our part of the country this is the time when cooks yearn for foods that will brighten the table and warm the hearts of our families.

To you, who are interested in fine foods come these recipes from country kitchens of the Old Dominion.

To assure you a successful adventure into Southern cookery and to safeguard Virginia's reputation for good food, the recipes have been carefully tested and selected.

RECIPES

CREAM OF TOMATO SOUP

2 cups canned tomatoes (not strained)
2 cups white sauce made with 3 tablespoons butter and 3 tablespoons flour and 2 cups milk.

Put tomatoes on to heat while making white sauce. When sauce is ready add tomatoes to sauce. Season with salt and pepper. Serve at once.

CORN PUDDING

2 cups corn, fresh or canned
1 cup rich milk
1 teaspoon salt
2 eggs
1 teaspoon sugar
2 tablespoons butter

If fresh corn, cook in as small amount of water as possible. Beat eggs in milk, add the rest of ingredients and bake in moderate oven 350° until knife blade comes out clean.

ASPARAGUS CASSEROLE

1 can asparagus cut in 2-inch pieces or fresh asparagus, do same
1 teaspoon salt
1/8 teaspoon pepper
1 can chopped pimentos
3 eggs, beaten
1 cup grated cheese
1 1/4 cup cracker crumbs
1 cup milk

Mix together and pour 2 to 3 tablespoons melted butter on top. Bake at 350° for about 30 minutes. Freezes well. 6 to 8 servings.

HARVARD BEETS

1 quart beets (either fresh cooked or canned)

1 1/2 tables cornstarch
1/4 cup vinegar
1/2 cup sugar
1/4 cup water or liquid from beets
2 tablespoons butter
Salt to taste

Mix sugar and cornstarch. Add vinegar and water. Boil for 5 minutes. Cut beets into desired pieces and add to hot sauce, let stand at least 30 minutes. Just before serving, heat well and add butter.

VIRGINIA SPOON BREAD

3/4 cup corn meal
1 teaspoon salt
2 tablespoons shortening
1 cup boiling water
2 eggs
1 cup sweet milk
2 teaspoons baking powder

Mix meal, salt, shortening. Scald with the boiling water. Add well beaten eggs, sweet milk and baking powder. Bake in moderate oven 350°.

PEACH COBBLER COLONIAL

Batter

1 cup all-purpose flour
1/2 teaspoon salt
1 teaspoon baking powder
3 tablespoons butter
3/4 cup sugar
1/2 cup milk

Fruit Mixture

3 1/2 cups fresh (or canned) sliced peaches
1 teaspoon cinnamon
1 tablespoon lemon juice

Topping

1 tablespoon cornstarch (or 2 tablespoons flour)
1 cup boiling water, or peach syrup
1/2 cup sugar

BATTER: Sift flour, measure. Sift with salt and baking powder. Cream butter, add sugar gradually. Add dry ingredients alternately with milk. Mix well. **FRUIT MIXTURE:** Place drained fruit in greased 9 x 9 x 2-inch baking dish. Cover with batter. Pour boiling water very slowly over entire mixture. Bake at 350° for about 1 hour, until topping is lightly browned.

WIFE PICKING

The idea of man picking a wife is about as absurd as that of an apple picking a farmer. — Dr. Harold Smith.

F. Mendenhall Resigns Auto Auction Position

Forrest Mendenhall, High Point, N.C., resigned as general manager of High Point Auto Auction as of January 1 of this year. He plans to devote his full time to Mendenhall School of Auctioneering and to Mendenhall Auction Company.

Additions to the staff of instructors at the Auction School have been made and it is Mendenhall's plans to provide training that will compare with the best. Morris Fannon, Pennington Gap, Va., one of the best known livestock auctioneers in the East, and J. C. Horney, Jr., veteran real estate auctioneer of Wytheville, Va., are the most recent additions to the staff.

Forrest Mendenhall and his brother, Robert (Red), established the High Point Auto Auction in 1960. It became the fastest growing auction in the Southeast. Some five years ago the auction was sold to Manheim Services Corporation, wholly owned subsidiary of Cox Broadcasting Company. Forrest remained as manager of the auction. He has been succeeded by Charles Foster who has been the auction's assistant manager for several years.

THE FOWL

Fly - Fly Little Bird.
The Noise You Make Is Unheard.
You Flap Your Wings And Soar Through
The Sky.
Like The Downs Of Thistle Which Drift
On By.

I Have Often Thought As You Fly By.
Far Up Above Us Between The Earth
And Sky.
Your Destiny We Human Will Never
Know.
So Many Places For You To Go.
So Gracefully You Move Along,
Singing Your Daily Songs.

Where You Have Traveled
And Life Is Spent.
And It Did Not Cost You A Red Cent.
As I Sit Here And Wonder Why,
That Human Beings Cannot Fly.

I'm Sure His Will Was For It Not To Be.
Like Monkeys That Swings In The Trees.
Or To Soar Through The Air,

Like A Bird In Flight.
Or Without Restless Thoughts,
Through Day And At Night:

Written By,
Col. A. G. "Dick" Miller
Huntington, W.Va.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1974-1975

- PRESIDENT:**
Mrs. Morris (Velda) Fannon
Pennington Gap, Virginia
- 1ST VICE PRESIDENT:**
Mrs. Don (Eileen) Standen
N. Ridgeville, Ohio
- 2ND VICE PRESIDENT:**
Mrs. Marty (Brenda) Higgenbotham, Lakeland, Florida
- SECRETARY-TREASURER:**
Mrs. Albert (Carolyn) Christensen
Pawnee City, Nebraska
- HISTORIAN:**
Mrs. William (Mona) Bodell
Hazel Green, Wisconsin
- DIRECTORS:**
(TERMS EXPIRING 1977)
Mrs. Dean (Jean) Fleming
Atkinson, Nebr.
Mrs. Frank (Billie) Bass
Lewistown, Mont.
Mrs. Leland (Irene) Dudley
Hampton, Iowa
Mrs. Harold (Erna) Ellingson
Edgeley, N.D.
(TERMS EXPIRING 1976)
Mrs. G. T. (Nan) Gilbert
Lincolnton, N.C.
Mrs. Charles (Glenda) Johnson
Sevierville, Tenn.
Mrs. Howard (Jeanne) Roland
Grand Junction, Colo.
Mrs. Harold (Jane) Vaughn
Hamilton, Ohio
(TERMS EXPIRING 1975)
Mrs. Grover (Willie) Howell
Conroe, Tex.
Mrs. Wylie (Joan) Rittenhouse
Uniontown, Pa.
Mrs. John (Clara) Cummins
Cynthiana, Ky.

Know Your Director

Clive Anderson was born and reared on a farm in Middle Tennessee and was educated in the public schools in Nashville. He graduated from school and attended the University of Tennessee Extension in Nashville.

As a young man he was in the insurance business and later the automobile business. During World War II he was with Vultee Aircraft Factory in material control and auditing.

Following a desire to be an auctioneer since he was a young man, he entered the real estate business by opening his own company in January of 1948. At that time he was self trained as an auctioneer by practicing and observing others. Two years later he attended Nelson Auction School. Since he had considerable practical experience in the auction field he assisted in instructing real estate auctioning and advertising while attending Nelson Auction School.

Upon his return to Nashville his auction business began to prosper. Along with the sale of real estate he also operated an automobile auction for a short time in Franklin, Tennessee. As the real estate auction field began to grow he then devoted full time to Clive Anderson Realty & Auction Company, that operates out of it's new office located at 1305 8th Avenue South, Nashville, Tennessee. Today there are 10 real estate salesmen and auctioneers with his company, most of whom were trained primarily by him. The company now does a real estate sales volume of several million dollars a year. Most of the sales are in Middle Tennessee and some in Southern Kentucky.

He helped organize the Tennessee Auctioneer Association. He was the first Secretary and Treasurer of the association and has served as President also. He was instrumental in the drafting of the Tennessee Auction License laws. He was appointed as one of it's first commissioners and served two terms in that post. He's active in civic affairs, a member of the Board of Realtors, Nashville Area Chamber of Commerce, one of the first members of the Nashville Better Business Bureau and is also a member of the Church of Christ.



He and his wife Ruby of 40 years have two sons, Clive Jr., and Steve, who are both active in the business. He enjoys fishing and maintains a residence in Ft. Myers Beach, Florida, where he and Ruby enjoy fishing for snook during the winter and spring. He's an avid hunter and has several big game trophies to his credit, but his main hobby has always been his business which he still enjoys.

He has been instrumental along with others in making Middle Tennessee one of the best real estate auction markets in the Nation. He is very much interested in working with his many friends to see the auction business obtain it's rightful place as one of the outstanding professions of America.

ATTENTION

Have gavel will travel. We buy or sell large or small estates or businesses. Call anytime.

**William "Bill" Connolly,
Auctioneer**

**103 Lee St., Liver Pool, NY 13088
Phone: (315) 457-2873**



Reppert School Of Auctioneering

On the opposite page is the graduating class of Dec. 2, 1974 to Dec. 20, 1974 at the Reppert School of Auctioneering, Decatur, Ind. Identification reads from left to right in each row.

TOP ROW: Howard F. Streaker III, Maryland; George F. Streaker, Maryland; John F. French, New Hampshire; Chester M. Arey, Pennsylvania; Iver A. Schmidt, California; Merritt Barr, New York; Alan Wells, Kentucky; Jack Reynolds, Michigan; Richard H. Beyer, Michigan; Harry F. Wilson, Indiana; James L. Zimmerman, Indiana; William Schnepf, Jr., Indiana; David A. Hartman, Indiana.

FIFTH ROW: Kevin Keating, Indiana; James Denton, Ohio; Murvel L. White, Indiana; Brad Cole, Colorado; Scott Bowser, Indiana; John L. Ryan, Indiana; Forest A. Reynolds, Michigan; Rex A. Smith, Indiana; Joey E. Martin, Maine; Hoover J. Haines, Kentucky; Larry W. Webb, Tennessee; Ted L. French, Indiana; Phillip A. Cole, Ohio; Everett Page, Indiana; David A. Josko, Connecticut.

FOURTH ROW: William E. Michener, Michigan; Edward L. Hirschy, Indiana; Jim Dollar, Michigan; Phillip E. Fitantes, New Hampshire; Ronald F. Baker, Indiana; John Friedel, Ohio; Douglas Strombeck, Indiana; Edward W. Simpkins, Ohio; Frank G. Watkins, Sr., Georgia; Timothy Schanze, Illinois; Jake Kikkert, Ontario; Wayne Connell, New Mexico.

THIRD ROW: Dennis E. Kolp, Indiana; Randy Steveson, Indiana; James J. Keating III, Maine; Donald E. Wireman, In-

diana; George Jarmy, Indiana; James Kristula, Illinois; Dennis Barr, Ohio; Charles S. Hinton, Ohio; L. J. Montague, Indiana; L. Gary Yingling, Pennsylvania; Lloyd L. Noel, Jr., Indiana; Leo H. R. Bruns, Ohio.

SECOND ROW: Gordon F. Paine, Michigan; Richard Corbin, Ohio; Alfred G. Reist, Pennsylvania; Steven G. Richcreek, Indiana; Delbert D. Skaar, Indiana; Ed Pruitt, Indiana; John A. Hull, Jr., Oregon; J. Mark White, Kentucky; Richard Hendricks, Kentucky; Martin Schroeder, Ohio; Paul E. Pratt, Sr., Ohio; Gerald M. Kidd, Michigan.

FIRST ROW: Ruth Ann Buckler, Indiana; Elsie Thornburg, Indiana; Wanda Scratch, Michigan; Darlene Kress, Indiana.

SEATED: Instructors: Robert Anderson, lawyer, Decatur, Ind.; Phil Neuenchwander, Berne, Ind.; Roland Reppert, M.D., Owner and President, Decatur, Ind.; Q. R. Chaffee, Dean, Towanda, Pa.; H. D. Darnell, Cynthiana, Ky.

20 Acres available (cindered for large auction. Reasonable rent, on expressway within two miles of downtown Columbus.

SPRINGTIME, COMPANY

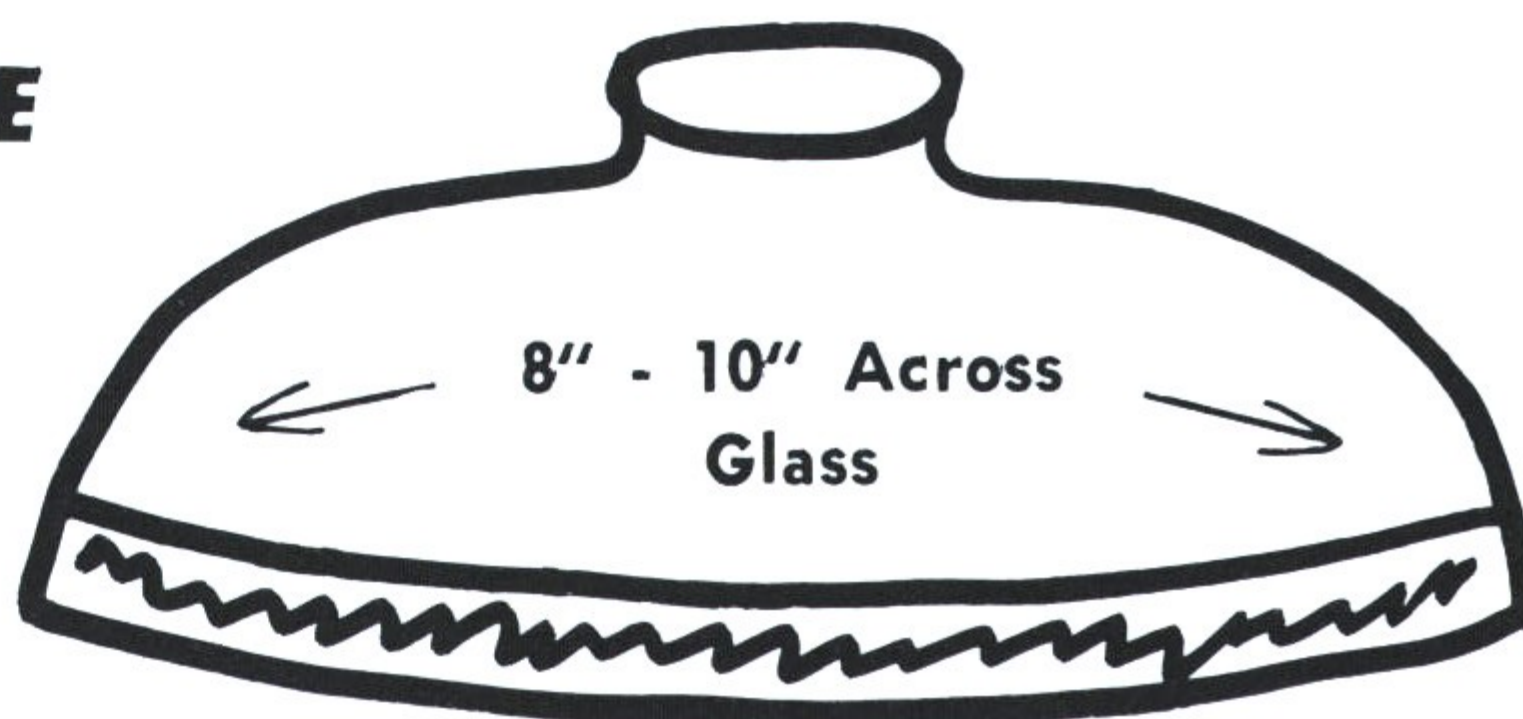
**915 South High Street
Columbus, Ohio 43206
(614) 444-6844**

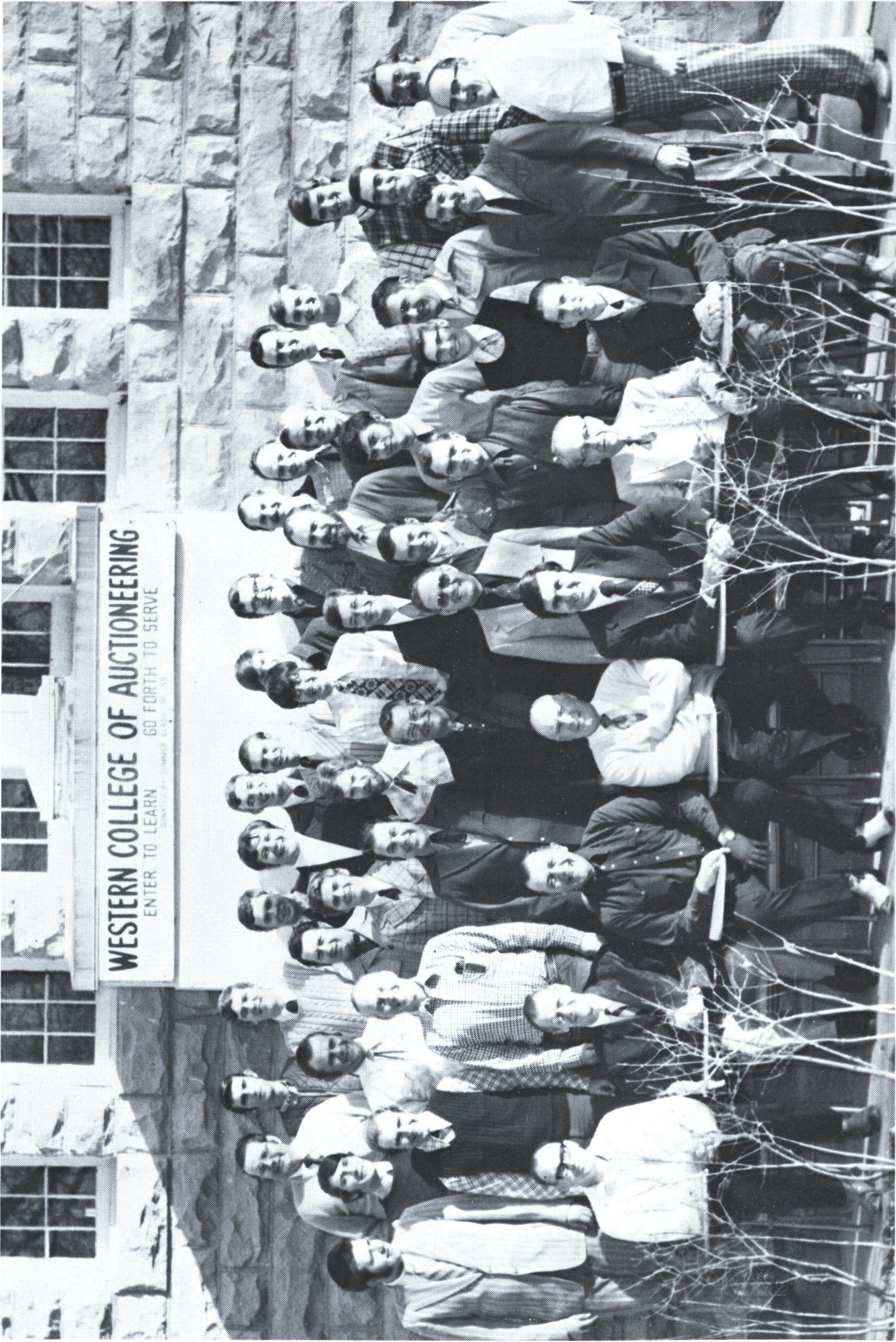
REPLACEMENT SHADE URGENTLY NEEDED

Faurileor Steuben
Iridescent. Need not
be signed but must be perfect

CONTACT: JOS. L. MISKINIS, Box 154, S. EASTON, MA 02375

Send photo and price in 1st letter. Thank you.





Western College Of Auctioneering

Pictured on the left, are the graduates of the December class 1974, Western College of Auctioneering, Billings, Mont. (Left to right)

SEATED: Instructors, John Wert, Wendell, Idaho, Bob Thomas, Billings, Truman Kongsle, Herried, So. Dak.; Jack Ellis, Roundup, Mont.; Gene Gabel, Billings, Bill Hagen, Billings, Stanley Bucholz, Lehr, No. Dak.

FIRST ROW: Roger Gilman, Grass Valley, Calif.; Glenn Stewart, North Platte, Nebr.; Walt Kelly, Sacramento, Calif.; Robert Tolbert, Kalispell, Mont.; Robert Oakley, Missoula, Mont.; Walt Simons, Sturgis, So. Dak.; Bill Mayfield, Casper, Wyo.; Robert McDowell, III, Wisdom, Mont.; Verlyn Weishaar, Morristown, So. Dak.; Don Rosser, Nelsonville, Ohio.

SECOND ROW: Roger Stewart, North Platte, Nebr.; Joe Snopek, Jr., Lethbridge, Alberta; Mel Hokanson, Estevan, Sask.; Stewart Severe, Pendelton, Ore.; Bruce Myhre, Chelahis, Wash.; Jerry Krawchuck, Regina, Sask.; Gordon Marchesseault, Dillon, Mont.; Lynn Kongsle,

Denbigh, No. Dak.; Dave Dignan, Brighton, Colo.; Marshall Payne, American Falls, Idaho.

BACK ROW: Arnold Knutson, Williston, No. Dak.; Don Stephens, Gonzales, Texas; Tim Stulp, Yuma, Colo.; Jerry Stoll, Casper, Wyo.; David Brookshire, Great Falls, Mont.; Jack Quinnell, Sidney, Mont.; Larry De Bolt, Great Falls, Mont.; (forward) Daniel Decker, Butte, Mont.; Curt Carlson, Edmonton, Alberta; Ray Silbernagel, Carstairs, Alberta; Bob Allen, Edmonton, Alberta; Charles Barth, Puyallup, Wash.; Clint Reese, Kamiah, Idaho; John Mauzy, Louisville, Colo.; Brian Ehman, Water Valley, Alberta; Hank Weirsman, Kalispell, Mont.; David Crowl, Yuma, Colo.

WHAT IT'S WORTH

A farmer desperately needed extra hands to help with the harvest. He finally asked Cyrus, known around as the town fool, to help out.

"What'll you pay?" quizzed Cyrus.

"I'll pay whatever you're worth," replied the farmer.

Cyrus scratched his ear a minute, then answered, "Don't believe I'll work for that!"

THE PROFESSIONAL AUCTIONEER AND WHAT HE NEEDS TO KNOW

By RUSSELL KRUSE

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

CHAPTER HEADINGS

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

Price of book \$5.00 (Volume discount available). Being used by several states — auctioneer associations and auction schools. **WRITE Kruse Office: 305 South Union Street, Auburn, Indiana 46706.**

\$200.00 FREE

\$200.00 FREE

NASHVILLE DEALER AUCTIONS

POWELL AVENUE ACROSS FROM 100 OAKS SHOPPING CENTER

Located in Nashville, Tenn. —

Home of Opryland and The Music Capital of the World

THE PLACE WHERE DEALERS AND THE PUBLIC ALIKE MEET — FROM ALL OVER THE COUNTRY EVERY MONDAY 11:00 A.M. FOR BOTH BUYING AND SELLING SUCH ITEMS AS:

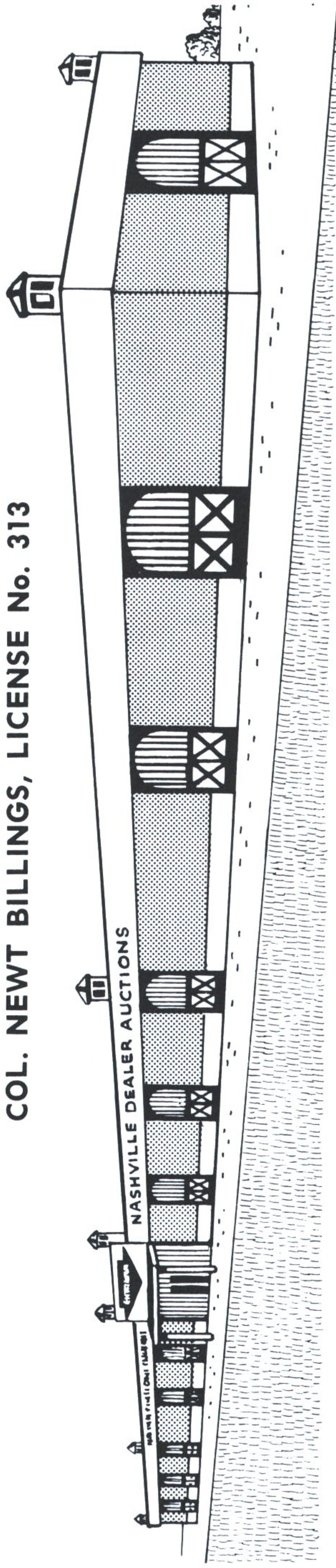
- TOYS — FURNITURE — ANTIQUES
- ELECTRONICS — GLASSWARE — IMPORTS
- HARDWARE — TOOLS — NOVELTIES
- SOFT LINE — HOUSEHOLD — ACCESSORIES

HUNDREDS AND HUNDREDS OTHER ITEMS

PLUS \$200.00 FREE

GIVEN AWAY EACH WEEK TO THE (2) BUYERS BUYING THE MOST MERCHANDISE

COL. NEWT BILLINGS, LICENSE No. 313



2935 Powell Avenue, Nashville, TN 37204

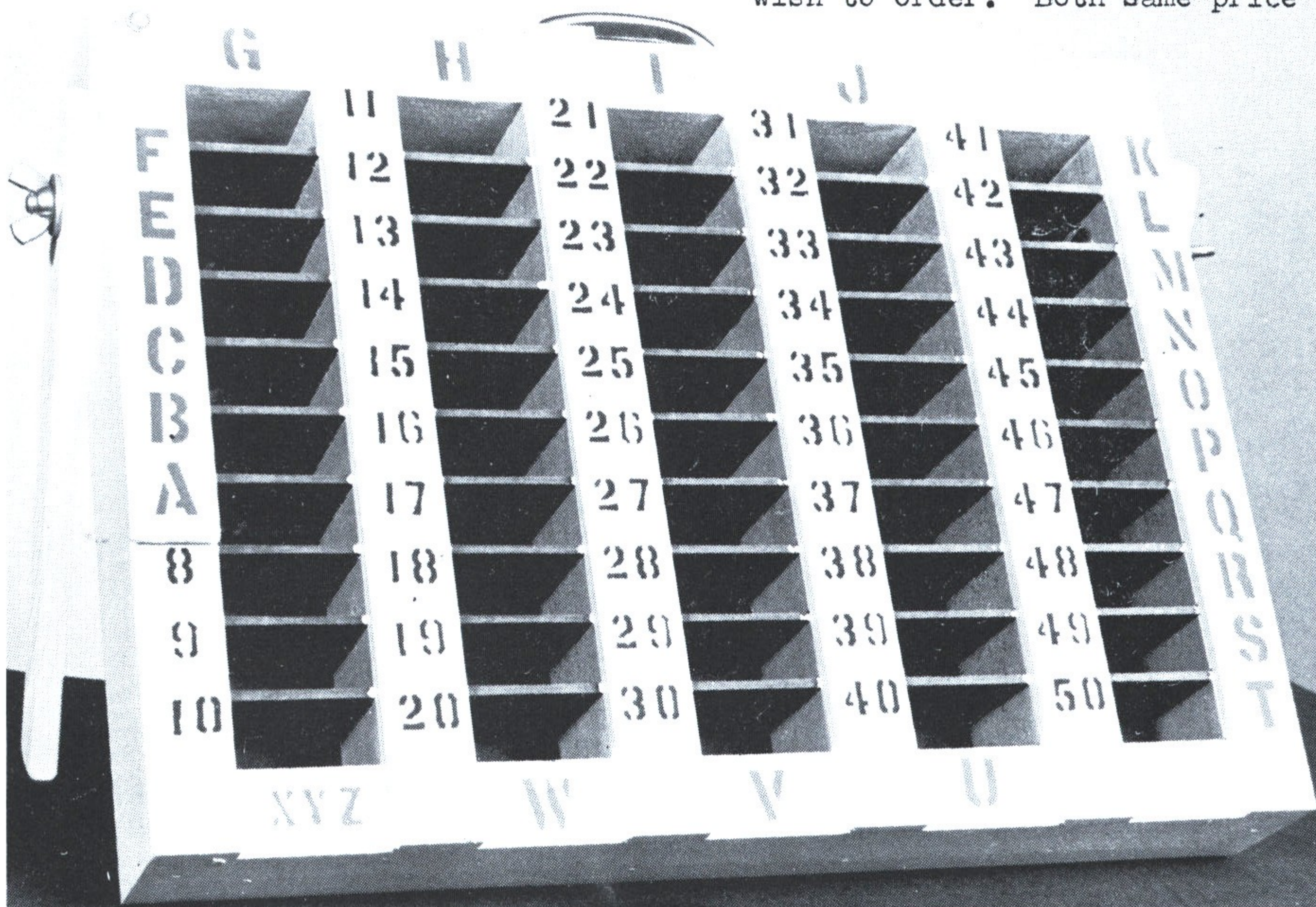
Across From 100 Oaks

Makes Clerking Auctions Easier

If you have a different size clerking ticket we will make a file to fit it. Send ticket and \$34.95

We also make a file that is 3 $\frac{1}{2}$ " deep with 2 $\frac{1}{2}$ " wide slots

Please state what size file you wish to order. Both same price



Now you can have a filing system that you can either clerk by the numbers or use the alphabet.

This file does not take up much room and is still large enough for handling many sale items.

The slots are 2" deep and 2" wide so most of the popular clerking tickets will fit this file.

When you order this file we will send you instructions as to how it is to be used and what to do when you use the number system. We will also send you copies of our numbering system which you can have printed locally.

Send Check or Money Order to:

We have used this system for over 35 years and it is used by most of the clerks in this part of the country.

If you are not clerking sales at this time, order one of our files and add this service to your bank or business.

only **\$29.95**

complete

We Pay All
Shipping Charges

By using numbers 1 to 50, 101 to 150, 201 to 250, etc., there is hardly any limit to the number of buyers that this file will accommodate.

LUNDEEN SALES FORMS

423 East Avenue

Holdrege, Nebraska 68949

Heart Attack Silences The Voice of Phil Goldstein, Mass. Auctioneer



The National Auctioneers Association sadly reports the passing of long time NAA member Col. Phil Goldstein, Boston, Mass., who succumbed, January 16, following a series of heart attacks. Phil had been a member of the NAA since 1957, and he and his wife, Charlotte, were active in the association and attended many conventions, their last being in St. Petersburg, 1973.

Phil was a proud man, proud of the NAA, and proud of the fact, that he was elected to a two year term on the Board of Directors filling an unexpired term in Roanoke, Va., 1969. In addition to the NAA, Phil was active in the Massachusetts Auctioneers Association, and active in his local temple. As an auctioneer, Phil enjoyed a practice that is and has been the goal and envy of many. One had only to pick up a Boston newspaper and look at the auction ads to see the number of "Phil Sells Again" ads.

He was known and respected not only in his favorite Boston area, but in the surrounding areas, and states, as well. More than once surrounding papers devoted full pages to the time and efforts put forth by Phil on the part of Charity. He will be missed by not only his family, but his many friends in the auction profession. He is survived by his wife, Charlotte, and daughter.

PHONE
(312)
342-3600

A. MARCUS CO.
2418 W. NORTH AVE.
CHICAGO, ILL. 60647
WHOLESALE MERCHANDISE

PHONE
(312)
342-3600

ESTABLISHED 1908

Auctioneers largest supplier of National Brands — Close Out and Promotional merchandise. Complete lines of Nationally advertised brands. Names such as **Black & Decker**", "**Coleman Cable**", "**Skil**", "**Chicago Pneumatic**", "**Sunbeam**", "**Mirro**", "**G.E.**", "**Cannon Mills**", "**Husky**", "**Proctor-Silex**", "**Wilton**", "**Helbros**", "**Sharp. Elec.**", "**Westclox**", "**Ronson**", to name only a few.

In addition to our regular lines of merchandise, we are constantly receiving large quantities of closeout merchandise of all types. Everything from tools to towels can be had at prices much lower than their original cost. Our three floors are packed full with **appliances, radios, T.V.'s, stereos, watches, soft goods, tools etc.**

Come to our showrooms and see samples of the above mentioned merchandise. If you are unable to visit us here in Chicago then write or phone us at our expense. We will be happy to send you a sample order - or describe in detail some of the outstanding values. **All merchandise is fully guaranteed over the counter replacement on all defective merchandise.** Recommended by "Col." Skeen of Roselle, Illinois and "Col" Quick of Aurora, Ill.

All merchandise shipped on same day as order is received. One stop will cover your every need from the Largest Complete Stock to your smallest fillin. We are here to help you make 1974 your biggest year. — Write for our FREE Catalog.

We Offer You
NO GIFTS — GIMMICKS OR GLAMOUR
Satisfaction is our greatest Asset

PHONE
(312)
342-3600

A. MARCUS CO.
2418 W. NORTH AVE.
CHICAGO, ILL. 60647
WHOLESALE MERCHANDISE

PHONE
(312)
342-3600

Looking for a Touch of Adventure, Or a Treasure, Attend an Auction

by Michael T. Harris

Seattle, Wash. — Looking for a touch of adventure, perhaps a gamble, and all of it not far from Seattle? Try attending an auction the next time the spirit moves you.

Mixed between the hammer of the gavel and the chant of the auctioneer are some good buys and even occasionally a true lost treasure.

Cities gavel away equipment and cars. Police departments auction stolen bicycles and jewelry. There are estate auctions, boat auctions, livestock and bankruptcy auctions. Moving and storage firms auction items whose owners have disappeared. Dealers auction antiques. Even the U.S. Post Office auctions packages.

Auctions are fun, and the amateur stands a very good chance of coming away with a bargain. The trick, of course, is knowing how.

"The first time a person should just come in and watch what an auction is like," Mrs. Mary Bushell of Bushell's Auction House said. The Bushell Auction House has been going strong in Seattle since 1908.

"Most auctioneers who have been around and have a reputation at stake won't take advantage," Mrs. Bushell said. "Watch out for the fly-by-nighter. Most of our customers are regular customers. If we cheat them they won't come back."

Mark Hughs, a field representative for Seattle's Etherton Auctioneers, said one of the ways to begin building auction experience is by attending an auction preview, usually held a day or so in advance of the sale to allow customers to inspect the merchandise.

If you see something that warrants further investigation a representative of the house will answer your questions.

If the item is one available in stores you might compare the going price. If it's an antique you're after, the job may be tougher but not impossible. A starting point is the nearest library, then perhaps, an antique shop or dealer. A similar piece may give you a clue to the

market value.

Armed with some background and a hint of the price, you're ready to head for the auction.

Emotions can run high. There is the story one auctioneer tells of a sale with the bidding caught between two persons on the opposite side of the room. The bidding went well beyond the estimated price but yet neither the man nor the woman would yield. Finally the auctioneer stopped the bidding; he recognized the two as man and wife from past visits.

Common sense is a good rule of thumb to heed at an auction. The day of the sale may bring a good-sized crowd. But remember that not everyone will be bidding on the item you want. Give yourself a maximum bid and stay within your limit. A bargain only comes when the price is below market value.

Auctions can serve as a clearing house for antiques, paintings, prints, lithographs and silver which can be turned into good investments. Houses such as Bushell's try to hold an auction once every week or two. Items usually come from estates and can range from hand tools to oak furniture.

Sometimes the auction house will hold the best material for a special sale once a month or so. You'll find the best merchandise and antiques here because it gives the house a chance to draw a good crowd and hopes for high prices. Here's where an auction house will make the big commissions. It's also where you may find yourself bidding against antique dealers.

Dealers do come in and bid against John Doe. If he knows he has a dealer bidding against him he'd be smart to keep in there because the dealer is after something of value.

If treasure hunting is more your game there are some interesting auctions you might try. A lucky find doesn't have to be buried; just locked tight and forgotten. Successful bidders have found silverware, vases and paintings worth 10 times and more what was paid to the gavel's hammer.

There is one story of a tub of silverware bought for \$250 at an auction. The buyer later resold the pieces for just under \$2,000. A hall table sold for \$1,000. But what was inside the table unnoticed by auction house and seller was a commemorative silver shield created for one of England's kings. The shield was worth several times the price of the table.

Another treasure was found here in Seattle about six months ago.

"At one of our auctions," Hughs of Etherton Auctioneers said, "we sold a dresser for \$13, and that was all it was worth. But when the new owner opened one of the drawers he found \$6,000 inside. It was in \$100 bills. We have heard other stories about persons finding such treasures. I know we have found at least one bargain at just about all our auctions. Nothing on that scale, of course, but they were bargains, something that went for a lot less than it was worth," he said.

One favorite hunting ground is the storage auction. Storage companies keep

items as long as the storage bill is paid. When the money stops coming in the items are auctioned to pay the debt.

For Bekins Van and Storage in Seattle the auction is a good crowd raiser.

"There is no preview of merchandise," Jim Anthony, a vice president with the company said. "No container is ever opened beforehand by the public or our employees. It's kind of grab bag."

The popular items, Anthony said, are old trunks or containers such as wooden barrels. Older furniture is also a popular item.

"Sometimes someone may get lucky but it's usually more a case of buying a trunk of old clothes," he said.

Finally, a word about the reliability of the auctioneer and the auction house.

An auctioneer is in business to get the seller the best price from the buyer, you. Disreputable auctioneers have used a variety of tactics to build up the bid. There might be a plant in the audience whose job is to keep the bidding moving. In some cases an auctioneer may use a ghost to raise the bid on a single bidder. In those cases the unseen (and unreal) bidder is in the rear. Any auctioneer worth his salt can use time and the crowd to his advantage.

"You've just got to beware of the fast talk situation," Seattle detective John Dermody warned. "The auctioneer and the people involved tend to get everybody excited. Watch out for the big pitch. That's how the big sales are made." If an auction seems questionable a good place to check for reputation is with the police department's bunco squad. See if the auction house or auctioneer has a record.

One of the best insurance policies available to the auction bidder is the reputation of an auction house. As one auctioneer said, it takes a good reputation and usually satisfied customers who return time and again to keep a good business going.

In the end it's knowing the real from the fake, the replica from the antique which takes the gamble out of auctions and leaves you with the bargain.

DOCTOR CALL

"Is there anyone you'd like to see?" the doctor asked the critically ill patient. "Yes," feebly replied the patient, "another doctor."

GAVEL TIE-TAC

OF DISTINCTION

ALSO WORN AS
LAPEL BUTTON



Gold Plated With
Ruby Sleeve Guard

ORDER TODAY!

- BUY FOR
- Yourself • Gifts • Resale



**NEW
LOW
PRICE!**

\$1.50

EA.

\$5. Value

\$12.00 DOZEN

MAIL CHECK OR MONEY ORDER TO

Col. Max Pollack

P.O. BOX 9, PROVIDENCE, R. I. 02901

TOOLS

Men's "Skin Diver" Watch with Calendar	Ea. \$ 6.00
Ladies' Deluxe Round Face Watch with Band	Ea. \$ 6.00
Ladies' Nurses Watch with Band	Ea. \$ 6.00
Ladies' Square Face Watch with Suede Band	Ea. \$ 6.00
Men's Deluxe Water Proof Watch with Band	Ea. \$ 6.00
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$ 10.00
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$ 9.00
Men's 17-JEWEL DAY-DATE DRESS WATCH	Ea. \$ 8.50
Ladies' BRILLIANT CUT—HAND SET	
173 STONE WATCH	Ea. \$12.50
HILTON 17-Jewel Men's Dress Watch w/Band	Ea. \$11.00
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$25.00
HILTON Ladies' 4-Diamond Dress Watch	Ea. \$18.50
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 8.00
Ladies' HEART SHAPED DRESS WATCH	
Gold or Silver	Ea. \$ 7.50
Match Mate Ring Set—12 in 1	Doz. \$24.00
Spray Perfume, Boxed—1000 Sprays	Doz. \$ 3.25
French Collection D'or Perfumes—6 Pc. Set Per Set	\$ 2.75
TIFFANY Perfume—2 oz.—Gift Boxed	Doz. \$12.00
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$12.00
2-oz. ORIENTAL JADE Men's Cologne	Doz. \$ 3.90
2-oz. Men's RUSSIAN LEATHER	Doz. \$ 3.00
Men's Wallets, Boxed	Doz. \$ 4.80
Trucker's Cowhide Wallet with 5 Compartments	Doz. \$20.00
Necklace and Earring Set. AURORA BOREALIS. Ass't. Colors	Doz. \$18.00
AURORA BOREALIS ACORN Necklace	Doz. \$ 8.90
Beautiful Indian Head Pendant	Ea. \$ 3.00
21-Jewel Men's Calendar Watch	Ea. \$ 9.00
Ladies' Bubble Watches	Ea. \$ 5.00

APPLIANCES 'n HOUSEWARES

ELEC. CAN OPENER—KNIFE SHARPENER—BTL. OPNR.	Ea. \$ 6.00
Electric Portable Hand Mixer	Ea. \$ 5.75
2-Slice Automatic Toaster—NAME BRAND	Ea. \$ 6.50
4-Slice Automatic Toaster—NAME BRAND	Ea. \$10.00
2-Speed Blender—PROCTOR-SILEX Heavy Duty	Ea. \$ 9.50
Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea. \$ 6.50
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
49-pc. Cook-N-Serve Ensemble—Guaranteed for 5 Yrs. Also Ovenproof	Set \$ 9.50
Small Floral Pitcher & Bowl Set	Doz. Sets \$ 7.20
Musical Beer Stein—Large Size	Ea. \$ 3.90
19-pc. Decorated Handle—Sheffield, England Cutlery Set	Set \$ 6.50
50-pc. Stainless Steel Flatware Set, Gift Boxed	Set \$ 9.50
EVERSHARP 3-pc. Stainless Steel Carving Set	Doz. \$ 9.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz. \$ 9.80
5-pc. Kitchen Knife Set—in Wooden Display Rack	Set \$ 2.00
21-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$10.00
14-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$ 7.50

50 FT. DROP CORDS—ALL COPPER WIRE	Doz. \$16.00
100 ft. Drop Cords All Copper Wire	Ea. \$ 2.50
7 1/4" ELECTRIC SAW	Ea. \$14.50
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
7-pc. Irwin Screwdriver Set	Per Set \$ 2.25
7 1/4" Black and Decker Electric Saw	Ea. \$18.50
19" Deluxe Tool Box with All Metal Tray	Ea. \$ 2.90
Deluxe Carded Wrench Key Chain—Hot Seller	Doz. \$ 2.50
29-pc. BLUE TEMPER Drill Bit Set	Set \$ 5.90
2 Blade Knife—American-Made	Doz. \$ 4.80
High Intensity Auto Spot Lite	Ea. \$ 1.90

RADIOS 'n NOVELTIES

DELUXE CHARGER RADIO—#1 SELLER	Ea. \$10.00
AM/FM RADIO-BATTERY/ELECTRIC	Ea. \$ 5.50
TOILET SEAT RADIO "JOHN"—Ass't. Colors	Ea. \$13.50
Deluxe 5-Band—Police—AM/FM Radio	Ea. \$ 5.00
Deluxe Kitchen Radio	Ea. \$ 4.50
Beautiful Plush Poodle Radio—Ass't. Colors	Set \$ 8.00
Walkie Talkie Set—Solid State—Complete	Ea. \$22.50
4 Speaker AM/FM Mahogany Table Radio	Per Set \$ 5.00
Men's 2-pc. Deluxe Sweater Set	Doz. \$ 5.90
Disposable Butane Lighter—Display Boxed	Doz. \$ 3.00
MEN'S CHROME LIGHTERS—Carded	
8-Track Deluxe Car Stereo with 2 speakers and wiring . . . All Chrome Speakers	Ea. \$24.00
Cartoon Characters Novelty Radios	Ea. \$ 5.00
Psychedelic AM/FM Radio, AC/DC	Ea. \$14.00
Deluxe Plush Panda Radio-Jumbo Size	Ea. \$ 5.50
Beautiful 2-Speed Phonograph Player	Ea. \$12.00

LAST MINUTE SPECIALS

19 PC. TEFLON COOKWARE II	Ea. \$ 6.00
3-PC. BEADED BAG SET	Doz. \$ 9.00
DELUXE CARDED SPONGES—12 PER CARD	Set \$1.00
50-PC. DINNERWARE SET—UNBREAKABLE	Set \$ 5.50
Deluxe Beacon Blanket—72"x90"—Ass't. Colors	Ea. \$ 3.25
Men's Deluxe Tee Shirts—Top Quality	Doz. \$ 7.50
Cannon Towels—Giant Size	Doz. \$ 7.90
3-pc. Ladies' Luggage-Tote Bag Set	Set \$ 6.90
Matching Umbrella and Bag Set	Doz. Sets \$13.00
Giant Sjoined Glass Kerosene Lamp, Boxed (10x50) Binoculars with Leather Carrying Case	Ea. \$ 2.00
Play-Poker Slot Machine	Set \$23.00
Large Size Ass't. Plush Toys	Ea. \$ 1.75
Men's Stretch Socks—1st Quality	Doz. \$18.00
10 Page Photo Album	Doz. \$ 2.50
SPAULDING GOLF BALLS	Doz. \$16.50
4-pc. Men's Wallet and Keycase Set	Doz. \$ 4.25
Beautiful Ass't. Pendants and Earrings—Boxed	Set \$ 3.00
Large Size Electric 3-D Picture	Doz. \$ 2.00
	Ea. \$ 6.00

Beau-Trol Gold Horse Clock	Ea. \$ 7.80
6 Ft. Spinning Rod and Reel Outfit	Ea. \$ 3.90
24-Pc. INDIA BRASS Candleholders, Tea & Tableware	Set \$15.00
Ass't. Buffalo Bco Lures (50 on display card) per card	\$10.00
3 Dozen Most Popular Lures & Plugs in display box	per 3 doz. display \$18.00
Deluxe Spinning Rod & Reel Combination set . . .	per set \$ 3.90
Fisherman's Delight	Ea. \$ 3.25
Speed Trax Road Race Set	Ea. \$ 8.50
Mini Grandfather Clock w/Chime	Per Gross \$ 1.00
Pocket Combs—1 gross to box	Doz. \$10.80
Reversible Woven Scatter Rugs	Doz. \$ 9.00
Large Size Kerosene Lamps—Ass't. Colors	Doz. \$ 2.50
Carded Sun Glasses—Men's & Ladies'	

2-Pc. Ladies' Double Knit Pants Suit MOD STYLE—YOUR PRICE \$15.00; Uniform Special—Ladies' 2-Pc. Pants Suit or Dress—White or Melon. Ea. \$7.50; Men's Double Knit Slacks, Ass't. sizes and colors . . . Pr. \$7.50; Ladies' Double Knit Slacks. Ass't. sizes and colors . . . Pr. \$4.00. Visit our Completely New Uniform and Boutique Shoppe.

VALUES YOU MUST SEE
TO BELIEVE!

We have 1,000's of items such as
Antiques, Clothing, Furniture from
all over the world.

WHOLESALE ONLY!

Send \$1.00 for Complete Catalog.
Visit our Giant New 25,000 Ft. Show-
rooms. Parking for over 100 cars.

SHELDON CORD PRODUCTS

2201 WEST DEVON AVENUE
CHICAGO, ILLINOIS 60659
Phone (312) 973-7070

OPEN FROM 9 to 6
SEVEN DAYS A WEEK

American and European Glassware Auctioned

LOS ANGELES, CALIF. — An outstanding collection of rare Tiffany, Art Nouveau and Art Deco was auctioned November 18 by Peter McCoy and Brian Ivon-Jones of Sotheby Parke-Bernet. Approximately 500 people filled the gallery to bid on 226 items, totaling \$153,065 in sales.

Highlights of the auction included a 3 pc. suite of Art Nouveau carved mahogany armchairs and loveseat selling for \$2,375; two Art Nouveau gilt-wood side chairs with inlaid abalone shell for \$800; a Quezal iridescent glass vase for \$900; a Stueben aurenebowl at \$500; an Art Nouveau stained glass and gilt

bronze hanging shade for \$1,900.

Other prices included a Tiffany bronze and nautilus shell lamp for \$17,000; a Tiffany faurile glass and bronze miniature Begonia-on-Blue lamp for \$12,500; a Tiffany red cameo glass vase for \$2,750; and the piece of de resistance: a Tiffany faurile glass and bronze fractured glass Wisteria Lamp for \$27,500.

MERITA HOLLE

SALE CLERKING SHEETS

and other Auction forms
Write for Samples and Prices

BURTON PRINTING CO.

P.O. Box 597

Hastings, Nebr. 68901



JIM

GRAHAM

AUCTIONS

"Net you thousands more"

204 U.S. 1

North Palm Beach, Fla.

305-844-1723

Realtors

Auctioneers

over 3,000 time tested

BID GETTERS

SAYINGS, QUIPS, JOKES, BITS, ETC.

a veritable goldmine



For

AUCTIONEERS

PEDIGREE MEN

RINGMEN

AD WRITERS

FIELDMEN

AUCTION MANAGERS

STOCKMEN

SALESMEN, ETC.

by **Earl D. Wisard**
auctioneer

R. 1, Dundee, Ohio 44624

SPICE UP YOUR AUCTIONS

"Keeps slow time or fast time." (selling clock, watch)

"Wide across the hind end — like my wife"

"I gat a nibble." low starting bid)

"Cadillac quality at a Pinto bid."

BID GETTERS

is a 118 page book just off the press loaded with over 3000 more collected from 100's of auctioneers all over the U.S. and Canada during a 50 year period. Bid Getters is written to do two things:

1. Get more AIDD — attention, interest, desire, decision.

2. Break the monotony of bid calling.

"Truly a masterpiece." — Knotts School of Auctioneering.

"Very good" (underlined) — Ex. Sec. Reppert School of Auctioneering.

If you order promptly, **TOOLS OF THE TRADE**, a supplement sheet of bid calling words (chant words) used by top ranking auctioneers, will be included. Bid Getters sells for \$10, postpaid, check, or monyerorder. Ohioans add 4% sales tax. Reference: Navarre Deposit Bank Co. Navarre, Ohio.

DON'T MISS ANY DEALS



LET'S WORK TOGETHER

**CALL US IF YOU HAVE A LEAD
ON ANY OF THE FOLLOWING:**

**ANTIQUES
HOTELS
BREWERIES
MACHINERY**

**FURNITURE
RESTAURANTS
FACTORIES
REAL ESTATE**

STOCKS OF MERCHANDISE

**OPPORTUNITY KNOCKS BUT ONCE,
DON'T MISS IT!**

LIBERAL FINDER'S FEE

Morton's Auction Exchange, Inc.

215 N. Rampart St.
New Orleans, La. 70112
Phone (504) 522-8364



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. Kumpy Brewer—Moulton
Col. Ken Dean—Birmingham
Col. Rad Dickson—Selma
Col. Herbey Greenhaw—Athens
Col. Jimmy Greenhaw—Athens
Col. Oakley Greenhaw—Athens
Col. Roy N. Hereford, Jr.—Faunsdale
Col. John A. Horton—Huntsville
Col. J. Frederick Key—Greensboro
Col. J. P. King—Gadsden
Col. Jack Lamb—Albertville
Col. Paul Massey, Sr.—Huntsville
Col. E. W. Patton—Vinemont
Col. C. W. Ramey—McCalla
Col. John Ramsey—Dothan
Col. Rupert Shrader—Trussville
Col. Freeman Smith—Bryant
Col. Kenneth Terrell—Boaz
Col. Ben Whigham—Dothan
Col. Doug Williams—Northport

ALASKA

Col. Andrew S. Hess—Anchorage
Col. James Hess—Anchorage
Col. Jack Ward—Anchorage

ARIZONA

Col. V. R. Bud Bevercombe—Yuma
Col. Richard Coleman—Tucson
Col. Paul Perry—Mesa
Col. Vernon St. John—Phoenix
Western Sale Management, Inc.—Phoenix

ARKANSAS

Col. T. J. Allred—Dover
Col. Richard S. Baker—Norfolk
Col. Wayne Ball—No. Little Rock
Col. B. J. Barnett—Little Rock
Col. Howard Batterton—Hot Springs
Col. Ken Blackmon—El Dorado
Col. Leon Brinkley—Paragould

Bud Robinson Auction Co.—Pine Bluff

Col. Jim Cates—Little Rock
Col. Dalton J. Dailey—Little Rock
Col. Don Diggs—Hot Springs
Col. J. C. Dyer—Nashville
Col. Laura Fleischner—Hot Springs
Col. Martin Fleischner—Hot Springs
Col. J. W. Fogg—Mountain Home
Col. Dennis Gardner—Mena
Col. Richard Hancock—Forest City
Col. R. E. Harris—Mountainburg
Col. Darrell Hays—Van Buren
Col. C. J. Henson—Avoca
Col. Fred Hiett—Rogers
Col. Charles (Sonny) James—
Mt. Pleasant

Col. A. A. Johnson—Jonesboro
Col. Ira N. Johnson—Mulberry
Col. Paul Kelly—Batesville
Col. A. W. Lowery—Dennard
Col. Vance Mace—Paragould
Col. Vance Mace, Jr.—Paragould
Col. Cal Mize—Pocahontas
Col. T. J. Offutt—Everton
Col. Max Rainbolt—Lexa
Col. Paul Robbins—Manila
Col. Larry Ruffin—Dewitt
Col. James Smith—Conway
Col. Keith Taff—Little Rock
Col. B. R. Tucker—Little Rock
Col. Wayne Weaver—Booneville
Col. Forrest Willis—Alma
Col. J. E. Wilson—Hot Springs
Col. Joe Wilson—Hot Springs
B. L. Wooley & Associates—Little Rock

CALIFORNIA

Col. Gilbert Bone—Palm Springs
Col. Steve Bowerman—Half Moon Bay
Col. Warren Burgess—Anaheim
Col. Linville Burleson—Huntington
Beach
Col. Tom Caldwell—Ontario
Col. O. J. Chafin—La Mirada
Col. John Chapanar—Oceanside
Col. James J. Connors—Novato
Col. Dean Cullum—Pomona

Col. Keith Cullum—Pomona
 Col. Steve Dorfman—Cotati
 Col. Bill Douglass—Fresno
 Col. Marsh Dozar—Los Angeles
 Col. Melvin H. Ellis—Napa
 Col. Robert G. Evans—Novato
 Col. John Eubanks Sr.—Port Hueneme
 Col. Harold Henry—Rosemead
 Col. Hoke Evetts—Hanford
 Col. William Harper—Torrance
 Col. Harold Hartzell—Chino
 Col. Donald Hora—Montclair
 Col. Buford Jenkinson—Folsom
 Col. Don Johnson—Eureka
 Col. E. B. Katz—North Hollywood
 Col. Steven M. Katz—North Hollywood
 Col. Ron Kavanagh—Herald
 Col. Rudy Larkin—W. Covina
 Col. William F. Lefty—Lincoln
 Col. Bob Main—Garberville
 Col. Don McLeod—Arcadia
 Col. B. C. Mitchell—Los Angeles
 Col. Ray Roberson—Napa
 Col. Otto Seeberger—Poway
 Col. Morris Schwartz—Hollywood
 Col. Murray Spinner—Gardena
 Col. R. E. "Bob" Stanley—Corona
 Col. Harold Talley—Beaumont
 Col. Robert White—Norco

COLORADO

Col. Ernie Austin—Greeley
 Col. Chuck Cumberlin—Brush
 Col. Gene Doty—Ft. Morgan
 Col. Herman W. Hauschildt—Denver
 Col. John J. Horvath, Jr.—Hesperus
 Col. Gail Kats—Denver
 Col. George Lamb—Denver
 Col. Larry Land—Commerce City
 Col. Cookie Lockhart—
 Steamboat Springs
 Col. Si Lockhart—Steamboat Springs
 Col. Byron E. Mangan—Berthoud
 Col. Lyle McCollum—Littleton
 Col. Leslie Mergelman—Salida
 Col. Thomas L. Peach—Eagle
 Col. Daleard Pettijohn—Boulder
 Col. Fred J. Ramaker—Denver
 Col. Dallas Rarick—Brighton
 Col. C. E. Ken Reed—Ft. Morgan
 Col. Ronald Rodenberger—Ft. Collins
 Col. Howard Roland—Grand Junction
 Col. C. W. Rosvall—Denver
 Col. Jack Salisbury—Ft. Collins
 Col. Elmer R. Schwab—Hesperus
 Col. J. Lee Sears—Ft. Lupton
 Col. Reuben J. Stroh—Loveland
 Col. Troil Welton—Wray
 Col. Joe Yearous—Weldona
 Col. Beverly "Bud" Zaiss—Brighton

CONNECTICUT

Col. Joseph P. Adzima—Bridgeport
 Col. Philip Biscuti—Gales Ferry
 Col. Richard Centabar—Melrose
 Col. C. R. Cone Jr.—Salem
 Col. Milton R. Crosby—Sharon
 Col. Tom Gagliardi—New Haven
 Col. Emmet R. Gemme—Windsor
 Col. Robert F. Gemme—Hartford
 Col. David Josko—Southport
 Col. James Josko—Southport
 Col. John Josko—Southport
 Col. William J. Josko—Southport
 Col. James R. Lamb—Manchester
 Col. Richard K. Mather—Granby
 Col. Joseph Pari—Hamden
 Col. A. C. Richard Pinto—Trumbull
 A. C. Richard Pinto & Co. Auctioneers—
 Trumbull
 Col. Edward G. Pinto—Trumbull
 Col. Wesley A. Sager, Jr.—Trumbull
 Col. William C. Shine—Kensington
 Col. Al Tirella—East Hartford

DELAWARE

Col. Riley Jefferson—Lincoln
 Col. Crawford Carroll—Dover

DISTRICT OF COLUMBIA

Col. C. T. "Jimmie" James—Washington
 Col. Benjamin E. Weschler—Washington
 Col. Michael Weschler—Washington
 Col. William P. Weschler—Washington

FLORIDA

Col. Richard Baskeyfield—Ft. Pierce
 Col. R. K. Beebe—W. Palm Beach
 Col. Robert Berner—Daytona Beach
 Col. Dorsey Biggs—Ocala
 Col. Robert Bishop—South Daytona
 Col. Luther D. Bynum—St. Petersburg
 Col. C. Andrew Cole—Jacksonville
 Col. Gary Cook—Ft. Lauderdale
 Col. Gene Cook—Mt. Dora
 Col. D. D. Colburn—Brooksville
 Col. Lisl Drake—Lake Park
 Col. G. G. "Jerry" Finnell—Orlando
 Col. Louis Fisher—Pompano Beach
 Col. Jim Graham—N. Palm Beach
 Col. Charles Helfond—No. Miami Beach
 Col. Martin E. Higgenbotham—Lakeland
 Col. Jim Hill—New Smyrna Beach
 Col. Neil L. Hoopingarner—Tampa
 Col. Sidney P. Hough—Tallahassee
 Col. Sidney P. Hough, Jr.—Tallahassee
 Col. Wayne Irving—St. Cloud
 Col. Jerry W. Kemp—Winter Park
 Col. Johnny R. Koske—Palm Bay

Col. Charles LaPerle—Gainesville
 Col. A. R. McGowan—Clermont
 Col. R. E. "Bill" McMath—Plant City
 Col. Arnold Edward Miller—Cape Coral
 Col. Jim Revels—Plant City
 Col. Howard Saturley—Englewood
 Col. Thomas A. Scarane—Miami
 Col. Joseph F. Sedmera—Lakeland
 Col. Vince Simmons—Lakeland
 Col. Ferrill L. Slone—Miami
 Col. William H. Smith—Miami
 Col. Ben Stewart—Avon Park
 Col. George Stringfellow—Lynn Haven
 Col. P. Frank Stuart—St. Petersburg
 Col. J. Wayne Taylor—Miami
 Col. Brooks Thornton—Pensacola
 Col. Ron Tuggle—St. Petersburg
 Col. Stanley J. Vermillion—Longwood
 Col. E. J. Whitney—Jacksonville
 Col. Wilma Wilkins—DeLand
 Col. Jerry Woodham—Ocala

GEORGIA

Col. Jim Bennett—Waycross
 Col. Jack Charlesworth—Red Oak
 Col. Harold Cohn—Columbus
 Col. Robert Crawford—Concord
 Col. Joe Ellis—Murrayville
 Col. Wayne Evans—Columbus
 Col. Jim McDuffie—Blackshear
 Col. Watson Reynolds—Ellenwood
 Col. Julius Swilley—Norcross
 Col. H. C. Thomas—Marietta
 Col. R. A. Waldrep—Gainesville
 Col. Lee Waldrip—Gainesville
 Col. J. D. Weldon—Tifton

HAWAII

Col. Don Miquel—Waipahu
 Col. Steven Rosen—Honolulu
 Col. Louis L. Stambler—Honolulu

IDAHO

Col. Irvin Eilers—Kimberly
 Col. Jim Messersmith—Jerome
 Col. Charles Phelps—Ashton
 Col. Roy Simmons—Moscow

ILLINOIS

Abe Cantor & Co.—Chicago
 Col. Dennis Ahrens—New Douglas
 American Auction Associates—Chicago
 Col. Jack Bertelson—Seaton
 Edward Bilbruck, Inc.—Chicago
 Col. Ed Blin—Marengo
 Col. Franklin E. Bohn—Elkhart
 Col. William Braid—McLean
 Col. Wes Chapman—Seneca
 Col. Miles M. Chappel—Mt. Vernon
 Col. Nevlyn Christeon—Riverside
 Col. Gordon Clingan—Danville

Col. Gail Cowser—Glasford
 Col. Dan Danner—Grayslake
 Col. Timothy Danner—Grayslake
 Col. Gene Darfler—Somonauk
 Col. Don Decker—Milford
 Col. R. J. "Jim" Donovan—Heyworth
 Col. W. P. "Bud" Drake—Decatur
 Dunning's Auction Service—Elgin
 Col. Herman Edwards—Belleville
 Col. Mike Fahnders—Pekin
 Col. Art Feller—Cisna Park
 Col. Eugene Frederick—Harvard
 Col. William L. Gaule—Chatham
 Gilliland Auction Co.—Walnut Hill
 Col. Michael M. Gordon—Chicago
 Col. O. W. Hadley—Lake Zurich
 Col. Raymond Haynes—Bement
 Col. Don Hayden—Decatur
 Col. Carl Honnold—Casey
 Col. Lane R. Hyett—Aledo
 Col. Emil Iwanski—Chicago
 Col. William Keeton—Harvey
 Col. Charles F. Knapp—Cissna Park
 Col. Albert A. Kodner—Chicago
 Col. Jay I. Kodner—Chicago
 Col. J. C. Kornbrust—E. Moline
 Col. Stanley Kozyra—Chicago
 Col. G. J. Lathrop—Chicago
 Col. Richard P. Leach—Springfield
 Col. Doyne Lenhart—Georgetown
 Col. J. Hughey Martin—Colchester
 Col. Howard McAnly—Rochelle
 Col. Michael Modica—Chicago
 Col. Laurance Oaks—Monmouth
 Col. Lyle Paddick & Son—Oblong
 Col. Albert Paletz—Chicago
 Col. Frank Pelate—Dupo
 Col. Melvin R. Penning—Forreston
 Col. James Read—Maple Park
 Col. Keith Reid—Albion
 Col. Joe Rosenberg—Chicago
 Col. Duke Rath—Elgin
 Col. Howard Schultz—Elgin
 Col. Orison R. Seibert—Belleville
 Col. Donald Shotts—Sandwich
 Col. Carl Steck—Maquon
 Col. J. H. "Swanie" Swanson—Sandwich
 Col. Sherman Vandre—Rochelle
 Col. Charles Vaughn—Kankakee
 Col. Alfred Wall—Watseka
 Col. Herman Welch—Downers Grove
 House of Williams—Chicago

INDIANA

Col. John E. Anderson—Lafayette
 Col. Jim Bayman—So. Whitley
 Col. James A. Buckley—Shelbyville
 Col. Harry M. Carr Jr.—Indianapolis
 Col. Ray Clark—Dyer

Col. Charles W. Chaudion—Cicero
 Col. Bill Cooke—Griffith
 Col. G. W. Croddy—Madison
 Col. Don Cunningham—Lebanon
 Curran Miller Auction & Realty Co.—
 Evansville
 Col. Jack Earlywine—Kokomo
 Col. Robert Ellenberger—Bluffton
 Col. Fred Frazier—Indianapolis
 Col. Edward Garrett—Pittsboro
 Col. Leonard Greer—Syracuse
 Col. James Grindley—Ft. Wayne
 Col. Bob L. Harrison—Monticello
 Col. Jack C. Harrell—Linton
 Col. William J. Healy—Wolcottville
 Col. Don Kambol—South Bend
 Col. Harvey Lambright—LaGrange
 Col. Winford J. Lewis—LaGrange
 Col. Carl Long—Terre Haute
 Col. Lester Martin—Kouts
 Col. Amon H. Miller—Evansville
 Col. Leonard McGowen—Portage
 Col. Rex C. Munson—Wolcottville
 Col. Marley Neal—Indianapolis
 Col. C. Eugene Phillips—Indianapolis
 Col. D. Noble Ratts—Whitestown
 Roland Reppert, M. D.—Decatur
 Reppert School of Auctioneering—
 Decatur
 Col. Fred Richards—Ft. Wayne
 Col. Meredith Richwine—Brownsburg
 Col. Donald Riggs—Middletown
 Rossville Auction Exchange—Rossville
 Col. Romaine Sherman—Goshen
 Col. W. Harold Smith—Brownsburg
 Col. O. G. "Bud" Steinman—New Haven
 Col. Paul Taylor—Mariah Hill
 Col. C. E. "Bud" Towner—Elwood

IOWA

Col. Loren Albrecht—Wall Lake
 Col. Bart Bielenberg—Schleswig
 Col. Al Boss—Carroll
 Col. Leon Joy—Ames
 Col. Cliff McCarville—Carroll
 McGuire Auction Co.—Holstein
 Col. Paul A. Pauley—Harlan
 Col. Jasper Petefish—Bloomfield
 Col. Ray Sweeney—Waukon
 Col. Lorenz Willman—Postville

KANSAS

Col. Maynard Bane—Goodland
 Col. John Collins—Garden City
 Col. Don Dain—Silver Lake
 Col. W. R. "Bill"—Dry Wichita
 Col. Charles Gearhart—Mission
 Col. E. R. Harrison—Norton
 Col. Donald Murray—Gardner
 Col. Clifford Reese—Osage City

Col. Jack D. Sheets—Wellington
 Col. Phyllis Stinecipher—Fredonia

KENTUCKY

Col. Adrian Atherton—Hodgenville
 Bailey & Grissom—Glasgow
 Col. J. H. Barnard, Jr.—Bowling Green
 Col. C. W. Borden—Bowling Green
 Carter Realty Auction Co.—Scottsville
 Col. Frank Crain—Elizabethtown
 Col. John L. Cummins—Cynthiana
 Col. Carl K. Eley—Erlanger
 Col. Walter J. Fritts—Mt. Sterling
 Col. Hilda Johnston—Mortons Gap
 Col. Wayne Kessler—Campbellsville
 Col. James R. Knott—Owensboro
 Col. C. Roger Lewis—Morehead
 Col. Porter E. Long—Bowling Green
 Col. R. E. McConnell—Paris
 Col. John P. O'Connor—Owensboro
 Col. Howard Riley—Utica
 Taylor Realty & Auction Co.—Burkes-
 ville
 Col. Julius Wise—Elizabethtown
 Col. Arlen Wright—Hopkinsville

LOUISIANA

Col. Robert Denzy, Jr.—Alexandria
 Col. Herman Gaspard—New Iberia
 Col. C. C. Isom—Houghton
 Col. Douglas Sellers—Tioga
 Col. Kenny Wallace—Dixie
 Col. Ray Wallace—Shreveport
 Col. Valery C. Watts—Livingston
 Col. James Wilson—Houma

MAINE

Col. Stephen D. Cardelli—Cape Elizabeth
 Col. R. I. "Razor" Crosman—Corinna
 Col. George A. Martin—East Lebanon
 Col. William McKinnon—Cornish
 Col. Gardner R. Morrill—Harrison
 Col. George Morrill—Harrison
 Col. Richard W. Oliver—Kennebunk
 Col. Dick Ward—Limestone

MARYLAND

Col. R. C. Burkheimer—Elkton
 Col. Emmert R. Bowlus—Frederick
 Col. Robert H. Campbell—Annapolis
 Col. Michael A. Conover—Westminster
 Col. Joseph A. Cooper—Baltimore
 Col. James R. Edwards—Abingdon
 Col. Barr Harris—Baltimore
 Col. Burton Hoffman—Hagerstown
 Col. C. T. "Jimmie" James—College
 Park
 Col. S. Braden King—Boonsboro
 Col. Clair Martin—Hagerstown
 Col. Victor Mattucci—Baltimore

Col. Harold D. Milstead Sr.—Newburg
 E. T. Newell & Co.—Baltimore
 Col. Thomas R. O'Farrell—Westminster
 Col. Sam W. Pattison Rea—Baltimore
 Col. Jack Reedy—Hampstead
 Col. Homer Snyder—Hampstead
 Wittstadt & Son Inc.—Cambridge
 Col. G. Michael Whitson—Westminster
 Col. David S. Wright—Frostburg
 Col. E. Roz Zalis—Baltimore
 Col. Lee Zalis—Baltimore

MASSACHUSETTS

Col. Henry A. Berman—Worcester
 Col. Douglas P. Bilodeau—Sunderland
 Col. Albert A. Burke—Braintree
 Col. Louis Cardoza—Fairhaven
 Col. Bruce Chaffee—Monson
 Col. Raymond Chaffee—Monson
 Col. Robert Chaffee—Monson
 Col. Oliver Chase—Westfield
 Col. Louis A. Cook—Pembroke
 Col. Florence Cornell—Lakeville
 Col. Edward Coutu—Springfield
 Col. Louis Dansky—Sharon
 Col. Roland E. Duris—Springfield
 Col. Anthony Ferolito—Cambridge
 Col. Phil Goldstein—Boston
 Col. Frank D. Green, Jr.—Merrimac
 Col. Joseph Legere—Fitchburg
 Col. Abe Levin—Fitchburg
 Col. Frank L. Malaney—Middleboro
 Col. Joseph L. Miskinis—So. Easton
 Col. Charles O'Connor—Worcester
 Col. Frank "Honest Chuck" Onischuk
 —Westminster
 Col. Clifford Rockwell—Medford
 Col. George L. Rogers—Natick
 Col. Leonard Sheinfeld—Boston
 Col. Walter Szary—Peabody
 Col. Owens Taylor—Amherst
 Col. Robert Temple—Foxboro

MICHIGAN

Col. Sam Babcock—Alpena
 Col. Harold M. Bloom—Midland
 Col. Jim Brannan—Boyne City
 Col. Richard Brodie—Westland
 Col. Billy C. Butts—Benton Harbor
 Col. Clarence Christian—Sagola
 Harold Cole Auction & Realty—Flint
 Col. Dale Dean—Coldwater
 Col. Daniel Dean—Coldwater
 Col. Robert Gerhart—Climax
 Col. John M. Glassman—Eau Claire
 Col. Freeman F. Glenn—Port Huron
 Col. Eldon Hallmark—Grand Junction
 Col. Samuel Huff—Marcellus
 Col. Leo Merritt—Greenville

Col. David A. Norton—Coldwater
 Col. James L. Ockerman Sr.—Sylvan
 Lake City
 Col. Sherry Olin—Sparta
 Col. William Podell—Grand Rapids
 Col. Willie Reese—Edwardsburg
 Col. Clyde Russell—Caledonia
 Col. Bobby Sanders—Winn
 Col. Douglas Scratch—Highland
 Col. Tom Sparks—St. Joseph
 Col. Raymond Sternberg—Holland
 Col. Robert J. Wellman—Decatur
 Col. Brent Wilber—Bronson

MINNESOTA

Col. Donald Babbitt—Conger
 Col. Larry Born—Waseca
 Col. Wayne Ediger—Belle Plaine
 Col. Marinus Kauffman—Arlington
 Col. Maynard Knutson—Waterville
 Col. Albert O. Maas—Millville
 Col. Joseph J. Maas—Plainview
 Col. Mary Parkhurst—St. Cloud
 Col. P. J. Peterson—Badger
 Col. Fred Radde—Watertown
 Col. Joe S. Schmidt—Blaine
 Col. Bert Trane—Karlstad
 Col. Lowell Wagner—Moorhead

MISSISSIPPI

Col. Quincy Bryant—Jonestown
 Col. Jack C. Harrell—Pelahatchie
 Col. Lew Henderson—Gulfport
 Col. William Knight—Indianola
 Col. Kline Ozburn Jr.—Canton
 Col. Terry Ozborn—Canton
 Col. Howard Reed—Cleveland
 Col. Liston Shows—Soso
 Col. Todd M. Shows—Soso
 Col. Pete Yokley—Belzoni

MISSOURI

Col. Ken Barnicle—Ballwin
 Col. Joe Beck—Sikeston
 Col. Lenzie Beck—Sikeston
 Col. Hugh Campbell—Chillicothe
 Central States Auction School—Kansas
 City
 Col. Quintin Daehler—Mayview
 Col. Bill Edwards—Salem
 Col. P. M. Farrell—St. Joseph
 Col. Robert E. Flora—Lebanon
 Col. Roy Hansen—Linn Creek
 Col. Otis J. Hawthorne—Maplewood
 Col. Cecil Hillis—Poplar Bluff
 Col. Don Holman—Liberty
 Col. Jackson Clay Hunter—New Madrid
 Col. J. C. Mason—Macon
 Col. Joe McCord—Sikeston
 Col. Kathy Lynn Mills—Mexico

Missouri Auction School—Kansas City
 Col. Richard Mizer—Lonedell
 Col. Ace Modglin—El Dorado
 Col. Jerry Ondracek—Sedalia
 Col. Wally Plueger—Seymour
 Col. Jerry D. Popplewell—Amity
 Col. James Rutlader—Kansas City
 Col. J. H. Shell—Sikeston
 Col. Dean Shepherd—Lee's Summit
 Col. Wesley Strickland—Lilbourn
 Col. Charlie Sutter—Sullivan
 Col. R. E. Voorheis—Harrisburg
 Col. Gerard Weisbrod—St. Louis
 Col. James D. Whiteside—Fairdealing

MONTANA

Bass Auction Company—Lewistown
 Col. Walter A. Brandt—Great Falls
 Col. W. J. Hagen—Billings
 Col. Jack Hargrove—Helena
 Col. Earl W. Kinney—Billings
 Col. John Mandeville—Bozeman
 Col. R. J. "Bob" Thomas—Billings
 Western College of Auctioneering
 —Billings

NEBRASKA

Capitol Auction & Realty—Lincoln
 Col. Clyde Carnes—Aurora
 Col. Kenneth Carnes—Phillips
 Col. Bob Duncan—Omaha
 Col. W. V. "Bus" Emrich—Norfolk
 Col. Elmer Galusha—Central City
 Col. Harry Galusha—Central City
 Col. Rod Gillespie—North Platte
 Col. John W. Heist—Beatrice
 Col. Melvin Huss—Lexington
 Col. Henry I. Neuhaus—Elkhorn
 Col. Gerald Phillips—Wallace
 Col. Henry Rasmussen—St. Paul
 Col. Joe Robinson—Kearney
 Col. Frank Thimm—Beatrice
 Col. Jim Walker—Omaha
 Col. Don Werner—Thedford
 Col. Rex Young—Plattsmouth

NEVADA

Col. Ken Brown—Las Vegas
 Col. Leo Grindley—Las Vegas
 Col. Melvin Pilligor—North Las Vegas

NEW HAMPSHIRE

Col. J. W. Barber—Lebanon
 Col. Norman Goss—Epping
 Col. Larry Gray—West Lebanon
 Col. William Handley—Manchester
 Col. Ray Houle—Center Conway
 Col. Paul W. Lawton—Chesterfield
 Col. Edward G. Stevens—Rindge
 Col. Merle D. Straw, Jr.—Seabrook
 Col. Robert Jay Zanes—Laconia

NEW JERSEY

Col. William T. Anton Sr.—River Edge
 Col. Edward F. Barber—Williamstown
 Col. Edward Berman—Dover
 Col. John Broadnar—Camden
 Castner Estate Service—Branchville
 Col. Fred R. Daniel Auctioneers, Inc.—
 Col. Ralph S. Day—Leonia
 Col. James Fawcett—Dumont
 Col. George W. Hand—Robbinsville
 Col. Elwood Heller—Somerville
 Col. Esler Heller—New Egypt
 Col. Ralph D. Hughes—Richwood
 Col. Marge Kennelly—Ridgewood
 Col. Jerome Krawitz—Fair Lawn
 Col. Ellie Maher—Piscataway
 Col. Roman Osadchuk—Wildwood
 Col. George Puglia—Paterson
 Col. Joseph Sartor—Towaco
 Col. D. A. Smith—Salem
 Col. Dallas Smith—Salem
 Col. Gerald Sterling—Berkeley Heights
 Tri Metric Smart Signs—Pluckemin
 Col. John J. Tomlinson—McGuire AFB
 Col. Sidney White—Elizabeth
 Col. Howard Wikoff—Saddle River
 Col. Arthur Williams—No. Plainfield

NEW MEXICO

Col. Elmer Bunker—Albuquerque
 Col. James Cecil—Hobbs
 Col. Gene Navalesi—Albuquerque
 Col. John Overton—Albuquerque

NEW YORK

Col. Roy Abbey—Angola
 Col. Raymond W. Allen—Niverville
 Col. Rick Amendola—Highland
 Col. Tim Anspach—Albany
 Col. Lorion Bacorn—Ithaca
 Col. William C. Baird—Elmira
 Col. Al Bigelow—Springville
 Col. Hubert Brill—New York City
 Col. Lewis Bronstein—Buffalo
 Col. Richard W. Bronstein—Amherst
 Col. Clare Brown—Staten Island
 Col. Joseph Cahill—New York City
 Col. Douglas A. Cater—Gallupville
 Col. Walter Case—Belmont
 Col. William Connolly—Liverpool
 Col. Joseph N. Corsale, Jr.—
 Saratoga Springs
 Col. Carl G. Dueble, Sr.—Grand Island
 Col. Clarence Foss—East Aurora
 Col. Audrey Fritz—Holley
 Col. Robert J. Gallow—Bronx
 Col. Harry Goetzman—Ransomville
 Col. Regina Hayes—Forest Hills
 J'Kay's Auction Service—Dalton
 Col. Harold Jones—West Winfield
 Col. Victor Kent—Cuba

Col. Dorothy Knapp—W. Nyack
 Col. George Leontis—New York City
 Col. Bernard G. Lusk—Rochester
 Col. George K. Lusk—Rochester
 Col. Mel Manasse—Whitney Point
 Col. Stuart R. Maquire—Schuylerville
 Col. Donald Martin—Ballston Spa
 Col. Robert Matson—Kennedy
 Col. Jack McCarthy—Medina
 Col. Crawford McFetridge—Penn Yan
 Col. Doyt McGinnis—Nedrow
 Col. Leon Moody—Syracuse
 Col. Pete Murray—Ballston Lake
 Col. Frank Nickerson—Hamilton
 Col. T. Edison Ogden—Syracuse
 Col. Hugh Parker—Pitcher
 Col. Jack B. Perry—Wilson
 Col. Hubert Punchard—Elmira
 Col. William E. Ransom—Utica
 Col. Robert Rappaport—New York City
 Col. Norvel T. Reed Jr.—Sherman
 Col. Kenneth M. Rice—Hamburg
 Col. Peter J. Roussos—Southfields
 Col. Louie Rudin—Owego
 Col. Robert J. Rysinger—Goshen
 Col. Elinor Schlossman—Tuxedo Park
 Col. Joseph Senay—Jackson Heights
 Col. M. Robert Shuster—New Windsor
 Col. Marvin L. Smith—Silver Creek
 Col. Harold Spoor—Baldwinsville
 Col. Roy G. Teitsworth—Groveland
 Col. David H. Tracy—Pavilion
 Col. Richard C. Tracy—Dansville
 Col. Brian Trageser—Java Center
 Col. J. V. Trageser—Java Center
 Col. Howard W. Visscher—Nichols
 Col. Morris Weinstein—Middletown
 Col. Craig Wilcox—Bergen
 Col. Harris Wilcox—Bergen
 Col. Tor J. Worsoe—Holtsville

NORTH CAROLINA

Col. Kenneth Aycock—Kenly
 Col. Jackie Ball—Marshall
 Col. A. R. Barkley—Newton
 Col. C. D. Carpenter—Conover
 Col. James E. Carpenter—Claremont
 Col. Bobby F. Cheek—Winston-Salem
 Col. Ed Chinnis—Charlotte
 Col. Don Cox—Paw Creek
 Col. Boy Man Dixon—Hickory
 Col. George K. Dukes—Winston-Salem
 Col. Billy Dunn—Maxton
 Col. G. T. Gilbert—Lincolnton
 Col. Frank Godley—Charlotte
 Col. Johnny Godley—Charlotte
 Col. E. Brooks Harris—Henderson
 Col. Fairfax Harrison—Charlotte
 Col. George Hawley—Stokes
 Col. J. Martin Haywood—Rockingham

Col. Phillip Hockett—Greensboro
 Col. Ben G. Hoffmeyer—Charlotte
 Col. Edmund Huntley—Wadesboro
 Col. Turner Kees—Hickory
 Col. William Kester—Salisbury
 Col. W. Craig Lawing—Charlotte
 Col. Thomas M. McInnis—Rockingham
 Col. C. D. Maxwell—Fayetteville
 Col. Kevin McDaniel—Woodleaf
 Col. Forrest Mendenhall—High Point
 Mendenhall School of Auctioneering—
 High Point
 Col. Robert "Bobby" Mendenhall III—
 High Point
 Col. Fred Mock—East Bend
 Col. F. W. Pearson—Charlotte
 Col. Paul T. Reeves—Sparta
 Col. Clarence Robertson—Brevard
 Col. Helen Robertson—Brevard
 Col. Bernard Routh—Bennett
 Col. Hugh Simpson—Rutherfordton
 Col. Foy A. Smith—King
 Col. E. Ronald Steelmon—Newton
 Col. Johnnie Sutton—Salisbury
 Col. Kenneth W. Teague—Burlington
 Col. Philip A. Viviano—Newell
 Col. J. W. Walden—Charlotte

NORTH DAKOTA

Col. Norman Aldinger—Cleveland
 Col. H. O. Berg—Bismarck
 Col. Don Clark—Bismarck
 Col. Bill Cushman—Cooperstown
 Col. Gaylord Gates—Cassellton
 Col. Edward Heinze, Jr.—Dazey
 Col. Gerald Henry—Westhope
 Col. Curt D. Johnson—Lakota
 Col. Wilbert Kroh—Bismarck
 Col. Cliff Orr—Ypsilanti
 Col. Bud Rice—Tioga
 Col. Roger Skiftun—Manfred
 Col. Elmer Zimmerman—Hettinger

OHIO

Col. Ulysses S. Allen—Xenia
 Aurora Auction & Farmers Market—
 Aurora
 Col. Bob Baber Sr.—Middletown
 Col. Walter R. Burgess—Valley City
 Col. Gary W. Cain—E. Springfield
 Col. Bob Cooke, Sr.—Seville
 Darbyshire & Associates, Inc.,
 —Wilmington
 Col. Norman Detrick—Northfield
 Col. Everett Fidler—Xenia
 Col. Donald R. Florea—Milford
 Col. Arthur L. Forney—Bellevue
 Col. Ford Good—Seville
 Col. Rose Marie Gribble—Marion
 Col. James W. Haldane—Waverly
 Col. Walter Hartman—Camden

Hunter-Mayhugh Realty Co.—Hillsboro
 Col. William Jesset—Westlake
 Col. Robert L. Jones—Youngstown
 Col. Harry W. Kerns—Urbana
 Col. Edward King—Washington C. H.
 Knotts Auction School—Gallipolis
 Col. O. L. Lansaw—Middletown
 Col. James B. Lawless—Portsmouth
 Col. Roy Edward Leach—Cuyahoga Falls
 Col. Mearl Maidment—Bowling Green
 Col. Bill McNamee—Kenton
 Col. Ralph Nellis Sr.—Middlefield
 Col. Cal Nethro—Lakewood
 Col. Edward P. Pfister—N. Royalton
 Col. Thomas Piatt—Magnolia
 Col. Floyd Rhoades—Germantown
 Col. Walter Rodenberger—Parma
 Col. Edward O. Rogers Jr.—Westerville
 Col. George Roman—Canfield
 Col. Don Standen—N. Ridgeville
 Col. Paul Stowers—Louisville
 Col. Harold Vaughn—Hamilton
 Col. Roy J. Viall—Wooster
 Col. Warren G. York—Kingsville
 Col. Don Zalewski—Hinckley

OKLAHOMA

Col. R. D. Bentley—Lawton
 Col. Jay Blodgett—Duncan
 Col. Leo F. Brown—Clinton
 Col. Lewis W. Campbell—Wyandotte
 Col. Jerry Capp—Claremore
 Col. Charles Clark—Tulsa
 Col. Bob Crouch—Hooker
 Col. Orval Free—McAlester
 Col. Roy F. Georgia—Del City
 Col. Lee Hickman—Oklahoma City
 Col. R. C. Hinkle—Oklahoma City
 Col. William Hudman—Edmond
 Col. Alvin Johnson—Breckenridge
 Col. Clyde Jones—Alva
 Col. George L. Lewis—Lawton
 Col. Fred Ott—Claremore
 Col. Frank Patterson Jr.—Duncan
 Col. E. J. Reed—Oklahoma City
 Col. F. E. Springer—Red Oak
 Col. Paul Spitler—Prague
 Col. Ed Vierheller—Claremore
 Col. Walter W. "Dutch" Voss—
 Stillwater
 Col. Calvin Walker—Roseburg
 Col. V. Paul Wells—Tulsa
 Col. Richard J. Whiles, Jr.—Tulsa
 Col. W. W. Wilkinson—Tulsa
 Col. Delbert Winchester—Enid

OREGON

Col. Harold E. Ball—Portland
 Col. Earl Bartron—Nyssa
 Col. Dick I. Boyd—Portland
 Col. Orland J. Brenner—Medford

Col. Frank Gwinn—Portland
 Col. Jack Healy—Portland
 Col. Donald F. Kennedy—Portland
 Col. Virgil R. Madsen—Junction City
 Col. C. A. Morrison—Grants Pass
 Col. Virgil Munion—Roseburg
 Col. Melvin H. Peters—Portland
 Col. Jean Rathbone—Clackamas
 Col. Eldon R. Sherlock—Milton
 Freewater
 Col. Calvin Walker—Roseburg
 Col. Lynn Walters—Clackamas
 Col. John West—Cashion
 Col. Forrest Witthar—Portland
 Col. Helen Wood—Roseburg

PENNSYLVANIA

Affiliated Auctioneers—Philadelphia
 Mrs. Tom Berry—West Newton
 Col. Sandy Billstein—Philadelphia
 Col. Cecil Blair—Parker
 Col. Opal Blair—Parker
 Col. Harry Boring—New Florence
 Col. Dale Cunningham—Elwood City
 Col. H. L. Frye—Pleasant Unity
 Col. Jacob A. Gilbert—Wrightsville
 Col. Clay Hess—Collegeville
 Col. Ralph W. Horst—Marion
 Col. John Magill—West Newton
 Col. Frank McGlinchley—Collingdale
 Col. Leo Jesion—McKeesport
 Col. Richard J. Moyer—Spring City
 Col. George Paich—Irwin
 Col. A. J. Plone—Philadelphia
 Col. Larry Reed—Du Bois
 Alexander Smith Realty Auction—
 Devault
 Col. Alfred Traiman—Philadelphia
 Louis Traiman Auction Co.—Philadelphia
 Col. Raymond Patterson—Eighty Four
 Col. Wylie Rittenhouse—Uniontown

RHODE ISLAND

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

SOUTH CAROLINA

Col. Ralph D. Brooks—Ft. Mill
 Col. Carol Cathcart—Buffalo
 Col. Leroy Gillespie—Charleston Heights
 Col. William Gray—Orangeburg
 Col. Andrew Fontana—Society Hill
 Col. Lester T. Hite Jr.—Leesville
 Col. C. Don Hyleman—Spartanburg
 Col. Wallace Jackson—Spartanburg
 Col. John Longan—Allendale
 Col. Otis C. Magaha—Anderson
 Col. Lloyd Meekins—Dillon
 Col. Lloyd Meekins Jr.—Dillon
 Col. Archie Moody—Darlington
 Col. Richard Patterson—Lancaster

Col. George P. Pechilis—Columbia
 Col. J. L. Pinckney—Orangeburg
 Col. Allen J. Raven—Greer
 Col. R. Eugene Smith Jr.—Bishopville
 Col. W. C. Smith, Jr.—Columbia
 Col. Donald Therrell—Darlington

SOUTH DAKOTA

Col. Wild Bill Hickok—Hot Springs
 Col. Wes Mader—Sturgis
 Col. S. G. Meyer—Mobridge
 Col. Jim Payne—Yankton
 Col. C. V. Penfield—Lemmon
 Col. Earl Penfield—Lemmon
 Col. Howard Schwenn—Gettysburg

TENNESSEE

Col. Rubert Ainley—South Fulton
 Col. Richard W. Bethea—Chattanooga
 Col. M. C. Bowers—Elizabethton
 Col. O. V. Brent—Shelbyville
 Col. Bob Byrum—Hixson
 Everett Auction Company—Maryville
 Col. Will Ed Green Jr.—Lewisburg
 Col. David O. Hardin—Greeneville
 Col. J. Robert Hood—Lawrenceburg
 Col. Donald J. Smith—Sparta
 Col. J. Stanley Tisdale—Memphis
 Col. A. Virgil Wilder—Knoxville
 Col. Norman Wilder—Morristown

TEXAS

Adams & Adams Auction Service—
 Corpus Christi
 Col. William Archer—Dallas
 Col. Albert Bass Jr.—Bryan
 Col. Art Binder—Houston
 Col. Walter S. Britten—Bryan
 Dub Bryant-Keith Carey Auction Co.—
 Big Springs
 Col. Arthur L. Bunnell—Marble Falls
 Col. Phil Bunnell—Marble Falls
 Col. Preston Bunnell—Marble Falls
 Col. Roy Cagle—Tyler
 Col. Charles Choate—Graham
 Col. Johnny Choate—Wichita Falls
 Col. J. E. Conoly—Van Horn
 Col. Richard Daniel—Houston
 Co. Jimmy Davis—Odessa
 Col. Bill Dennis—Stamford
 Col. Jerry Durnil—Houston
 Col. C. D. Foster—San Antonio
 Col. Paul Gaston—Taylor
 Col. Joseph Gauthier—Georgetown
 Col. T. E. Glasscock—Sweetwater
 Col. J. C. Harper, Jr.—Austin
 Col. Grover Howell—Conroe
 Col. Jim Lindsey—Alto
 Col. Jack V. Ogle—Greenville
 Col. G. K. Pieratt—Wichita Falls
 Col. Dorothy Rosebush—Sandia
 Col. Irving Rosen—Dallas

Col. Jim Short—Dallas
 Col. Blaine Smith—Dallas
 Col. H. A. Smith—Jarrell
 Col. E. W. Strahan—Houston
 Col. S. L. Vaughan—Mesquite
 Col. Bill Wade—Dallas
 Col. Bill Watson—Kilgore
 Col. W. J. Wendelin—Henderson
 Col. R. C. Wiley—Rockdale
 Col. John W. Wilson—Amarillo

UTAH

Col. Emmitt Cobb—Glen Canyon
 Col. Ted L. Mann—Salt Lake City

VERMONT

Col. Walter Flatow—Waterbury Center
 Col. Terry P. Lawton—Brattleboro

VIRGINIA

Col. C. W. "Buck" Bayne—Covington
 Col. William Bozarth—Gloucester
 Col. D. E. Bumpass, Jr.—Mineral
 Col. Willie T. Catlett—Lynchburg
 Col. Paul Carrithers—Newport News
 Col. Edmond B. Cherry Jr.—Hampton
 Cols. George & Martha Daniel—
 Blackstone
 Col. Haywood L. Darnell—Barboursville
 Col. Harold Entsminger—Buchanan
 Col. Morris F. Fannon—Pennington Gap
 Col. Harry D. Francis—Max Meadows
 Col. David H. Gladstone—Norfolk
 Col. Paul S. Hilton—Newport,
 Craig County
 Col. Charlie Hope—Arlington
 Col. J. C. Horney Jr.—Wytheville
 Col. James H. Kinsey—Cloverdale
 Col. Vincent J. Kopek—Virginia Beach
 Col. Melvin Lacey—Dry Fork
 Col. H. Layton Laws, Jr.—Manassas
 Col. Clarence L. Marshall—Hillsville
 Col. Ray Miller—Salem
 Nicholls Auction Co.—Fredericksburg
 Col. R. F. Pangle Jr.—Woodstock
 Col. Jack Peoples—Chesapeake
 Col. Tom W. Reese—Remington
 Col. Maury Riganto—Norfolk
 Col. Frank Sale—Radford
 Col. J. E. Sutphin—Newport
 Col. J. D. Vaughan—Keysville
 Col. Raymond N. Waldrop—Montpelier
 Col. Calvin Zedd—Virginia Beach

WASHINGTON

Col. Gerald Abhold—Renton
 Col. Roberta Abhold—Renton
 Col. Bob Berger—Pasco
 Col. William E. Boyle—Seattle
 Col. Ray S. Brock—Pasco
 Burnham & Burnham—Thornton
 Col. A. M. Bushell—Seattle

Col. Bud Chapman—Seattle
 Col. Cindy Cloes—Seattle
 Col. William Cloes—Seattle
 Col. Bob Etherton—Seattle
 Col. Al Gay—Seattle
 Col. Bill Johnson—Seattle
 Col. Bill Jones—Othello
 Col. Thomas Knorr—Lynnwood
 Col. Bob Laggart—Seattle
 Col. Arthur A. Lee—Bellevue
 Col. Robert F. Losey, Sr.—Renton
 Col. Harold Matlock—Seattle
 Col. Orville Sherlock—Walla Walla
 Col. Bob Williams—Arlington
 Col. Richard E. Williams—Kennewick

WEST VIRGINIA

Col. Jim Alvis Jr.—Rupert
 Col. John E. Bates—Fairmont
 Col. Roy Clark—Milton
 Col. Ronald Dempsey—Anstead
 Col. Leonard F. Eddy—Middlebourne
 Col. Harry Francis—Bramwell
 Col. Cleo L. Johnson—Fairmont
 Col. James McCutcheon—Parkersburg
 Col. A. G. "Dick" Miller—Ceredo
 Col. James L. Owen Jr.—Princeton
 Col. B. G. Park—Paden City
 Col. Duward Sprowls—Elm Grove
 Col. R. C. "Rick" Woodard—
 Barboursville

WISCONSIN

Col. Lyle Atkinson—Mauston
 Col. Rollie Bast—Richfield
 Col. Ron Bast—Richfield
 Col. Robert Behnke—Collins
 Col. Rodney Behnke—Oshkosh
 Col. Andy Blystra—Two Rivers
 Col. William K. Bodell—Hazel Green
 Col. Robert Brandau—Wilton
 Col. W. C. Broughton—Hollandale
 Col. Lester M. Bue—Beloit
 Col. Earl Clauer—Mineral Point
 Col. Gordon Clayton—Belmont
 Col. Riley Cummings—Baraboo
 Col. Art Doede—Rosholt
 Col. Marilyn Doede—Rosholt
 Col. Joe Donahoe—Darlington
 Col. Duane Dornacker—Brooks
 Col. Jim Esch—Shawano
 Col. Peter Faith—Whitewater
 Col. Fred Freeman—Beloit
 Col. John Freund—Omro
 Col. Robert Freund—Omro
 Col. Harold Gavin—Baraboo
 Col. James Gavin—Reedsburg
 Col. Fred C. Gerlach—Brookfield
 Col. Dean George—Evansville
 Col. Paul George—Evansville
 Col. Ray Gevelinger—Dodgeville

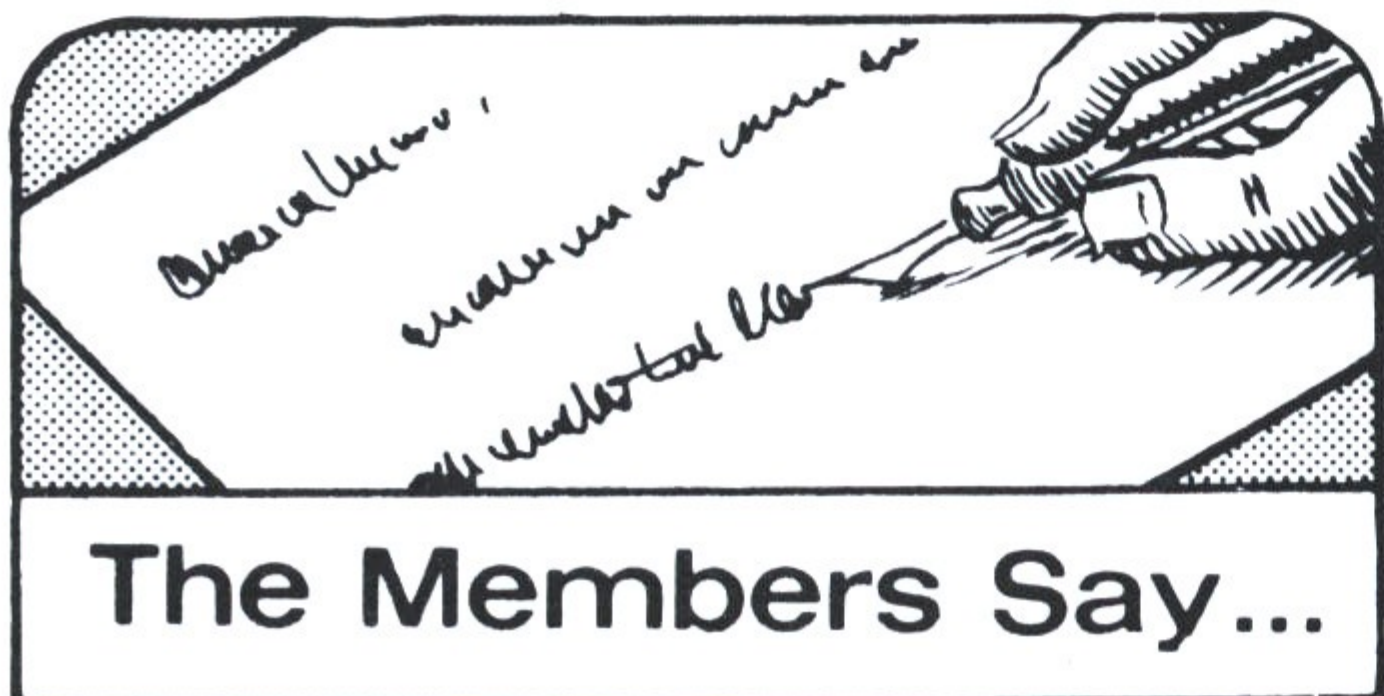
Col. Roland G. Hansen Sr.—Larson
 Col. James Heike—Mondovi
 Col. W. C. Heise—Oconto
 Col. Chester Hollenbeck—Rhineland
 Col. William Horn Jr.—West Bend
 Col. Wenzel Humpal—Boyceville
 Col. Bill Jones—Pickett
 Col. Philip Jones—Whitewater
 Col. Foy Kneisel—Friendship
 Col. Fritz Koeller—Shawano
 Col. Ernie Kueffner Jr.—Hartford
 Col. Ernie Kueffner Sr.—Hartford
 Col. Don Lloyd—Oshkosh
 Col. Ed McNamara—Lancaster
 Col. M. M. Malinowski—Thorp
 Col. Neil Nelson—Westby
 Col. Walter Nowatske—Mukwonago
 Col. James D. O'Brien—Eden
 Col. Pat F. O'Brien—Eden
 Col. Francis O'Connor—Clintonville
 Col. William S. Otradovec—Kewaunee
 Col. John Paffel—Cumberland
 Col. H. Jim Paul—Kewaskum
 Col. Gerald Pearson—Plainfield
 Col. Eugene Pourchot—Oxford
 Col. John Reynolds, Jr.—Dodgeville
 Col. Charles Rice—Racine
 Col. Lloyd Riek—Woodville
 Col. Pat Riley—Waupaca
 Col. Tom Rusch—Oshkosh
 Col. Gene W. Schmit—Grafton
 Col. Eldon Schraepfer—Hollandale
 Col. Jean Sclavi—Superior
 Col. John Spies—Waterloo
 Col. Larry Springer—Linden
 Col. William Stade—Fort Atkinson
 Col. Clarence M. Sturgul—Shawano
 Col. M. T. Szatalowicz—Stanley
 Col. Julius Temkin—Beaver Dam
 Col. LeRoy Teske—Berlin
 Col. Frank Van Veghel—De Pere
 Col. Peter Van Veghel—De Pere
 Col. Victor Voigt—Reedsville
 Col. Hope Waldecker—Kansasville
 Col. Chris Walker—Potosi
 Col. Darrel R. Weber—Milton
 Col. Walter Zeck—Eau Claire

WYOMING

Col. Earl W. Conner—Kemmerer
 Col. Robert E. Musser—Cody
 Col. Hugo Ward—Greybull

ELSEWHERE

Col. Charles Benovoy—Ottawa, Ont.
 Col. Jerry Brooks—Clear Creek, Ontario
 Jose Camara—Cape Town, So. Africa
 Col. Ross H. Kemp—Stratford, Ont.
 Col. Ralph C. Neely—London, Ont.
 Col. Neil Novmand—Winnipeg, Man.
 Ladies Auxiliary to the NAA



Dear Bernie:

I read with considerable interest the story appearing in this month's Auctioneer and I want to thank you for its publication.

At this time, in the present economic down turn of our economy, the auction business is making considerable impact in the merchandising of both real and personal property. It is the only method that can assure owners of an immediate market, on an all cash basis and with quick settlements. This surely is a time for auctioneers to make their presence felt because we have the ability and the methods to create markets and to attract buyers having the financial capability of acquiring any property regardless of size and value.

I want to wish you and all members continued good health and success. All of us should look forward to bigger and better auctions.

Cordially,
Alfred Traiman
Philadelphia, Penn.

Dear Sir:

Once again it is time to remit my dues for the NAA and for the Booster page in the Auctioneer. This has been a good year in the auction business. Have been in the auction business since 1913 — have been through depressions and inflationary times but have never seen anything like the times we are going through now. Since the end of World War II, the auction business has been better each year. This year we have had

222 auctions, have sold farm land as high as \$1521.00 per acre. It is very common to walk down a line of modern farm machinery and sell \$40,000.00 to \$60,000.00 worth in an hour. In 1913 if we sold \$4000.00 worth in 3½ to 4 hours we were very happy.

We are not an exception, all the auctioneers are enjoying good business. We have many sales coming up in January — expect to sell a 700 acre farm for a million dollars. Have sent two good boys to auction schools this year and I know they will be prominent auctioneers in future years.

Enjoy the "Auctioneer" every month and enjoy attending our conventions where you learn something each time you attend.

Sincerely,
Leon E. Joy
Ames, Iowa

Mr. Hart:

Enclosed find check for \$25.00 for 1975 dues. We enjoyed your Christmas card and we both wish you and yours a very Happy New Year.

I've retired from the auction business, but am still kept busy and active by managing six farms. Time marches on for I graduated from Missouri Auction School in 1918 and since that time I have traveled many miles and prices have really changed. My speciality was selling dairy cattle and am proud to say in 7 states and during that time met many fine people and worked with many auctioneers.

I enjoy "The Auctioneer" and read from to cover and it keeps me posted.

Very truly yours,
Al Boss
Carroll, Iowa

Dear Bernie:

After receiving the December issue of "The Auctioneer" and the supplement concerning the upcoming seminar, I felt compelled to write to you and make a

Unpainted and finished Chests, Corner China Cabinets, Hutches, Gun Cabinets, etc.

Low cost for Auctions — Midwest delivery only

KEN POULSEN ASSOCIATES

Phone: (608) 233-0306

P.O. Box 801, Madison, WI 53701

proposal that I feel would be mutually beneficial to members, the Association, and to the gentlemen who conduct the seminars.

The proposal was prompted by the following considerations:

- (a) Many who are new to the profession are not financially able to attend the seminars and yet are the ones most likely to profit from them.
- (b) Due to the travel involved many have to forego these sessions.
- (c) After fifty seats are filled, other applicants are out of luck.

I would like to propose that a master tape be cut on each session and then cassettes could be made which could be offered to the membership in groupings of three or four cassettes which would cover all sessions held on a particular field, Real Estate, Bid Calling and Voice Analysis, etc. In addition to filling the needs of those outlined in above, a program such as this would also provide the following advantages.

- (a) Enable one to maintain a library of tapes for periodic review with an eye to self improvement.
- (b) Enable the Association to earn additional revenue for its projects and to offset inflationary pressures.
- (c) Could provide royalties to the auctioneers conducting the various seminars.

I wish I was able to furnish you dates concerning the cost of initiating and administering such a program, or the cost to participating members, but unfortunately, I am unable to do so.

Hoping that this proposal merits the Association's consideration and study.

Cordially,
Vince Kopek
Virginia Beach, Va.

TRAFFIC TIE-UP

One way to solve the traffic problem would be to keep all the cars that aren't paid for off the streets. — Will Rogers.

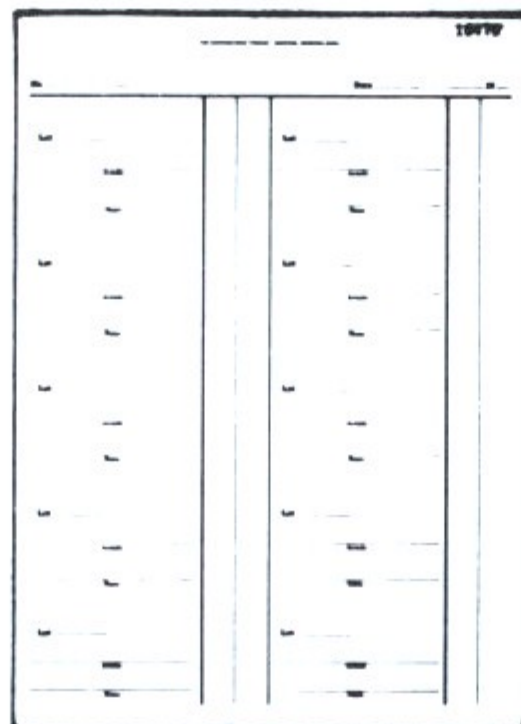
Newest in . . .

AUCTION TICKETS

**2 or 3
Part**

One Time Carbon
Snapout Forms

10 Tickets on
Each Page



Clerk Time Saver

*For
Samples & Prices*

Write

HASTINGS DAILY TRIBUNE

P.O. Box 788 — Hastings, NE. 68901

Tickets Boxed 600 & 800 Per Box
Shipped Same Day Order Received

Be An Auctioneer

Two week term and home study.
Nationally recognized. G.I. approved.

FREE CATALOG!

Missouri Auction School

1600 GENESEE / KANSAS CITY, MO. 64102

A U C T I O N SCHOOL

In addition to conducting classes at our home office we offer one of the most complete courses available for home study. We also conduct classes at various colleges and universities. This school is approved by the state board of school and college registration in our home state. Reg. No. 71-12-0286H. For Info. write:

**KNOTTS SCHOOL OF
AUCTIONEERING**

1163 Second Avenue
Gallipolis, Ohio 45631

IN AUTUMN:

With all the colors that you can see
That grows upon the Maple trees
With the forests around it chilly cold
As winter begins to unfold.

The Sun peeps through a cloudy sky
We know that Winter is close by
And in the chilly Wind you see
The Wild Geese formation like a Vee.

When the beautiful flower of Ironweed
Blooms, beside the creek
And the Sweet Clover bows its head
In the Autumn Sun.

The trees on the mountains
Are beginning to show Brown
And the Cattails in the Swampland
Are putting on their Winter Coats.

And the Harvesting of the Tobacco
As the workers toil in the Autumn Sun
And the fields of lazy fall flowers

Where the Golden Rod is beginning to
bud
And the Blue Thistle with all its beauty
around.

You can recognize the Season changing
From a Beautiful Summer Green
To an Autumn Golden Brown.

Written By,
Col. A. G. "Dick" Miller
Huntington, W.Va.



Be proud of your state and National Association. Display the emblem or the words "Member of (state) and National Auctioneers Association" in all advertising and promotion.

Engravings of this emblem in 2/3" and 7/8" sizes can be obtained for \$2.50 each, postpaid. Order from:

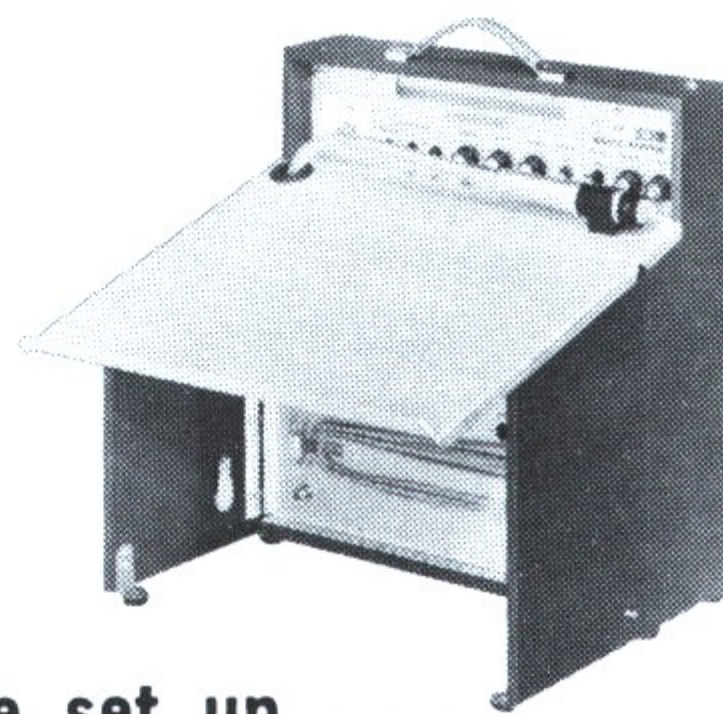
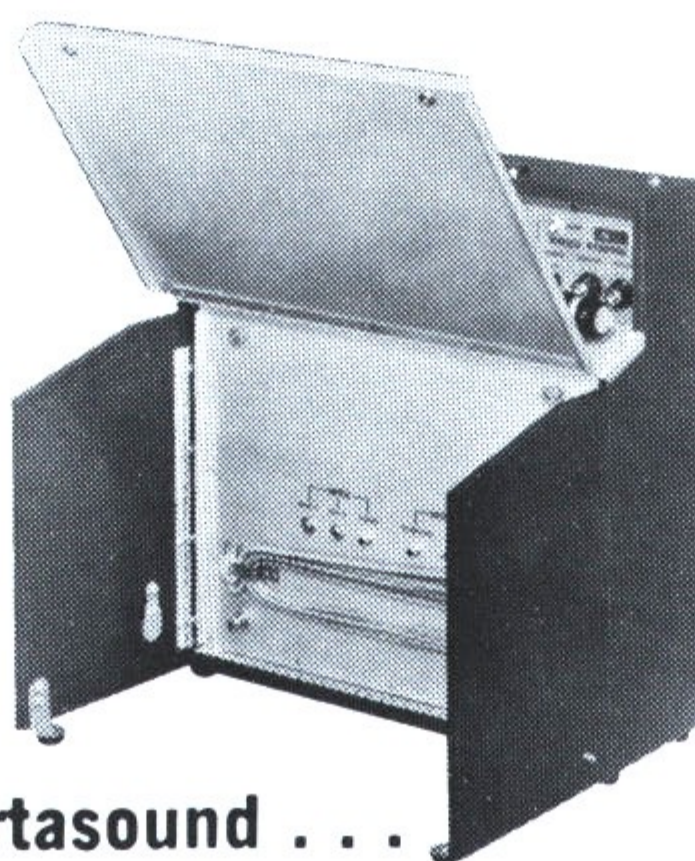
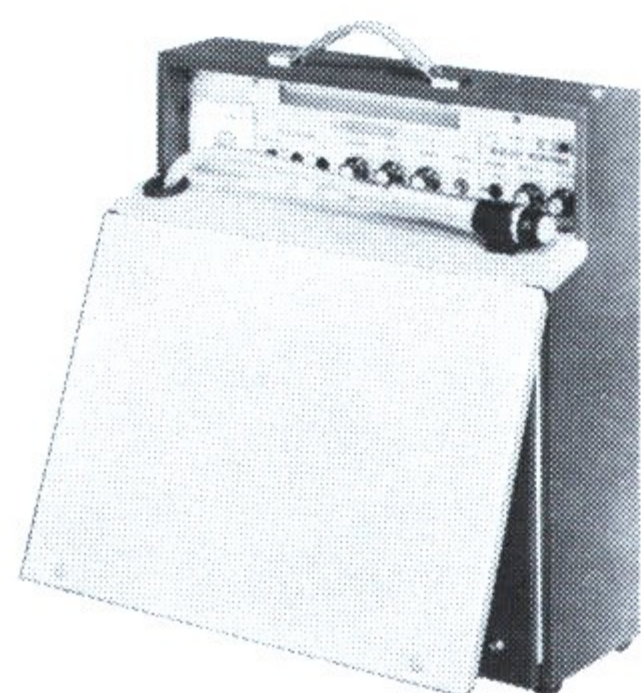
THE AUCTIONEER
135 Lakewood Drive
Lincoln, Neb. 68510

PORTASOUND

Now...carry your own

Public Address System

wherever you go



In just 10 seconds ... your Portasound ...

can be set up ...

MODEL 231 PORTABLE LECTERN,

Complete with batteries, cover, Shure lectern microphone, ready to use.

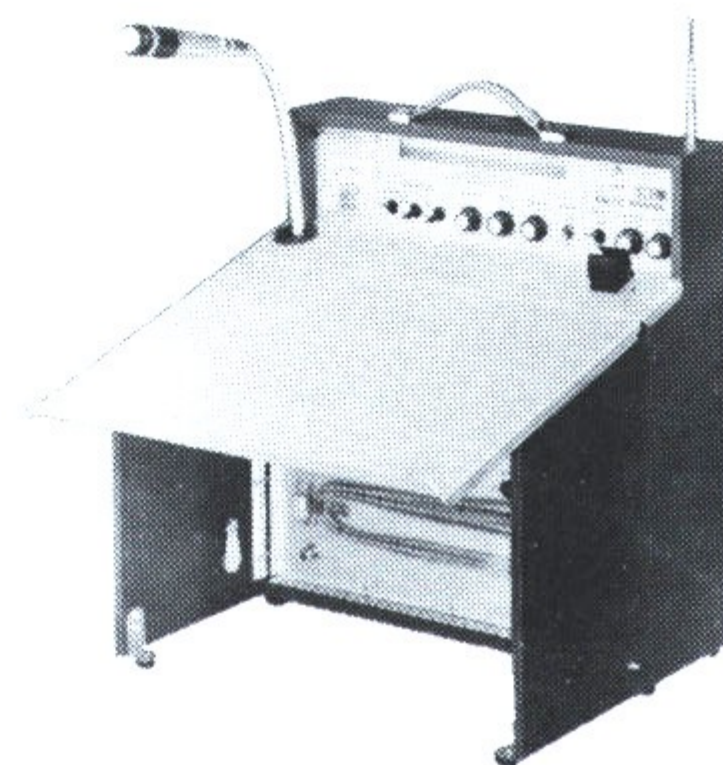
MODEL 231 W PORTABLE WIRELESS LECTERN

Complete with batteries, cover, Shure lectern microphone, one Model 146, WIRELESS microphone, ready to use.

AVAILABLE IN CHOICE OF BLACK OR BROWN FINISH.

PORTASOUND DIVISION

SPECIAL INSTRUMENTS LABORATORY, INC.
312 WEST VINE AVENUE, P.O. BOX 1950
KNOXVILLE, TENNESSEE 37901, U.S.A.
Telephone 615/525-9538



and ready to use!

**REPPERT
SCHOOL OF
AUCTIONEERING**

**Tuition \$200.00
For 3 Week Term**

Also Home Study

Founded in 1921

Decatur, Indiana

**Box 189 46733
AC 0033**

**STORM HITS
LENOIR CITY**

Auctioneer needs Merchandise
for resale (Not auctions).

**NEW AND GOOD CONDITION
LOWEST PRICE FIRST LETTER**

**OWEN'S VARIETY
STORE**

**106 A St.,
Lenoir City, Tenn. 37771**



CONTAINER BUYERS

Visit One of Europe's Largest Wholesale Sources of Antiques.
6 Floors, Buy F.O.B. Antwerp, Belgium or We'll Select and Pay
All Charges to Your Door. Low Prices, \$150.00 Full Price for
Packing, Paper Work and Delivery of 20 Foot Containers to
Antwerp Dock. **Write or Call Collect — LYNN WALTERS,
CLACKAMAS, OREGON, Phone 503-654-3000.**

Supplying Both East & West Coasts — Annual Volume Over \$1,000,000.00

Antique/Classic Cars

Bring Record Prices

SCOTTSDALE, ARIZONA — Whatever has happened to the world economy during the past few years certainly hasn't affected the antique and classic car market. In Scottsdale, Arizona, last weekend the Kruse Classic Auction Company from Auburn, Indiana, conducted an auction of these cars that saw more than \$2,500,000 (two and a half million dollars) change hands as collectors, investors and enthusiasts gathered from throughout the world to bid on the largest array of antique, classic and post-war collectable cars ever offered for sale at one time. Over 600 cars were offered with almost 70% being sold. The actual amount bid for the cars was a record \$4,700,000 (four million, seven hundred thousand dollars). Bidders were registered at the auction from 47 states and 7 foreign countries.

Dean Kruse, President of the company, said that "this sale reinforced the trend of sound investment in the antique and classic car marketplace, even in times of an overall economic downtrend. Prices were stable, which is a good prediction for the future of collectable cars.

"The Arizona auction has been our largest every year, it has become a focal point for everyone interested in cars as an indicator of what is happening," Kruse said. "This auction certainly he'd good news for anyone who had questioned the viability of classic cars as an investment!"

More than 420 cars were sold during

the three-day event including a 1936 Duesenberg J Dual Cowl Phaeton for \$182,500 — the highest price for a single automobile at the auction. Next in line was another Duesenberg, a 1936 Convertible Sedan that sold for \$126,000 and a 1929 Duesenberg Sports Coupe that sold for \$83,000. The first Duesey went to Atlanta, Georgia, while the other two went to a buyer from the Chicago area.

Other cars ranged in price from a low of \$350 for a 1948 Cadillac Hearse to \$63,000 for a 1929 Rolls Royce Brewster Regent Roadster. A custom 1952 Rolls Royce Silver Knight Lorry Pickup Truck brought \$28,000 and a 1931 Cadillac V-12 Roadster reputedly owned at one time by Jean Harlow sold for \$47,000 while another 1931 Cadillac Convertible Coupe brought \$41,000. A 1931 Lincoln LaBaron Cabriolet whose original owner was said to be Erle Stanley Gardner sold for \$29,500 and a beautifully restored 1932 Stutz DV-32 Victoria Convertible sold for \$51,000. A rare Doble Steam Roadster of 1930 vintage brought \$40,500 while a

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

NASHVILLE AUCTION SCHOOL

Term Soon, Free Catalog.
We run 5 terms each year.
Write for our free catalog.

Nashville Auction School
1921 West End Avenue
Nashville, Tennessee 37203
The Nation's Finest School
in Music City, U.S.A.

SUBSCRIBE NOW

Are you interested in equipment, trucks, auctions, etc.? Then subscribe to the **TEXAS TRADER**, semi-monthly publication. \$10.00 per year Box 3945NA, Bryan, Texas 77801

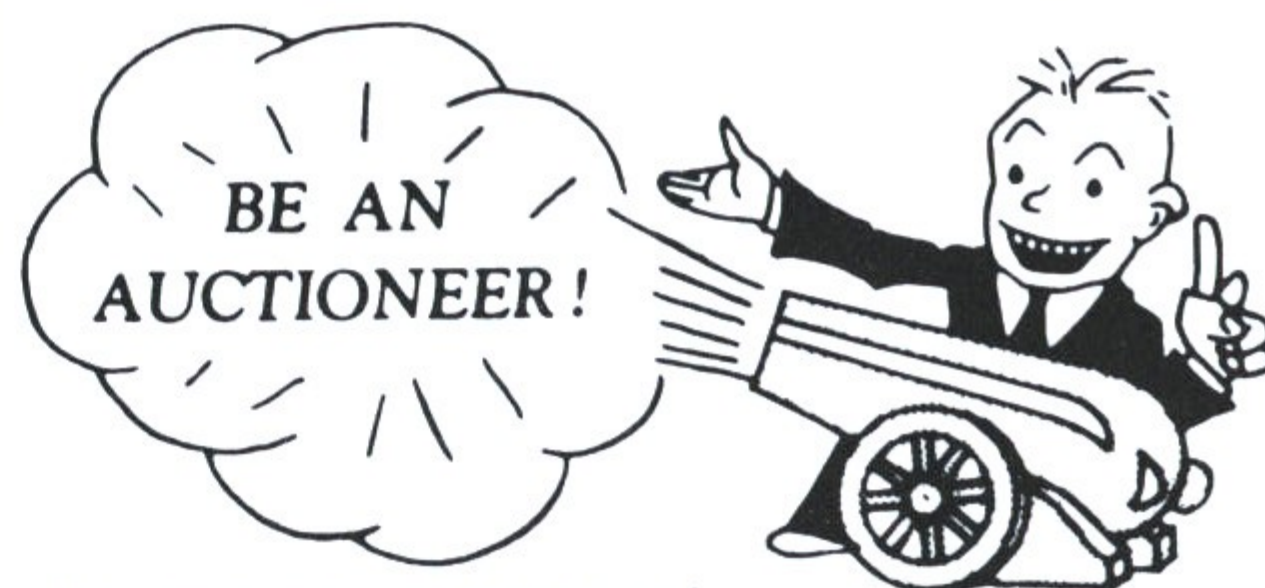
custom 1967 six-wheel Cadillac went to a new owner for \$15,500. Another later vintage car reportedly owned by Heavy-weight Champion Muhamad Ali, a 1973 Lincoln Continental Limousine, sold for \$14,500 and a 1974 Duesenberg Replica brought \$42,500. Post-war Cadillacs and Fords did very well in the auction. The biggest bidder of the weekend when the tallies were in, went home with \$298,000 worth of cars including two of the Duesenbergs.

The Kruse Classic Auction Company is the largest antique and classic car sales organization in the world, conducting auctions about twice a month in various locations throughout the United States.

Casey Stengel, the grand old man of baseball, turned up in Florida one winter wearing a brand new hearing aid. When asked about it, he replied that it was the best hearing aid made and had cost him \$1500. "My!" said his questioner, "that must be a good one. What kind is it?" "Half past four," replied Casey, glancing at his watch.

OLD

A person is never 'old' until they replace dreams with regrets — Gloria Pitzer.



ENROLL TODAY!
Outstanding, Successful Auctioneers
Are Your Instructors.

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



Promotional Items

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$3.00 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

135 LAKEWOOD DRIVE

LINCOLN, NEBR. 68510



The Lighter Side...

BREATH OF LIFE

A man reading the birth and death records in a public library. After doing some figuring on a piece of scrap paper, he turned to the man next to him and said, "Do you know that every time I breathe a man dies?"

"Very interesting," replied the neighbor. "Would you mind breathing in the other direction?"

WILLS

An elderly gentleman went to his lawyer and asked him to draw up his will. As they proceeded with the document, the old man willed several tracts of valuable land to various relatives. He had much wealth, most of it in real estate.

When he stated he was through, the lawyer noticed an important omission, a most desirable lot of several acres in town. The lawyer said, "What about that corner lot on Forsyth which everybody has been wanting for so long? You haven't left that to anybody."

With a sort of sly, self-satisfied and anticipatory smile, the old man replied, "Well, you see I'm keepin' that for myself."

PERFORMING

Fred Allen was playing to an audience that sat on its hands throughout his act.

When he returned to his dressing room, a fellow performer asked, "How did it go, Fred? Did you kill them?"

"No," said Allen. "They were dead when I got there."

GYSPY

In a little mining town out West, there was an old man who had lived in the same white frame house for 40 years. One day he surprised all his neighbors by moving into the house next door.

Reporters were sent to see why he had moved. When they asked him, he replied, "I guess it's just the gypsy in me."

STINGY

Luke and his wife were known as the stingiest couple in the valley. At 78, Luke died and a few months later his wife was about to join him. She called in a neighbor and said weakly, "Ruthie, bury me in my black dress, but afore you do, might as well cut the back out and make yourself something out of it. It's good material."

"Couldn't do that," said Ruthie. "When you and Luke walk up them gold stairs, what would them angels say if your dress ain't got a back on it?"

"They won't be looking at me," she replied. "I buried Luke without his pants."

CENSORSHIP

Small town's library had members of town council okay all books put on the shelves. They removed two books to be banned: "Trouble Over a French Wife" and "Fun in Bed."

They read neither and couldn't know that the first was a book about cooking and the second about games for sick children.

JOKER

Quite late one night a man who was fond of practical jokes sent a telegram to his friend collect. It read: "I am perfectly well. Knew you would want to know."

A week later, the joker received a heavy parcel, collect, on which he had to pay a high shipping charge. When he opened the package, he found a block of concrete with a note pasted on it: "This is the weight your telegram lifted from my mind."

UP A CRICK

Once there was a canoe racer who had a back problem. Every time he bent over to pick up his paddle, he would get a crick in his back and couldn't stand up. Finally he went to a doctor. The doctor said, "Next time this happens, grip your paddle firmly with both hands, shove the blade into the ground,

and pull yourself up.”

The next day the canoe racer bent over to pick up his paddle, and sure enough, he got a crick in his back. Remembering the doctor’s advice, he shoved the paddle into the ground and pulled himself up. He was amazed to find that his back pain disappeared, and said, “Well, here I am, up a paddle without a crick!”

NEW PLATES

March, England — Automobile dealer Mick Deighton is driving around town with the car registration plate “O go 2L.”

“ORIGINAL” TRI METRIC

Magnetic Removable signs. Send for descriptive literature. FREE layouts and quotes when advised of size flat space for mounting along with helpful information.

LET “3D” WORK FOR YOU

**“Signs of the Times” by Smart
Box 237, Pluckemin, NJ 07978**

SUCCESS

Bride of a struggling young writer was the big success of the evening at a party. “She’s charming,” the host said enthusiastically to the husband. “And her dress is a poem.”

“Not one poem,” answered the young writer gloomily, “but 11 poems, three short stories and six feature articles.”

BRITTEN AUCTION ACADEMY

**P.O. Drawer B
Bryan, Tex. 77801**

The School of Distinction

BUSINESS CARDS

EMBOSSSED

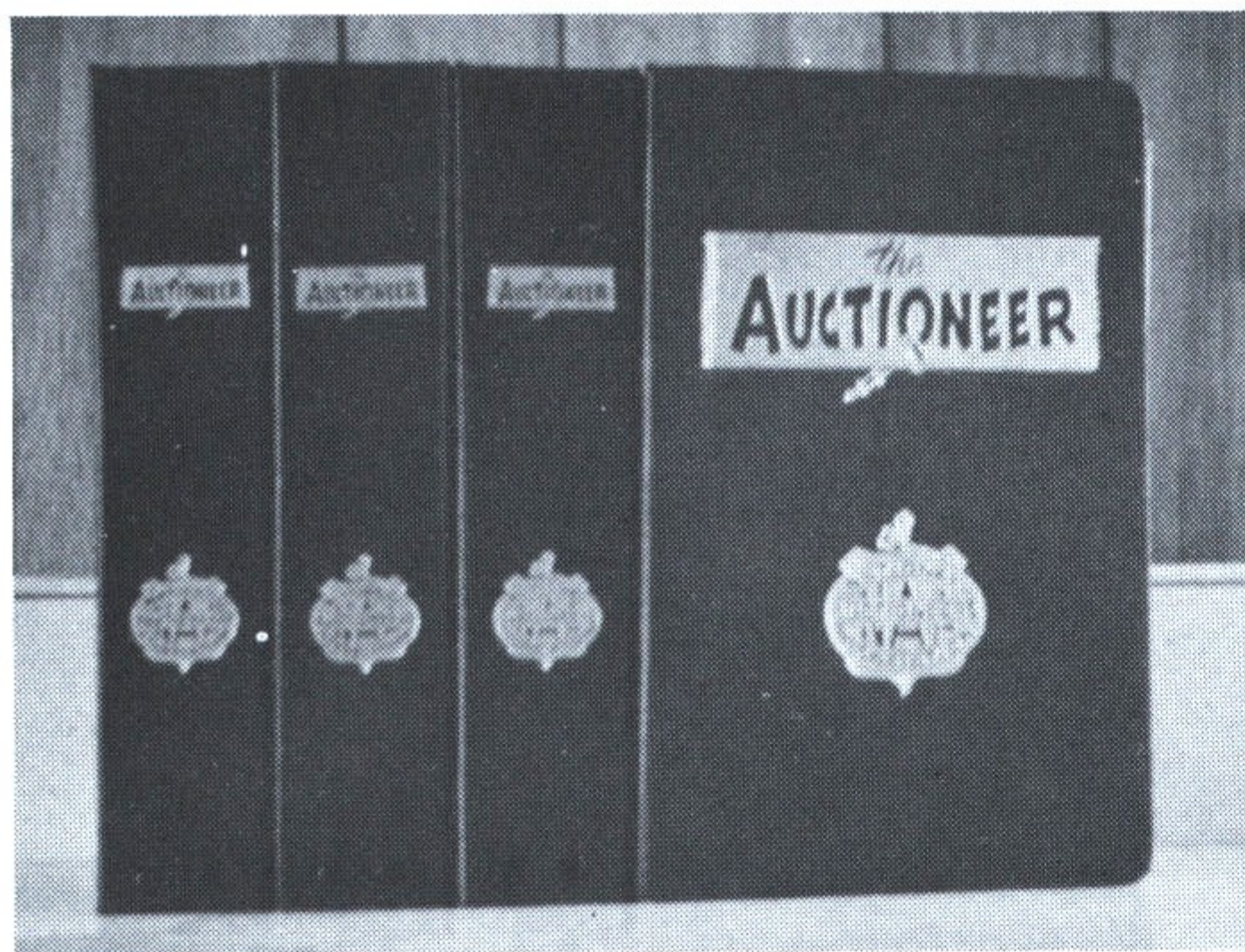
\$8.50 per 1000

2 color - \$10.50

Either emblem \$1.00 extra

CARDPRINT

701 Park Ave., Galion, Ohio 44833



**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:

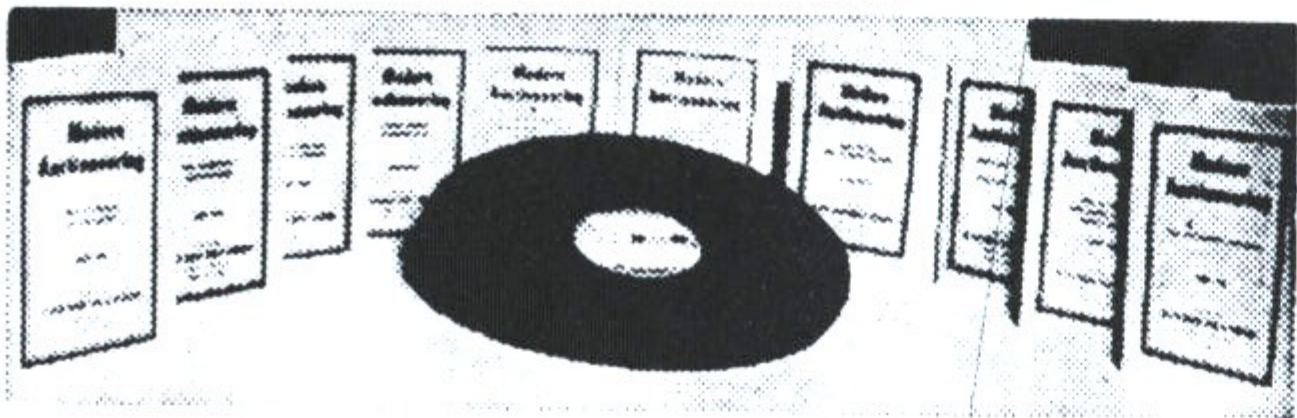
THE AUCTIONEER

135 LAKEWOOD DRIVE

LINCOLN, NEBR. 68510

AUCTION COLLEGE

TERM OPENS SOON
FREE CATALOG
WORLD'S LARGEST SCHOOL
13,000 Graduates—Over 37 Years



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

Reisch WORLD WIDE College of
Auctioneering, Inc.

Mason City, N. Iowa 50401

Where The Nation's Leading
Auctioneers Teach You.

Auction Supplies

Paddle Cards

Item Receipt System

Clerk Sheets

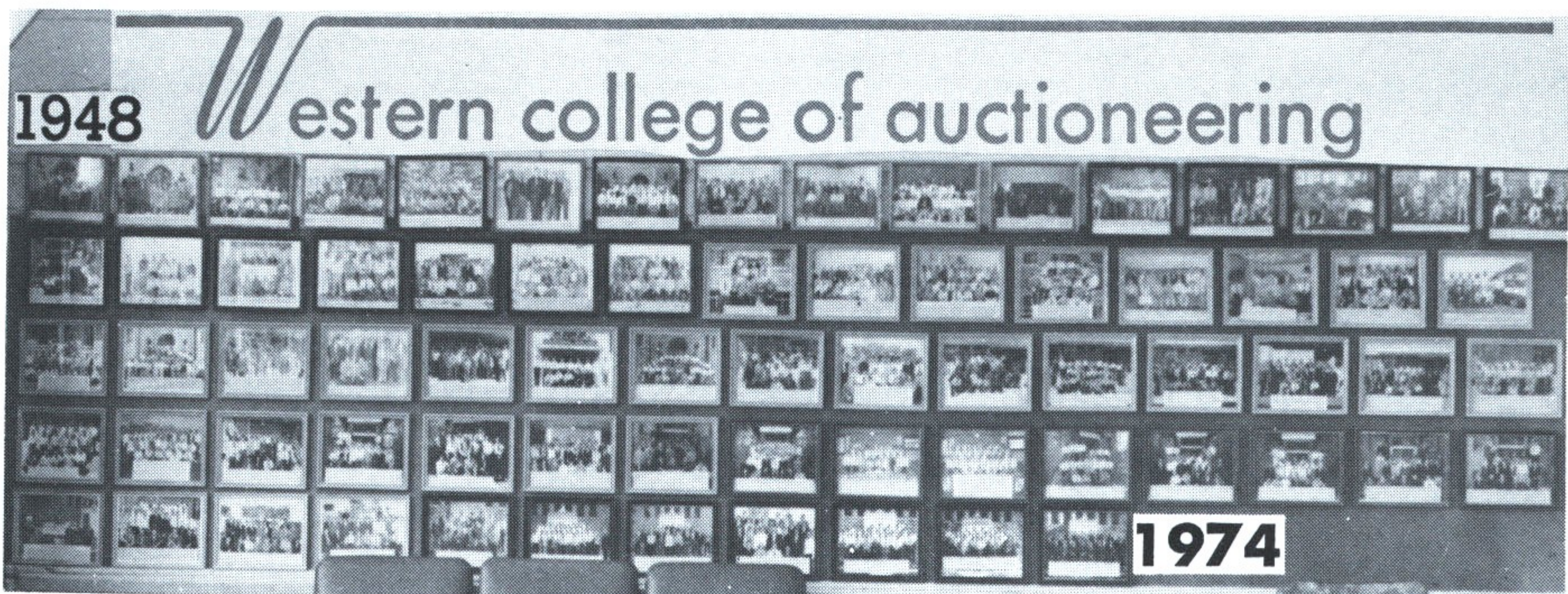
Direction Signs

Write for Samples and prices.

**SMART ART PAPER
PRODUCTS**

501 Penna. Ave.

DOWNINGTOWN, PA. 19335



WE ARE PROUD OF OUR STUDENTS—THEY HAVE BUILT THE COLLEGE

A two week term, equal to a 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:

Box 1458, Billings, Montana



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 cashing form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is no duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1/3 White, Green & Card) . . . \$19.50
18,000 Tickets (1/3 White, Green & Card) . . . 38.00
36,000 Tickets (1/3 White, Green & Card) . . . 75.00

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.

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

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

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

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

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

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

1,000 Wires \$10.00 5,000 Wires \$47.50

BUYER CARDS . . . Form No. BC-70

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

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

AUCTION PROMOTION SCHEDULE . . . Form No. APS-72 8½ x 11. 50 sheets per pad. Column to list seller's name, property location, date, estimated cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., signs, sale bills, postage, addressing, labor for tagging, clean-up, security, etc.

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

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

CONSIGNMENT CONTROL . . . Form No. CC-73

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

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

FINAL SETTLEMENT FORMS . . . Form FS-69

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

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

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

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

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

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

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

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

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

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

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

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

Top Floor Livestock Exchange Building

1600 GENESEE / KANSAS CITY, MO. 64102

AMPLI-VOX®



DIPLOMAT

- Complete P.A. system in an attache case
- Take it anywhere—weighs 16½ lbs.
- Flashlight battery operated
- For audiences up to 500

\$184.50

Specifications

Amplifier: 25 watt EIA rating (40 watt peak), push-pull all-transistor design. (Available separately as Model S-702). Amplifier can be readily removed from the case where remote amplification is desired.

Microphone: Low impedance dynamic cardioid with 10-ft. cable, lavalier cord to wear around neck, desk stand. May be located hundreds of feet from speaker unit.

Speaker: 6" x 9" high efficiency full fidelity speaker in anti-feedback housing built into case. 40 feet of cable supplied for operation away from amplifier. Additional cable and/or extension speaker may be added.

Inputs: For microphone and auxiliary equipment.

Outputs: For auxiliary speaker, tape recorder.

Power Source: Works on 10 flashlight batteries, that give 200 hours of operation (more than a year with normal use). Long-life alkaline batteries recommended. AC Adapter available.

Dimensions: 12" high, 19" wide, 4¼" deep.

Weight: 16½ lbs. with batteries.

Price: Model S-210 complete—**\$184.50** net. less batteries. Model S-702 Portable Amplifier only, net each—**\$94.50**

Accessories:

Set of 10 alkaline batteries; AC Adapter; Audience Participation Kit; Sound Column Auxiliary Speaker



Order by Mail . . . Send Check or Money Order To:

Missouri Auction School

Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

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