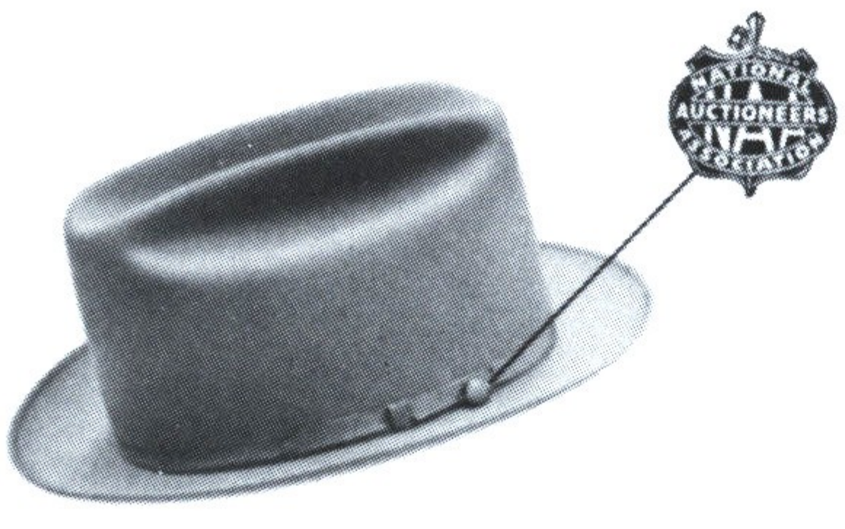
VOL. XXVI NO. 11 NOVEMBER, 1975

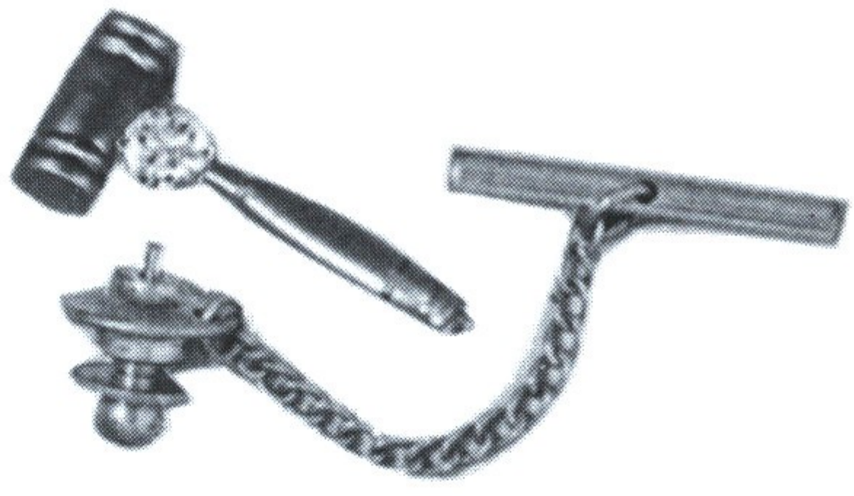
THE auctioneer



Real Estate Auction — See Page 28



"AUCTIONEER HAT"



"AUCTIONEER'S GAVEL" TIE TACK

It's Fall!! We are ready with our beautiful Silver Belly Auctioneer Hats — with open road block — red satin lining, w/gold embossed NAA emblem on inside top. Are You? They, as always are available in 2-1/8" — 2-3/8" and 2-5/8" brims — this style hat is being worn by more auctioneers than any other kind. Of course it's made by the Stetson folks to our specifications.

If you were not in Louisville, you did not see the hottest item we have introduced to the auctioneers of this country, the London Fog car coats. They really went over big at the convention and we sold them to fellows all over the country. They come in Beige (most popular color) Navy and Brown — sure, they have the three color NAA emblem sewn on the left front.

Our London Fog Type Jackets are in a full range of colors — Canary, Navy, Brown, Gold, Bay Blue and Beige. Medium — Large and Extra Large.

The car coat, jacket and our hats are made by the Stetson folks.

Don't forget our diamond tie tacks as shown above.

The gavel itself is 14K "Solid gold"

with .15 high quality sparkling diamond $159.95
with .25 high quality sparkling diamond $219.95
Felt (Slver Belly) $14.95
White Panama $14.95
Straws (light tan) $12.95
Jackets w/3 color emblem ..... 19.95 (large, medium and ertra large)
3-color Auctioneer Emblems 3.00
Car Coats w/Emblem 39.95
Plus 4% sales tax

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THE auctioneer

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

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

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

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Phone: (402) 489-9356

Convention -- 1976

St. Louis, Missouri, Stouffer's Riverfront Towers and the City is where the action is going to be July 20th through July 24th, 1976.

The Spirit of the Bi-Centennial Celebration and the Auctioneers across the land will put the zip into this Convention like never before. **Will you assist me in making this the greatest NAA Convention?**



H. WILLARD ARNAMAN

Many of you that I know personally have missed several of the conventions due to various circumstances and contentions. I'm asking **YOU** to unite with me for the St. Louis Convention — the last one in the midwest until 1980!

There are 4100 auctioneers on the 1975 membership roster. Will you prove to me that you are super salesmen and send in at least one new membership for each one that is now an NAA member? The individual sending in the most memberships and the state sending in the most memberships will receive special recognition. Please help me achieve the goal of 8,000 NAA members by July 1, 1976.

The St. Louis Convention will, of course, be one of a kind. It will be the only time in your life that you will have the privilege of attending during a Bi-Centennial Celebration of our Great Nation.

NAA President, Terry Dunning, the officers and directors of the NAA with the Missouri State Auctioneers Association as your hosts and your Convention Chairman will put forth every effort to make the Gateway to the West — Gateway to the World — Gateway to the Stars — your most educational, recreational, fun loving, spirit filled convention you have ever attended!

H. Willard Arnaman
Convention Chairman

Bad Checks One Topic Of Oklahoma Meeting

By Jim Thompson

The Oklahoma State Auctioneers Association met at Quartz Mountain State Park Lodge on Beautiful Lake Lugert, October 4th and 5th. Lake Lugert is in southwest Oklahoma about 17 miles north of Altus. OSAA president, Jay Blodgett, of Duncan, Okla., presided over an action packed meeting.

The theme was "Information and Education". Experienced auctioneers gave a short briefing about their specialty expressing some of their theories and problems encountered. Subjects covered were "Furniture Auctions", George Lewis, Lawton; "Real Estate Auctions", Paul Wells, Tulsa; "Antique Auctions", Lee Hickman, Okla., City; "Miscellaneous Auctions", Gary Garrison, Muskogee; "Farm Machinery Auctions", Cleatus Calloway, Frederick and "Commercial Auctions", Jim Thompson, Lawton.

Mr. Don Briscoe, representative of Oklahoma School Land Commission, made an informative presentation about the procedures and the techniques used in arriving at appraised land values for farm loans.



Responsibilities of the National Auto Auction Association for the coming year rest on the shoulders of these men, from the left: Bernard Hart, Lincoln, Nebr., Executive Secretary; Norman F. Early (Colorado Auto Auction), Denver, Colo., Secretary-Treasurer; O. B. Batten (Kenly Auto Auction), Kenly, N.C., President; Bob McConkey (South Seattle Auto Aucion), Seattle, Wash., Vice President.

President, Jay Blodgett had just received a copy of the new Texas Auctioneers License Law. He discussed the law for the information of the many Oklahoma auctioneers who conduct auctions in Texas. The law clearly sets forth the requirements to obtain a license and the fees of $100 for residents and $300 for non-residents.

Sunday morning the various committees used the time until 11:00 A.M. for their meetings. At 11:00 A.M. Col. Orval Free, OSAA Chaplain, from McAlester presided over the worship service.

After luncheon, Col. Jerry Mitchell of Frederick, directed a discussion on the auctioneers and their problems. The main two topics focused on professionalism and bad checks. Most agree that minimum professional standards should exist but hardly anyone is willing to set standards and try to enforce them.

Bad checks plague all auctioneers. The method of dealing with bad checks and those who issue them are varied. Many of the auctioneers state that they don't even try to collect for them. It was the opinion of a few that if everyone exerted an all out effort to collect for every bad check it would tend to reduce the number of incidents.

Both the OSAA and the Ladies Auxiliary convened a business meeting at 2:00 P.M,, which adjourned at 3:00 P.M.

All-American Colts Set New Records In Auction

RUIDOSO DOWNS, N.M. — A record 510 horses from 248 consignors passed through the ring at the All America Quarter Horse yearling sale, here August 28-31. Auctioneers Tom Caldwell and Bill Tackett garnered a record-breaking gross on this spectacular four night sale of $3,618,500.

This 14th annual sale drew huge crowds all four nights and hit the sale topper in the third session. It came on Ima Easy Lover, a May 28, 1974, bay colt by Easy Jet and out of stakes winner Miss Heart Throb by Speck Deck. Consigned by the Sharon Kay Davis Memorial Farm, Weatherford, Tex., the colt brought a final bid of $120,000 from Ranch Jamul, Jamul, Calif.

Two other colts sold for $70,000 each.



The week of August 24, 1975, was proclaimed by Governor Rhodes as "Auctioneers Week in Ohio". Reading the proclamation is Director of Commerce, Gordon Peltier. Seated, left, is Gary Cain, President of the Ohio Auctioneers Association, and Owen Hall (right) a member of the Ohio Auctioneers Commission. Standing, from the left: Sam Roush, Commission Member; Newt Dilgard, Secretary-Treasurer of the OAA; Richard Babb, Commission Member; Chuck Carroll, Chief, Division of Licensing; Frank Weade, OAA Director; and Floyd Rhoades, OAA 2nd Vice President. Joe (Shorty) Paul, OAA Director, is standing in front of Mr. Carroll.

Ohio Auctioneers Day

"Auctioneers' Day" was celebrated at the Ohio State Fair on August 25. The annual auctioneers' contest took place on that day at the Fair, with 59 auctioneers enfered.

Members of the Ohio Auctioneers Commission served as judges and following is their top ten placings.

1. John Steinberger, Jr., St. Paris
2. Walter Hartman, Camden
3. David Pritchard, Whitehall
4. Henry Stanley, Jr., Chillicothe
5. (tie) Emil Konesky, Woodville
   Edward Sprunger, Decatur, Ind.
7. Larry Standen, Elyria
8. Ford Good, Wadsworth
9. Roy Marcum, Kirkland
10. Harry Hudson, Eaton

Profit from the items sold in the contest was $478.80 and this was given to the American Cancer Society.

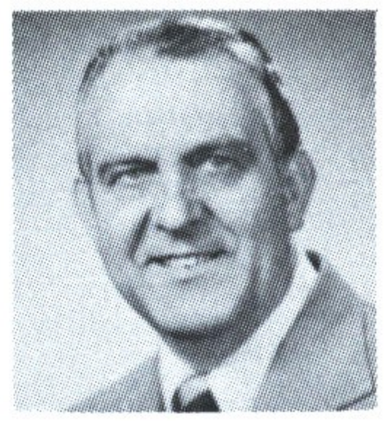
Wooden Figure Sells For $14,200 In Iowa Auction

After residing in the haymow of a barn near Center Point, Iowa, a five foot hand-carved wooden figure of a dapperly dressed man was moved out and sold at auction for $14,200. This little man, referred to as "The Dude" had resided in the barn since the 1930's.

John Epstein, a private collector from Lake Forest, Ill., is the new owner but there were many others who were desirous of being the owner of the rare figure. Runner-up in the bidding was a man from New York City.

Two Iowa and National Auctioneers Association members, Larry Brannian, Brooklyn, Ia., and Jerry Tubaugh, Belle Plaine, Ia., sold "The Dude" along with a large variety of antique dishes, furniture and primitives in an auction for Eddie and Ann Crowell.

Common Sense in the Auction Business



By Leo Jesion

The success or failure of anything is usually a matter of inches. In baseball, if a pitcher misses a corner by an inch in a crucial situation, he's a bum; yet if he caught the corner he could be a hero. The same holds true in almost every sport. This also holds true in our business of selling. When you're out looking at a prospective sale, whether you get it or not is a matter of inches.

One time while looking over a prospective sale, the owner gave me no indication of whether or not I was getting the sale, and I was about to leave when I noticed a beautiful inlaid table in the doorway. I went and looked it over. It was honestly one of the most intricate pieces of woodwork that I had ever seen. Every piece was cut in a geometric pattern and fit into place. I told the man what I thought of it and discovered that he had made it, that woodwork was his hobby. He then proceeded to show me many other things that he had made. (I was almost sorry I mentioned it!) But before I left I had the sale in my back pocket. Yet all I did was give a man a sincere compliment. I learned a lesson of a lifetime there: It never hurts to pay a person a sincere compliment.

Another example: How many times have you had to get that bid that you needed to sell an item? Some times just a gesture, a motion, a witty saying, a pause, a pitch and bingo! the item's sold. Again, a matter of inches.

Now let's suppose you were going to go to an auction and you looked in the paper under auctions. Let's also suppose there was a variety of sales with the quality being equal. Whether you realize it or not, you're going to go to the one with the best ad. Again, a matter of inches.

How does one get this edge which I've described? By continually upgrading the manner in which you do business. You may buy new stationery, get a new and more functional P.A. system, have new signs painted, work on any weakness that you may have, try different methods of advertising, etc.

I've often read descriptions of this or that gifted auctioneer. My reply to this is **hogwash.** Perhaps in a few cases this is true, but in the vast majority it's a matter of inches.

When you come right down to it, all of life is just a matter of inches.

Hang in there!

POLITICAL AIMS

The aim of every political constitution is, or ought to be, first to obtain for rulers men who possess most wisdom to discern, and most virtue to pursue the common good of society; and in the next place, to take the most effectual precautions for keeping them virtuous. — Alexander Hamilton.

Attention — State Convention Planners

The Board of Directors of the National Auctioneers Association has adopted a policy to aid in the programming of State Conventions. Believing that a member of the NAA Board, living in another state, could add to the interest and importance of State Conventions, the NAA will aid in paying travel expenses for this purpose.

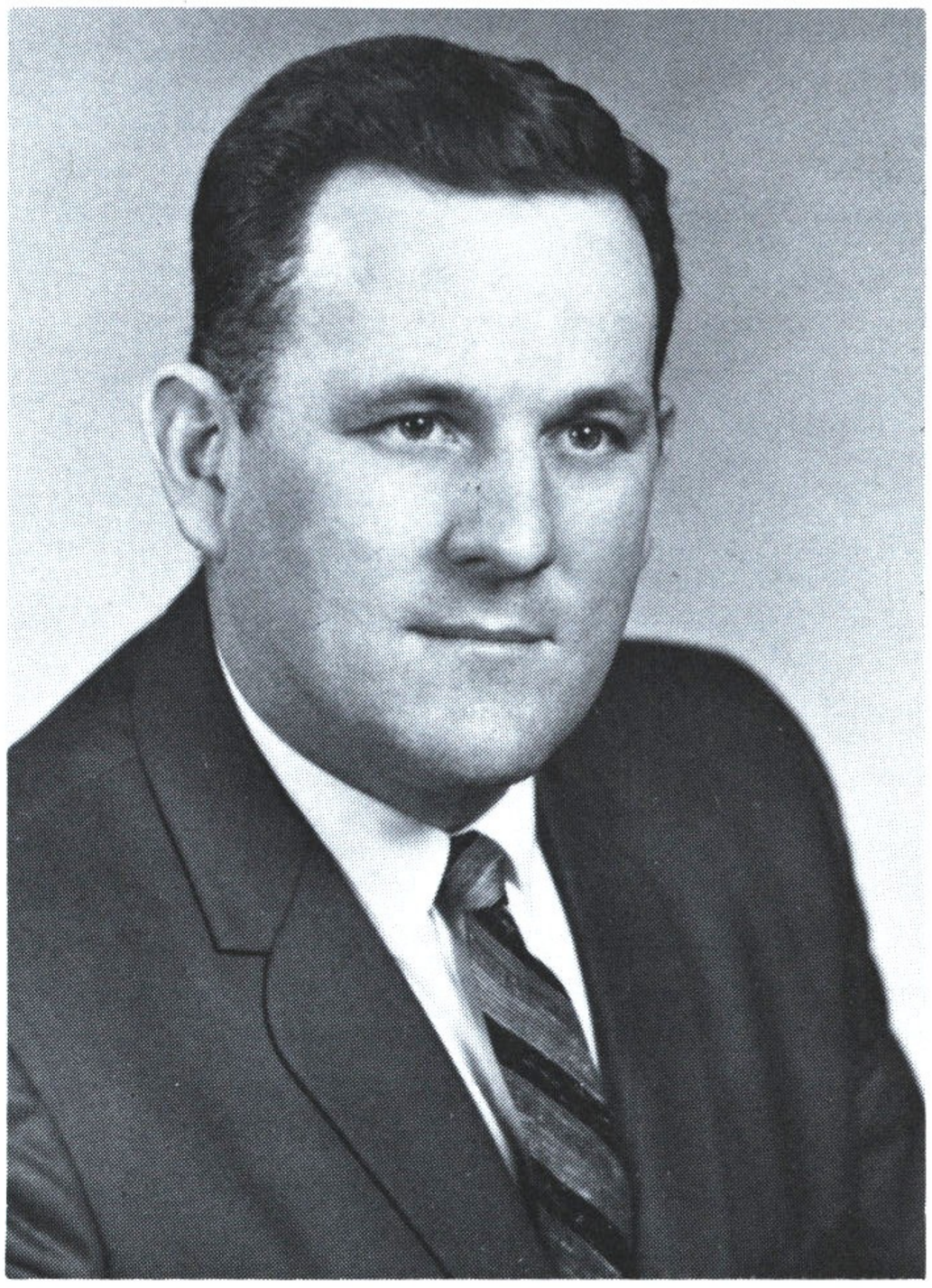
Contact the NAA office or President Terry Dunning if you wish one of these men on your Program.

It's Seminar Time

During the next 30 days a group of auctioneers who are sincere in their desire to improve their services to their clients which will result in more and larger commission fees will register for one of the two NAA Seminar Programs described in the advertisement on the opposite page. Already, some 50 auctioneers have taken advantage of this opportunity and it is almost a certainty that the classes will be filled well in advance.

Remember, only the first 60 registered for each class will be accepted. Several were disappointed last year when they learned the classes had been filled prior to their date of registration,

Following is a run-down of the subjects offered and some qualifications of the instructors:



WYLIE RITTENHOUSE

REAL ESTATE

William L. "Bill" Gaule, Chatham, Ill., has been an auctioneer since 1949 and a real estate broker since 1959. He is a graduate of Real Estate Broker Schools at Brown's Business College, Springfield Junior College, University of Illinois Real Estate Law School, Dale Carnegie Sales Course and various courses on Human Relations and Public Speaking.

Gaule has sold millions of dollars worth of real estate at auction, primarily farm land, and has had several million dollar months. He has instructed at auction colleges and has served on panels at State and National conventions.



WILLIAM L. GAULE

Wylie S. Rittenhouse, Uniontown, Pa., considers himself a general auctioneer with 20 years experience. He sold his first real estate auction in 1956 and has enjoyed many experiences in real estate

SEMINAR PROGRAM

Two locations have been established for the winter seminars, Denver, Colo., and Atlanta, Ga. Dates and schedule follow.

DENVER — Radisson Denver Hotel

Monday, January 12 — Real Estate

Tuesday, January 13 — Business Liquidations

Wednesday, January 14 — Antiques

A class in Bid Calling and Voice Analysis will be offered each day.

ATLANTA — Atlanta American Motor Hotel

Monday, February 16 — Real Estate

Tuesday, February 17 — Livestock (Beef, Dairy and Commercial)

Wednesday, February 18 — Antiques

A class in Bid Calling and Voice Analysis will be offered on Tuesday and Wednesday.

Instructors at each seminar are as follows:

REAL ESTATE: Wylie S. Rittenhouse, Uniontown, Pa., and William L. Gaule, Chatham, Ill.

ANTIQUES: George E. Michael, Merrimack, N.H., and Dave Kessler, New Paris, Ohio

BID CALLING & VOICE ANALYSIS: Freddie Chandler, Chariton, Iowa

BUSINESS LIQUIDATIONS: B. L. Wooley, Little Rock, Ark., and M. M. Gordon, Chicago, Ill.

LIVESTOCK: Morris Fannon, Pennington Gap, Va., (Beef and Commercial) and Ernie Kueffner, Hartford, Wis., (Dairy).

Tuition rates are $60.00 for each course or $150.00 for any three courses. Spouses may attend classes at one-half the regular rate.

Classes are limited and already filling.
For further information, write or call:

NATIONAL AUCTIONEERS ASSOCIATION

135 Lakewood Drive Phone (402) 489-9356 Lincoln, NE 68510

at auction since that time. During the past five years he has conducted many major auctions of both commercial and rural real estate as well as the regular "bread and butter" type auctions. Most of his auctions have come through a referral type contact that is very interesting.

Rittenhouse, like many who are successful in his field, has never missed an opportunity to continue his education in real estate selling. He has attended many seminars, worked with and learned from other auctioneers in this field, studied real estate appraising and is active in trade associations.

Gaule and Rittenhouse will share their knowledge with you at both Denver and Atlanta. Let them share their programs with you. It will mean more profit for you.

ANTIQUES

George Michael, Merrimack, N.H., has been synonymous with antique auctions for 25 years. George was specializing in the selling of antiques at a time when other auctioneers were not even taking this facet of the industry seriously. In addition to conducting more than 3,000 auctions, Michael has taught courses at the University of New Hampshire, the Manchester Institue of Arts and Sciences, Daniel Webster Junior College



DAVE KESSLER



GEORGE E. MICHAEL

and the Boston Adult Evening Education Program.

He has authored books, edited national publications and established radio and television programs on the subject, his TV presentations being shown nationwide. His qualifications to head this class would be next to impossible to top.

Dave Kessler, New Paris, Ohio, has been selling antiques at auction for the past 18 years and while most of his auctions have taken place in Ohio and Indiana, he has sold in 27 states. He has authored a weekly newspaper column on the subject for several years.

Kessler will give you many aids he has learned by experience in selling antiques at auction including the contracting of the auction, the advertising, physical arrangements and the follow-up. He is the author of a recently published book, "Across the Antiques Auction Block." It pictures, describes and gives background information on more than 190 antiques and collectors items popular at country auctions.

These two men received many compliments following their performance at last year's Seminar and are back by popular request. They will have classes in both Denver and Atlanta.

BUSINESS LIQUIDATIONS

Brad Wooley, Little Rock, Ark., and Mike Gordon, Chicago, Ill., teamed up to lead our 1974 Seminar Program on this same subject. Many thought it was the best instructed class and the most interesting class at any of our seminars. They are being returned by popular demand.

Both these men have had a wide experience in commercial type auctions. In addition to individuals and corporations they have conducted auctions for the Small Business Administration, General Services Administration, Federal Bankruptcy Courts and both are certified by the U.S. Government to conduct auctions of more than $100,000.00.

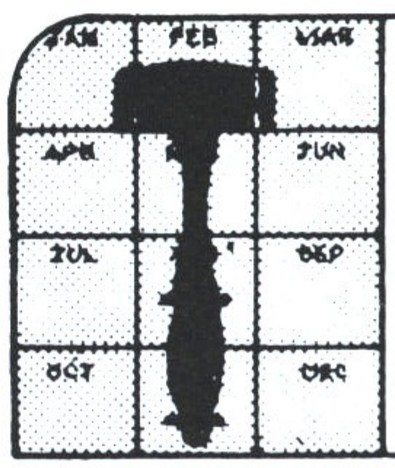
This growth type seminar will be conducted for the professional and the novice with an approach that really teaches all. It will educate, rekindle and demonstate all that 50 years of combined auction knowledge, expertise and seasoned know-how can impart. You will receive the various sides to auction techniques as pro and con, due to the different experiences of the two auctioneer narrators. All your questions will be answered. This class will be offered in Denver, only.

BID CALLING AND VOICE ANALYSIS

How does the public judge an auctioneer? Whether we admit it or not, in most cases it is by the way he sounds. They like an auctioneer that combines rhythm and clarity, a voice that is easy to understand and pleasant to the ear.

At our previous Seminars, the Bid Calling class has been the slowest starter and the best finisher. Many registrants have transferred their original registration, dropping one of their previously chosen subjects and joining the class on Bid Calling.

Freddie Chandler, Chariton, Iowa, with Bernie Hart as back-up man, has made this the most interesting class of the three prior Seminars. Freddie taught for several years at the Reppert School of Auctioneering, Decatur, Ind., and in later years at the Reisch Auction College, Mason City, Ia. Those who have been in his classes at auction school or



Convention Dates

December 1 — Tennessee Auctioneers Association, Hall of Fame Motor Inn, Nashville.

December 6-7 — Virginia Auctioneers Association, Charlottesville.

December 14-15 — Florida Auctioneers Association, Royal Plaza Hotel, Disney World, Lake Buena Vista.

January 4-5 — Indiana Auctioneers Association, Atkinson Hotel, Indianapolis.

January 11 — Colorado Auctioneers Association, Radisson Denver Hotel, Denver.

January 17-18-19 — Ohio Auctioneers Association, Imperial North, Columbus.

January 25-26 — Minnesota State Auctioneers Association, Arrowhead, Alexandria.

April 11-12 — Kentucky Auctioneers Association, Galt House, Louisville.

May 1-2 — Nebraska Auctioneers Association, Holiday Inn, Kearney.

June 11-12 — South Dakota Auctioneers Association, Madison.

JULY 22-23-24 — NATIONAL AUCTIONEERS ASSOCIATION ANNUAL CONVENTION, STOUFFERS RIVERFRONT TOWERS, ST. LOUIS, MISSOURI.

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

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at the seminar have been high in their praise.

This is a full day subject and is being offered all three days at Denver and on Tuesday and Wednesday at Atlanta. Here is a class where the veteran auctioneer can improve himself as much as can the man of lesser experience.

Next month, we'll tell you about the course on selling livestock at auction. This subject will be offered at Atlanta only.

President's Report



Seminar time is drawing near. The first seminar to be held in Denver on January 12, 13 and 14 is not that far away and Atlanta is just one month later on February 16, 17 and 18.

The topics Real Estate, Business Liquidations, Antiques and Livestock touch most every member's type of auctions and Bid Calling all of them. The instructors in each course are all member auctioneers who not only are very successful in their particular field but are willing to help every auctioneer increase their serivce and their business by giving of their time and knowledge.

It's always humorous to hear someone say they do not have the time to attend, yet the people who do attend not only our seminars but people in other professions who attend seminars put on by their associations are always among the most successful financially and yet are very busy people.

I've heard many testimonials from auctioneers who attended past seminars who have had just one or two sales from ideas learned that earned them many times over the cost of the seminar.

Education is the key to success. You have to pick up the key and use it.

Applications are elsewhere in this magazine. Remember, each subject is limited to 60 participants and we had to turn some away last year. Send in your registration now.

The board has also voted for another continuing education program to help auctioneers improve their overall ability. An institute similar to the G.R.I. program in real estate will be offered next April at the University of Indiana.

This will be the first year of an eventual three year graduate type program that will feature not only the normal auction topics but will also give instruction on topics such as law, advertising, office management, accounting, etc.

I'm sure this program will be another major step in improving our association's services and the overall betterment of the auction profession. More information will appear in later issues of the Auctioneer.

The human body is extremely sensitive. Pat a man on the back and his head swells.

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

BRITTEN
AUCTION ACADEMY

P.O. Drawer B
Bryan, Tex. 77801

The School of Distinction

Arkansas Auctioneers In Annual Fall Meeting

Arkansas auctioneers convened at the Holiday Inn, Conway, for their annual fall meeting, October 18-19. Weather and facilities were ideal but the Arkansas-Texas football game taking place at the same time may have been a factor in curtailing attendance.

Col. W. Craig Lawing, Charlotte, N.C., was the featured speaker of the Saturday afternoon program. He related that the many nuiscance-type regulations affecting auctioneers throughout the state prompted the enactment the North Carolina licensing law which nullified the local and municipal restrictions. He explained the procedure used in introducing and passing the bill and its administration since enactment.

Bernard Hart, Secretary of the National Auctioneers Association, spoke briefly and elaborated on the Seminar Program being sponsored by the NAA and encouraged Arkansas auctioneers to participate. Several members indicated their interest in attending the Atlanta seminar next February .

In a brief business meeting, Hershel Rouse, Searcy, was elected to fill the unexpired term on the Board of Directors of T. J. Offutt, Everton, who had resigned.

Following a steak dinner, Col. Roger Hollrah, St. Charles, Mo., an NAA member and professional comedian, livened up the evening with his country humor. He was followed by "Sandy and the Ozark Hill-Stompers',, a musical group from Dennard, Ark. A fun auction completed the evening program.

On Sunday morning, State Senator Caldwell, from President Fred Hiett's home town of Rogers, explained the fate of the licensing bill he had sponsored in the 1975 session of the State Legislature. He advised them to pass the 1976 session and wait until 1977 before introducing the Bill again.

BUSINESS CARDS

EMBOSSED



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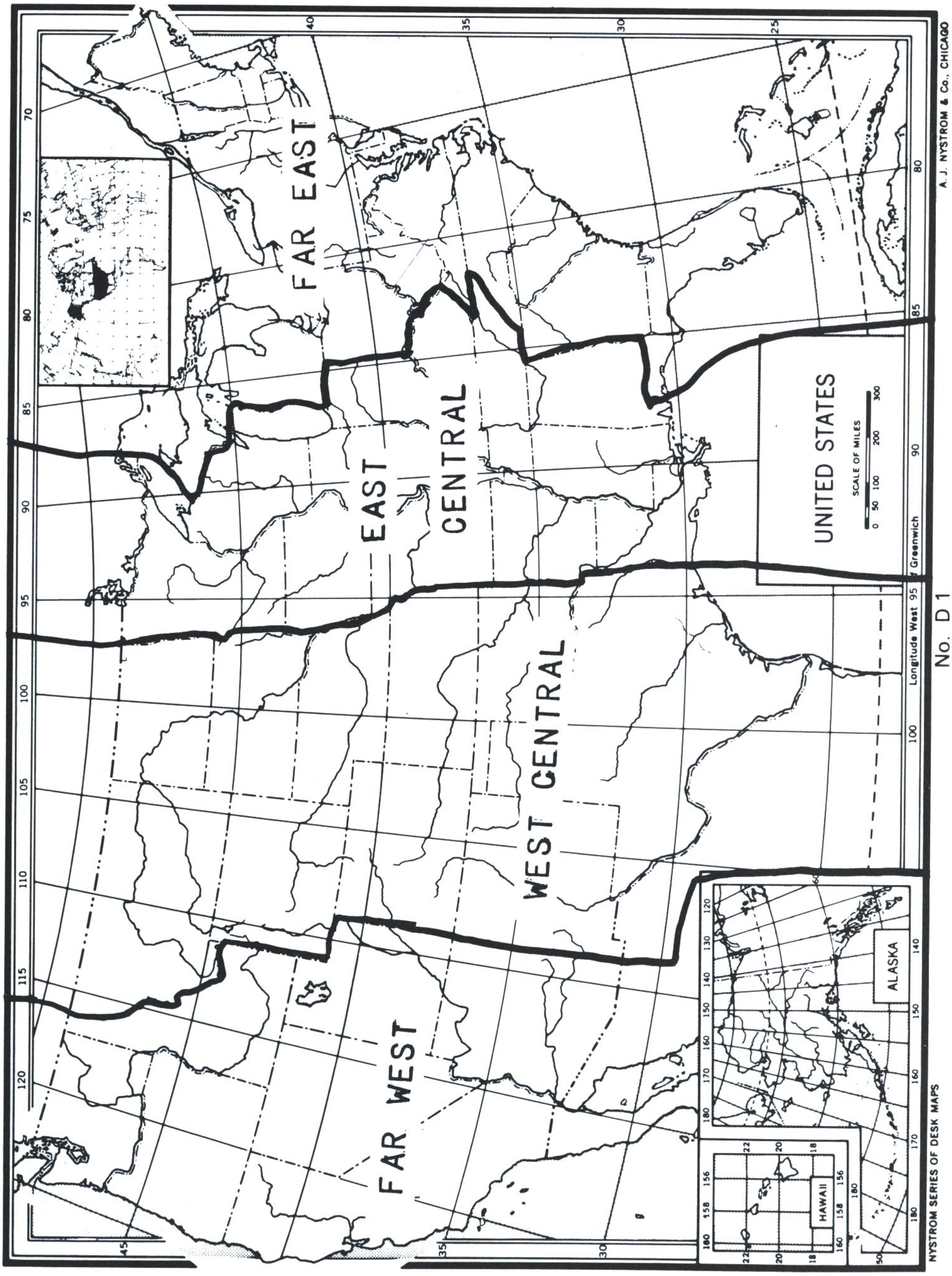
Either emblem $1.00 extra

CARDPRINT

701 Park Ave., Galion, Ohio 44833



No, it's not Uncle Sam. It's Col. Emerson Johnson, Hagerstown, Ind., selling the Boy Scout benefit auction during the JC's Gala 4th of July weekend. Ruffle shirt, vest, pants, coat and hat were made by Col. Johnson's wife, Mary Doris.


FAR EAST
EAST CENTRAL
WEST CENTRAL
FAR WEST
UNITED STATES
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NYSTROM SERIES OF DESK MAPS

Board Sets Rotation Of Convention Sites

During the past year the Board of Directors of the National Auctioneers Association has adopted a new procedure for the selection of future convention sites.

At its meeting in December, 1974, four geographical zones of the U.S. were established. See map on opposite page. In its meeting of July 31, 1975, the Board of Directors established a procedure of rotation among the previously designated zones.

As everyone knows, the 1976 convention will be held in St. Louis which is in our East Central zone. In 1977, the convention has been set for Seattle in the Far West zone. Next zone in rotation will be the Far East area, in 1978, followed by the West Central Zone, in 1979.

This means that in any particular area a convention will be held every four years. To continue the cycle, the convention will be held in the East Central again in 1980, Far West in 1981, Far East in 1982, and West Central in 1983.

Next area in line for selection of a convention site is the Far East. If any state organization in this Zone is interested in hosting our 1978 National Convention, they should make their wishes known to the Executive Office of the NAA. Final approval of the 1978 site will be made by the Board of Directors when they meet in St. Louis, in July of 1976.

Any questions concerning the foregoing subject should be addressed to: National Auctioneers Association, 135 Lakewood Drive, Lincoln, NE 68510.

THE ECCENTRIC AMONG US

Eccentricity has always abounded when and where strength of character has abounded; and the amount of eccentricity in a society has generally been proportional to the amount of genius, mental vigor, and moral courage which it contained. — John Stuart Mill.



JOHN R. FISHDICK

John Wayne Thanks our John Fishdick of Ariz.

Col. John R. Fishdick, life member of the NAA, again receives national recognition for his work in Benefit auctions. Fishdick, has raised over $3.7 million dollars for non-profit groups and in all cases donated his services. According to research this is more money being raised by an auctoneer who donated his services than any other person, past or present. He has received letters of commendaton from three Presidents of the United States. His most recent recognition is from that great American-Actor John Wayne. Mr. Wayne writes: Dear Colonel Fishdick: Thank you for the note and clipping. I am delighted that the Junior Rodeo was so successful. You are to be commended for the work you are doing. Please accept my compliments and congratulations. Signed Sincerely, John Wayne.

PAYMENT

After many months with an overdue account, the smalltown dentist wrote his patient: "Dear Madam: Unless the denture I made for you is paid for without delay, I shall be obliged to insert the following advertisement in the newspaper: 'Excellent set of teeth for sale. They can be seen at any time at Mrs. Tilman's, 44 E. Dunnim Road." The dentist got his money the next morning.

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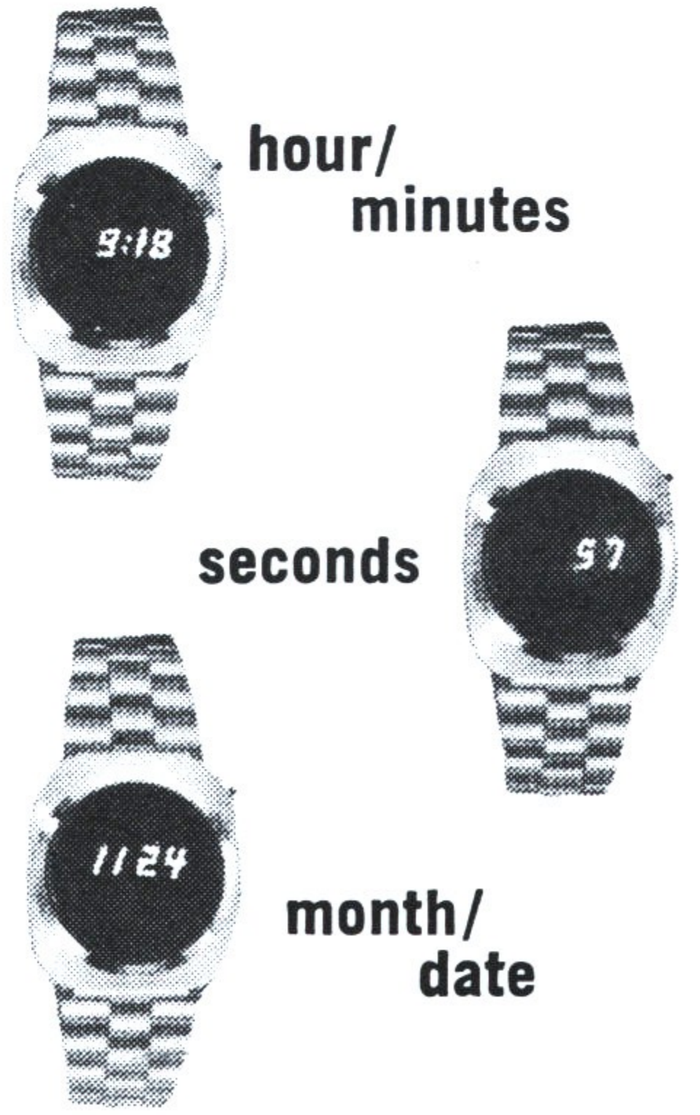
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The Ladies Auxiliary

Dear Ladies:

Fall is definitely here!! We got a nip of fall last week that reminded us "ole' man winter" is on his way. The leaves are turning now and we expect a beautiful fall here this year. Fall is always my favorite time of year here in the Smokies — the mountains are always spectacular descending on us with a lucious color scheme that only God can create.

Although fall is here and summer has passed, we can never forget the wonderful time we had in Louisville and much thanks goes to the lovely O'Connor family and all the Kentucky families for making it possible.

Now, we are looking forward to a great time in St. Louis next July. Ladies, it is not too early to start your husbands thinking and planning for the convention in St. Louis.

Tennessee Ladies, let's not forget our December meeting in Nashville and bring along your finished quilt square.

Sincerely,
Glenda Johnson

Dear Ladies:

I always enjoy your recipes. Wish more ladies would share their time proven ones in "The Auctioneer". Enjoyed the one for tomato juice as I didn't have one that called for celery.

BANANA SPLIT CAKE

1st Layer — 2 C. crushed vanilla wafers, mixed with ¾ stick melted margarine.

2nd Layer — 2 C Powdered sugar, 2 whole eggs, beat eggs with sugar and 1 teaspoon vanilla, 1 stick melted margarine, mix well and pour over crushed vanilla wafers.

3rd Layer — Slice 5 or 6 Bananas over 2nd layer.

4th Layer — Add 1 small can crushed pineapple, drained.

5th Layer — Add 9 oz. carton cool whip.

6th Layer — Add nuts (Pecans) and maraschino cherries — arrange these on top for decoration.

Mrs. Cliff Weddington
Tullahoma, Tenn.

Collectables Bring Record Price in Wyo.

A brass bed for $2,100.00, an oak table with claw feet at $1,650.00 and a Victrola at $1,300.00 were some of the record prices of items selling at the Helen Wolff Estate Auction southeast of Gillette, Wyo. The Wolffs were pioneer Campbell County residents and the items sold were in mint condition.

Also selling was a enamel wood and coal range at $750.00, a 1942 Oldsmobile Coupe for $1,500.00 and a lumber wagon with double box at $500.00.

The sale was managed and conducted by R. A. "Dick" Mader and Kelly F. Mader of Gillette, both members of the National Auctioneer's Assn.

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Miss Sweet Sixteen Is Iowa's Sandy Van Syoc

Sandra K. Van Syoc, daughter of Mr. and Mrs. Harold H. Van Syoc, New London, Iowa, was actively involved in Midwest Old Threshers Reunion at Mt. Pleasant, Iowa, while her father was actively engaged in trying to set an all time high for Iowa land at the Schwaller Estate Public Land Auction.



Sandra, along with fifty-five other contestants, was vying for the title of Miss Sweet Sixteen at Midwest Old Threshers which is one of the four national highlights to attend in the United States.

On August 28th at 11:30 A.M. Sandra was crowned Miss Sweet Sixteen and reigned over the Reunion through September 1st.

Meeting people from all over the United States as well as England was a highlight of Miss Sweet Sixteen.

The basic function of a trade association is to help members survive and prosper in a highly competitive economy. — J. L. Wiggins.

THOUGHTS FOR THE MONTH . . .

I think luck is the sense to recognize an opportunity and the ability to take advantage of it. Everyone has bad breaks, but everyone also has opportunities. The man who can smile at his breaks and grab his chances gets on. — Samuel Goldwyn.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1975-1976

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Mrs. Charles (Glenda) Johnson
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Mrs. Howard (Jeanne) Roland
Grand Junction, Colorado.
Mrs. Harold (Jane) Vaughn
Hamilton, Ohio

NAA's John Overton Participates In Memorial In Honor of Fred Ramsay

Friends, neighbors and family gathered at Lakewood City Hall, Old Hickory, Tenn., the evening of August 4 to dedicate a piano to the memory of the late Fred S. Ramsay.

The piano was purchased with funds given in Mr. Ramsay's memory by his family, friends and by the Lakewood Community Club which he served as Treasurer and loyal supporter.

Lakewood Mayor, Ernest E. Corley, commented on the many services rendered by Mr. Ramsay to friends, of his devotion to family and church and his concern for better citizenship. A prayer by Ken Smithson, Youth Director of Old Hickory Church of Christ, followed.

From Albuquerque, N.M., Mr. John Overton, a past president of the National Auctioneers Association, came to praise the memory of a member and friend for whom he held the highest regard. His remarks were:

Mr. Mayor — Representative Hicks — Ladies and Gentlemen:

I feel deeply honored to have this privilege this evening. Fred Ramsay lived the kind of life we all strive for. Respecting and serving his God, his family and his profession. I have known Fred and his family for some 20 odd years and cannot have anything but the highest regard for him and them. If this piano serves as the reminder of the benefit one man can



John Overton (left) and Mrs. Overton (4th from left) with Mrs. Fred Ramsay (right) at the Memorial Ceremony for the late Fred Ramsay. Also pictured are the Ramsay daughters (from the left), Mrs. William M. Hunter III, Lubbock, Tex., holding William M. Hunter IV; Mrs. Lon Parks, Lebanon, Tenn.; Mrs. Myers E. Brown, Old Hickory, Tenn.

give to everyone he came in contact with, then it may serve as an inspiration for others. In his profession his word was his bond. His integrity brought him continued success. His ability was recognized by his profession in choosing him for its highest award. I served with him in the National Auctioneers Association and learned his only thought was for the profession, not self service nor gratification. It is with a great deal of humility that I join with you, his friends, in paying him that last testimonial of our love for him.

Representative John Hicks was introduced by Mayor Corley. His remarks were brief but complimentray to the memory of his relationship with Mr. Ramsay. He placed the memorial plaque on the piano. Gina Parks, a daughter of the Ramsays, accepted the instrument in the memory of her father. She thanked the Club, the special donors and the committee who worked toward the purchase of the piano.

Then the sound of a medley of songs, which Mr. Ramsay loved, filled the room under the touch of the talented fingers of Mr. Ike Wright at the keyboard. He concluded the music with "Down Yonder," a favorite of Mr. Ramsay's, one which he had used many years at his auctions. Then, the closing statement, "It is fitting that a musical instrument be dedicated to this man's memory as music is a language of love and unity."

MOTIVATION

Two music students were discussing their part-time jobs. Said one, "I work in the opera at night and carry a spear in one act."

"How do you manage to keep awake so late at night?" asked his friend.

"Simple," replied the first. "The man behind me carries a spear, too."

The honeymoon is over when the dog brings your slippers and your wife starts barking.

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Know Your Director

Marvin Smith, 51 years of age, was born and raised on a dairy and grape farm in Silver Creek, N.Y., along the shores of Lake Erie. The grapes gradually edged out the dairy herd until the farm was entirely planted to vineyards and cash crops.



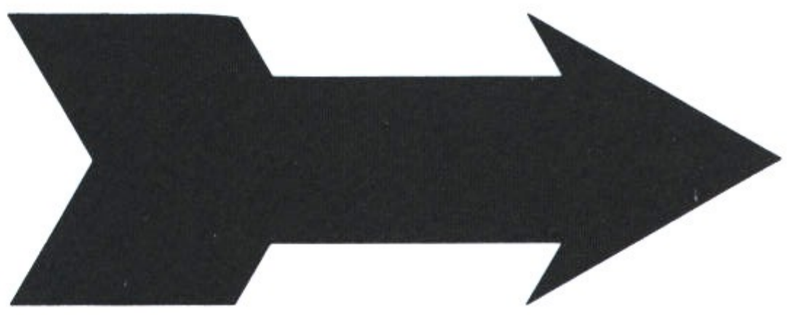
He graduated from Silver Creek High school in 1942 and then enlisted in the Air Force where he served as a navigator with a bomber crew. Upon returning from service, he attended and graduated from the Alfred Agricultural and Technical Institute of N.Y., and then accepted a position as fieldman for a canning company in Pennsylvania.

It was in Pennsylvania that he met his wife, Fran, and there also that he was introduced to the field of auctions as they attended many as they started their married life.

In 1951, they returned to New York, bought a small grape farm and joined his parents in the operation of the home farm. In 1967, with the encouragement of his wife, Marvin attended the Reisch School of Auctioneering at Mason City, Iowa, and returned with great enthusiasm for the profession. With the help of their two sons, Greg, 16 yrs. and Jeff, 12 yrs., the Smith family operate periodic consignment sales but mostly sell farm, business liquidation and estate sales. They also operate a real estate office for United Farm Agency.

Marvin was Sec.-Treas. of the New York State Auctioneers Ass'n. in 1973 and served as president of the Ass'n. in 1974. At the National Convention in Louisville, Ky., this year, he was elected to the Board of Directors for a three year term. He served on the Board of Education at Silver Creek for seven years, is Past Master of his Masonic Lodge, past elder of the First United Church, serves on the local Zoning Board and is active in many other civic organizations.

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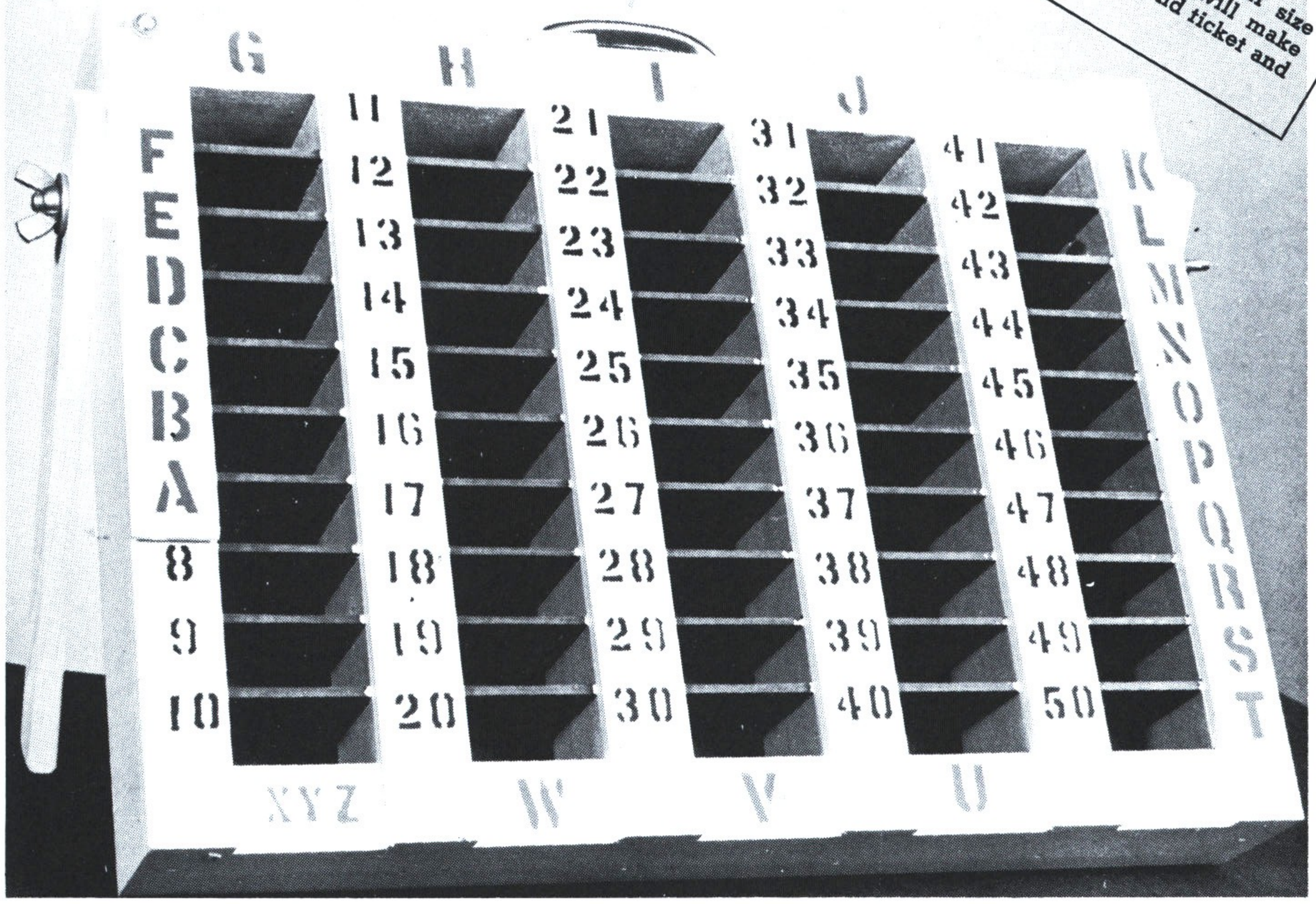
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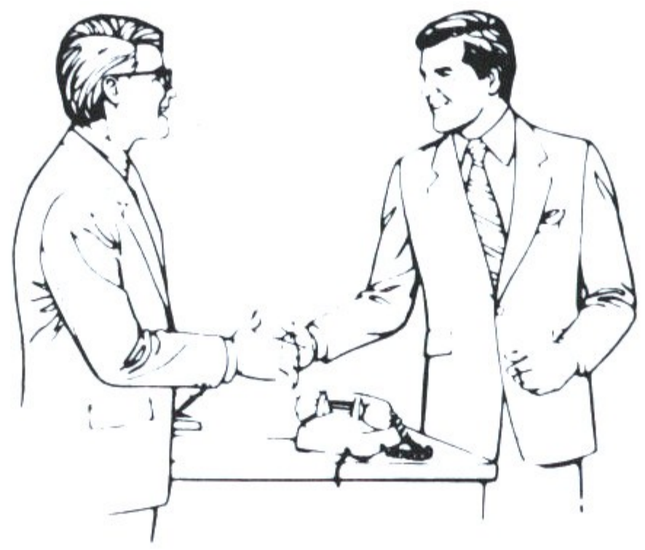
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Adversity and Tragedy No Deterant to David Norton's Auctioneering Career

Reprinted from MIDWEST AUCTION NEWS, Coldwater, Mich.

Jan's Note: Please read the following story about one of our members from the state of Michigan. We get countless phone calls and letters asking us what it takes to be an auctioneer. How do I get started. Several write and say that they had several sales and then suddenly nothing. Auctioneering and Show Business are probably the two hardest professions to get into, both require that added something. There are many good actors and actresses as there are many good bid callers. But you have to put forth something extra in both cases to reach the top. With all the abilities this man has, with all the success he has enjoyed at the young age of 30, this man has seen the necessity of attending our learning SEMINARS the last THREE years. Whether you are successful before you attend or whether your success comes from attending, we say attend. Every person should be able to learn from others. Like I say read the following story, and ask yourself "Shouldn't I Attend the Seminars-"

David A. Norton, owner and President of Norton Auctioneers, Incorporated, Coldwater, Michigan, is less than 30 years old, but already is one of the best known auctioneers in the midwest. A strong believer in advertising, he has seen to it that you know his name. And this belief, as much as anything else, has enabled him to go further in business already than most men go in a lifetime.

He is not a brash young man, as the above might imply. But "Dave" Norton is an intensely aggressive, fast-moving, confident man, in the midst of a meteoric rise in business. And to put it simply, he is not about to hide his light under a bushel.

Holding Dave still long enough to interview him is like trying to hold a cat on a hot stove. He paces deep piled white carpeting in an elegant new office in Coldwater, pausing for telephone interruptions. He listens; talks quickly, distinctly, self-assured: listens to your questions between more interruptions. Outside of his office, it's the same. But he does listen, and responds sometimes in surprising ways, unless you understand the man. When the idea for Midwest Auction News was first outlined to him, he quickly saw the need for a magazine that would help upgrade the image of the auctioneer; he became one of the first to support it with advertising, and has been a strong supporter ever since.

A strong sense of esthetics; an uncompromising attitude about quality; a willingness to work whatever length of time it takes to get the job done right; an almost fierce desire to be the best in his profession — these qualities are obvious in Dave Norton.

He's a man in perpetual motion, driven by some memories that haunt him; supported by others which remind him that for his age, he has piled up a dramatic success record which can help him from here on, if he keeps his cool, and remains unaffected by it all.

In high school, Dave was a good student in whatever interested him. But instead of going on to higher academic study, by the time most men his age were buried deep in college textbooks he had already sold $10 million worth of property in 31 different states. Before he was 25, he had sold a circus and a sunken freighter and had helped with sales of such internationally famous firms as the Lionel Train Company in

Stolen from my place of business: 21 Jewel, 24 Karat Gold Pocket Watch, Burlington Lever set. Engraved back hunter and dog name Kinsey inside back. Deep sentimental value. Also collection of Gold and Silver coins, silver certificates, air crew wings and service medals.

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For the past three years I have been the horseshoer for the Rancheros Vistadores horseman's annual 7 day ride and campout. It is held each year near Lake Cachuma, between Santa Barbara and Santa Ynez, California. At night we would take turns singing around the campfire for fun and entertainment of the camp members and guests. The last day of the ride, a studio musician (Dusty Rhoads) who played for me at the campfire, said, "They love your singing, you should record an album." A month later, there I was in a recording studio in front of the biggest microphone I had ever seen. Yeah, me whose "vast" experience at singing was mainly in the shower and while driving between horseshoeing appointments. Being from a small town (Olathe, Colorado, pop. 900), Hollywood seemed a little big and confusing but, as it turned out, singing there in the studio was easier than any place I had ever tried to sing before. The musicians that Dusty had lined up were all nice guys and they played so well that they even made me appear to sound like I knew what I was doing.

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Thank you I'm sure you shall enjoy these old favorites!

New Jersey and a hotel in Chicago. He was virtually living out of a suitcase, and working out of attache cases. The American continent, via airlines, was his sales territory, as he worked with Samuel L. Winternitz, the world's oldest and largest auction company. Higher education? No time for it, at the time it probably should have been happening.

Traveling as he did, it was probably inevitable that he meet and fall in love with the lady who would become Mrs. David Norton, an airline stewardess. He married the beautiful girl soon after he met her, and brought her home to Coldwater. Then shortly afterward, came the tragedy which may always haunt Dave Norton. A serious auto accident in which his wife was permanently injured. Dave built a new home for her in Coldwater, designed and engineered so that she can reach everything in it from a wheelchair, go outdoors and around the house by wheelchair. It has wider doors, lower kitchen cabinets, counters; light switches installed lower on walls, a special swimming pool.

Dave stopped traveling for months; working auctions only part time; supplementing his income with car sales. Then, three years ago, he returned to auctioneering full time. He set up the corporation in his name. Just recently he moved into the new office quarters in Fairfield Plaza.

Norton does not tell you about his personal problems. You have to find this information yourself. He rarely spends five seconds talking about business problems. To him, a problem is an opportunity.

Real estate sales, for example, always intrigued Dave, but the problem was he never had time or felt he could take the time for the necessary examinations to obtain a real estate license. So recently, he formed an association with Donovan Steffey, a licensed broker. "Don", a successful young man in his own field, will help Dave with a move now to more real estate auctions interspersed with real estate sales.

Like a jet traveling at about the speed of sound just over the hedgerows, Dave Norton is an enigma in the small city of Coldwater. You would more likely find a man like him in New York City, or Chicago. Yet Coldwater is centrally located, and it's the fastest growing city in Michigan. And via air, it places every major city in the United States within easy reach — a posture which pleases Norton.

Norton still spends much time in the air, either lining up auctions, or handling them, in different parts of the country. He holds an auctioneer's license in almost every state in the United States which requires one, And he regrets that Michigan does not, because he would like to see stiffer requirements placed on his profession, to upgrade the professionals and eliminate from the business those who can't or will not measure up.

Dave Norton. A real professional; quick, intelligent, personable, demanding of everyone, including himself. Like him or not, he's a man who, when he steps to the auction block, brings excitement with him; he makes a dramatic happening out of what could be an ordinary event, at the auction, in his own life, and in the lives of others.

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Colorado Auctioneers Set Convention Date

Colorado auctioneers and their families met at Fort Collins, September 14, for their Annual Picnic. Good attendance was greeted with good food, nice people, lots of visiting and entertainment. Harvey Baldwin and Chuck Davis, with their guitars, furnished the latter.

Annual meeting of the Colorado Auctioneers Association will be at the Denver Radisson Hotel, 1790 Grant St., Denver, January 11, 1976. There will be an afternoon meeting followed by a dinner. ner.

The date is the day before the NAA sponsored Seminar Program begins at the same location. Visiting auctioneers from other states are invited to attend.

Artie Baldwin, Secretary

THIS GUY TOOK A LOT OF CIVIL SERVICE EXAMS for many different kinds of jobs and never passed a single one. Finally, he thought he'd like to be a cop and took the written test for the police. One question was: "If you were alone in a squad car followed by two armed militants doing 60 miles an hour, what would you do? He wrote down "70."

FUTURE

When we look into the long avenue of the future, and see the good there is for each one of us to do, we realize, after all, what a beautiful thing it is to work, and to live, and to be happy. — Robert Louis Stevenson.

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Large Land Auction Totals $2,167,116

Friday, Aug. 29th, set the stage for the biggest land auction in Southeastern Iowa with auctioneer and realtor, Harold Van Syoc, auctioneer and realtor associate, J. R. Hoyer and realtor R. W. Cornick selling 1411 acres near Mediapolis, Iowa.

The land sold in 13 tracts of which an 80 acres sold for $2420.00 per acre. This bid is believed to be the highest price paid per acre for farm land in Des Moines, Lee, Henry, Louisa, Van Buren or Jefferson Counties.

The property was in the Herbert B. Schwaller Trust and Martha Schwaller Estate.

One of the highlights of the sale was on the first tract, 80A., being offered for sale by H. H. Van Syoc when a little white haired lady with cane and just a few days shy of her 85th birthday started bidding and ended up with last bid of $2300.00 per acre for a total of $184,000.00.

Other tracts sold as follows: 160A. — $1300.00 per acre — Schwaller house and 5A.-$37,000.00 — 80A.-$920.00 per acre — 160A.-$1230.00 per acre — 155A.-$970.00 per acre — 160A.-$1750.00 per acre — 120A.-$815.00 per acre — 80A.-$1820.00 per acre — 120A.-$1800.00 per acre — 80A.-$1540 per acre — 131½ A.-$1985 per acre. Average of the 1411A. was $1535.25 per acre.

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When a girl applied for admission to an Eastern college, her father, in due course, received a questionnaire. "Is she a leader?" asked one of the questions. Cautiously he answered, "I am not sure about this, but I know she is an excellent follower."

A few weeks later he received the following letter from the president of the college:

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- Two inputs, microphone and auxiliary for music from a source such as a cassette earphone jack may be mixed.
- Handsome styling — built for rugged use. Trimmed with heavy vinyl molding. Cabinet finished in thermally bonded vinyl.

POWER	6 Alkaline "D" cells or AC adapter provided	COLOR	Black
CABINET SIZE	11¾" x 7¾" x 4¾"	FINISH	Leather grained vinyl
SHIPPING WEIGHT	Approximately 9 pounds	HANDLE	Swing away
CARRYING STRAP			Black nylon with shoulder pad
INPUTS	Turner Dynamic Microphone with 15 db discrimination, 6' cable, on/off switch, and lavalier provided. High level such as cassette earphone output. Special cable provided.		
SOUND PRESSURE LEVEL	98 db, 3 feet in front of unit		
AUDIENCE COVERAGE	100—400 people 2000—8000 sq. feet, depending on background noise		
MISCELLANEOUS	Impedance match switch (quality) for auxiliary input		
AVAILABLE	25 ft. audio extension cable for extending microphone. Extension powered speaker for two unit P.A. systems.		

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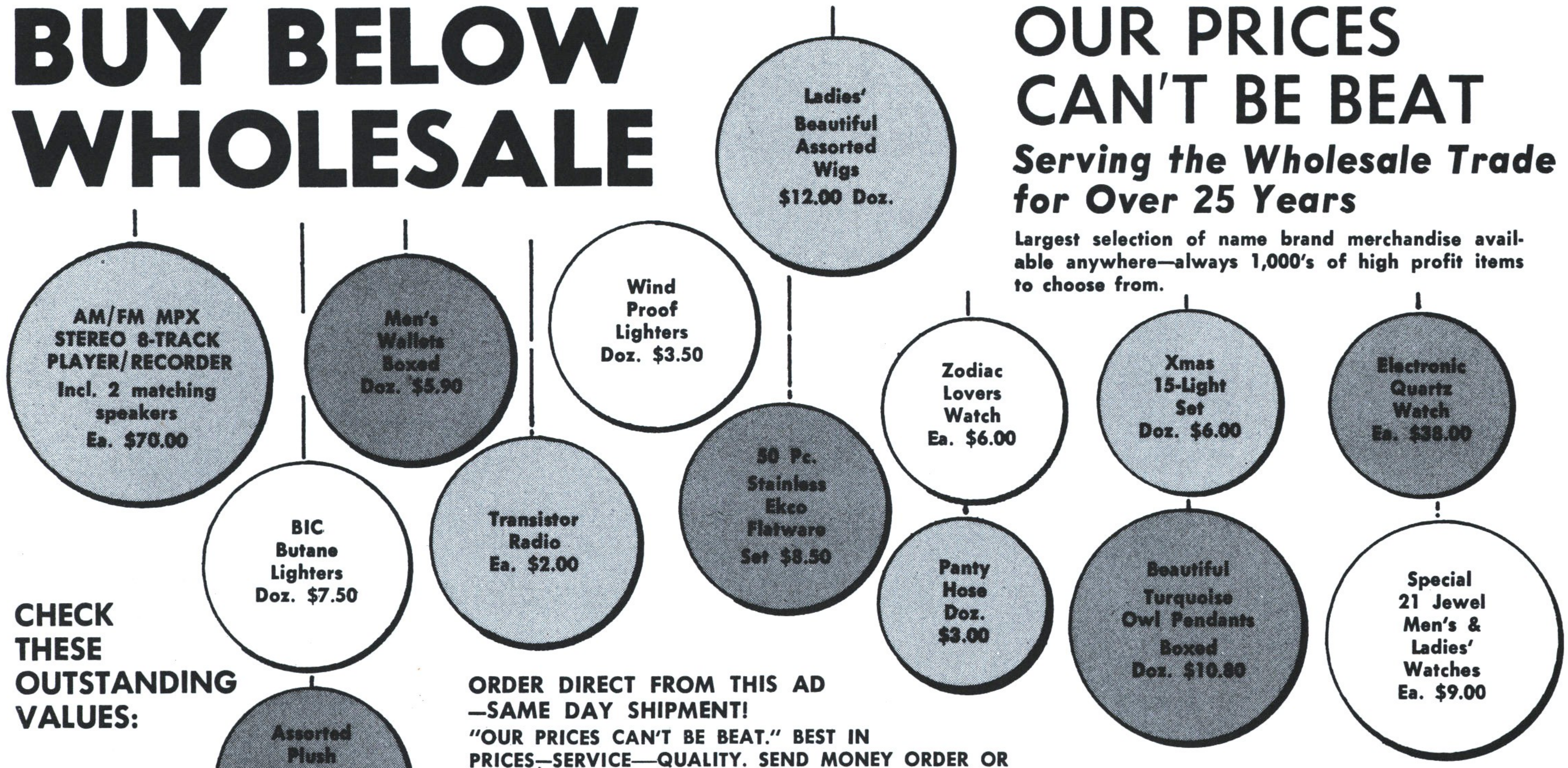
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Beautiful Asst. High Style Earrings	Doz.	$ 6.00
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Ladies' Nurses Watch with Band	Ea.	$ 6.50
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Ladies' SEIKO Look	Ea.	$10.00
Ladies' BRILLIANT CUT—HAND SET 173 STONE WATCH	Ea.	$13.50
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SECOND ROW LEFT TO RIGHT: Richard Lyon, Ms.; David Snyder, Md.; Patrick McNeive, Mo.; Billy E. Robinson, Ok.; Maynard L. Westcott, N.Y.; Wayne Striegel, Ks.; Bob Gamble, Mo.; Mike Graham, Fl.; Paul Jones, Ca.; Kent Maher, Mo.; Robert Allen, Jr., In.; Brian Jalbert, Az.; Willis Hughes, Ks.;

THIRD ROW LEFT TO RIGHT: Charles E. Wurtz, Ia.; Jot Gunter, Ok.; Robert Conley, Ky.; Tim Snyder, Mi.; Rue D. Glover, Ok.; Gerald E. Graves, Ks.; Derrill Frick, S.C.; Larry Siebenmorgen, Ks.; Bill Voss, Ne.; Kenny Snow, N.C.; John Umble, Pa.;Robt.Kauffman,Pa.; Donald Noll, Ks.; Terry Lizotte, Ca.;

FOURTH ROW LEFT TO RIGHT: Robert J. Calvert, Ca.; Donald L. Vaughn, Mo.; James L. Welpman, Mo.; Herbert Mize, Ks.; Gib Forster, Co.; Paul A. Medley, Mo.; Tom Bateman, Nv.; Bobby Lanier, Ga.; Leonard Joaquin, Ca.; Marshall Smith, Ne.; John Bedrose, N.J.; Paul W. Thomas, Il.; Jack Thornhill, Mo.; W. V. Thornhill, Mo.; Joe Hicks, Jr., Co.; Jim Whetstone, Il.; Kevin Putney, Ia.; Earl Murphy, Jr.;

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Pictured above are the graduates of the Mendenhall School of Auctioneering, Aug. 15, 1975: Seated left to right are instructors: Col. Jimmy Jones, Col. Forest Mendenhall, Col. Archie Moody and Col. Larry Hedrick.

FRONT ROW: Peggy Blackwelder, Concord, N.C.; H. G. Blackwelder, Concord, N.C.; Less Lester, Ramseur, N.C.; A. M. Hauser, High Point, N.C.; Bob Foxwell, Cambridge, Md.; Vernon Bryan, Goldsboro, N.C.; Gilbert McMillian, Mt. Airy, N.C.; Manuel Hicks, Matthews, N.C.

SECOND ROW: Rix Mallonee, Bellevue, Wash.; Jerry Sanders, Gaffney, S.C.; Teddy Trotter, Pickens, S.C.; C. R. "Butch" Winning, Jr., Orange Park, Fla.; Steve Haire, Colquitt, Ga.; Jim Hamlett, Durham, N.C.; Leroy Shortt, Bennettsville, S.C.; Tom Burley, Madison Heights, Va.; Ed Hendry, Orlando, Fla.; Doyle Erickson, Cordele, Ga.

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FRONT ROW: Instructors, John O'Connor, Owensboro, Ky.; Truman Kongslie, Herried, So. Dak.; Bob Thomas, Bill Hagen, and Mike Coolidge, Billings.

SECOND ROW: Mike Holden, Grand Forks, No. Dak.; John Roseneau, Scottsbluff, Nebr.; Al Palmer, Billings, Mont.; Mike Klein, Willton, Conn.; Ed McKinzie, Genesee, Idaho; Sharon Kelley, Whittier, Calif.; Ray Turner Sr., Camarillo, Calif.; Mel Keserich, Salida, Colo.; Alan Hummel, Hague, No. Dak.; Blaine Blockmon, Calgary, Alberta; Bruce Goberman, Calgary, Alberta.

THIRD ROW: Howard Rowell, Pasco, Wash.; Glen Roth, Medicine Hat, Alberta; Harry Olsen, Marysville, Calif.; Bert Penfield, Bowman, No. Dak.; Jerry Briltz, Midale, Sask.; William Roseneau, Scottsbluff, Nebr.; Dale Baxter, Salmon, Idaho; Ted Beck, Missoula, Mont.; Phil Ell, Dunn Center, No. Dak.; B. E. Weiler, Portland, Ore.; Bradley Otte, Gordon, Nebr.

BACK ROW: Arthur Lund, Modesto, Calif.; Doyle Heupel, Elgin, No. Dak.; Karl Blagg, Nevada City, Calif.; Phil Keenan, Louisville, Ky.; Jim Koerber, Chadron, Nebr.; Dave Wagner, Beulah, Wyo.; Al Virkutis, Calgary, Alberta; Lyle Hardman, Emmett, Idaho; William Ferem, Honolulu, Hawaii, Kenneth Heupel, Elgin, No. Dak.; M. D. Reeves, Cedarvale, Kans.

Fraud Seminar Set

A one day seminar, devoted to robbery, fraud and bad checks has been scheduled for Tuesday, November 18, at the Sheraton Rolling Green Motor Inn, near Andover, Mass.

Law enforcement officials, bankers and businessmen make up the panel on the all-day affair which covers subjects of vital importance to auctioneers. Registration fee is $12.50 per person and will be limited to 125 registrants.

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HANFORD, Calif. — Overland Stockyards, believed to be the most modern livestock marketing facility in the United States and Canada, opened Aug 8 with Hollywood stars, civic officials and an estimated 4,000 people on hand.

The $1.25 million facility, located on a 33-acre tract, was designed and developed by Livestock Market Centers, Inc., Kansas City, Mo.

Owners Pete Belezzuoli and Hoke Evetts welcomed the guests and were up front when California Dairy Princess Carolyn Veenendaal cut the ribbon at the opening ceremony.

The market complex features a 300-seat, air-conditioned arena, ring scale with electronic weight display, the Overland Restaurant which serves 75-80 persons, large business office, private offices, and a game room-bar upstairs.

A special feature is a showcase in the lobby with an exhibit of trophies, buckles and other awards members of the Evetts family have won in rodeo competition. H. P. Evetts is the current World Champion team roper and his sister, Charlene Jesperson, is one of the top barrel racers in the country. Both competed in the National Finals last year in Oklahoma City, Okla.

Personnel at the market are Hoke Evetts, Jerry Hixton and Pete Belezzuoli Jr., auctioneers; Leonard Vigario, yard foreman, under the direction of Pete Belezzuoli Sr.; and Elizabeth Theis, office manager.

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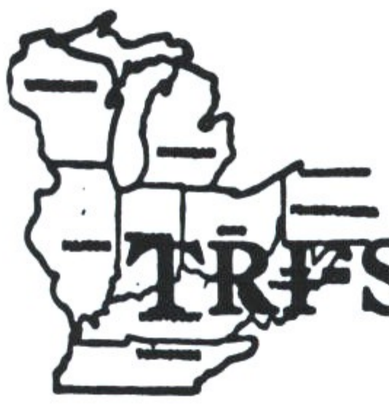
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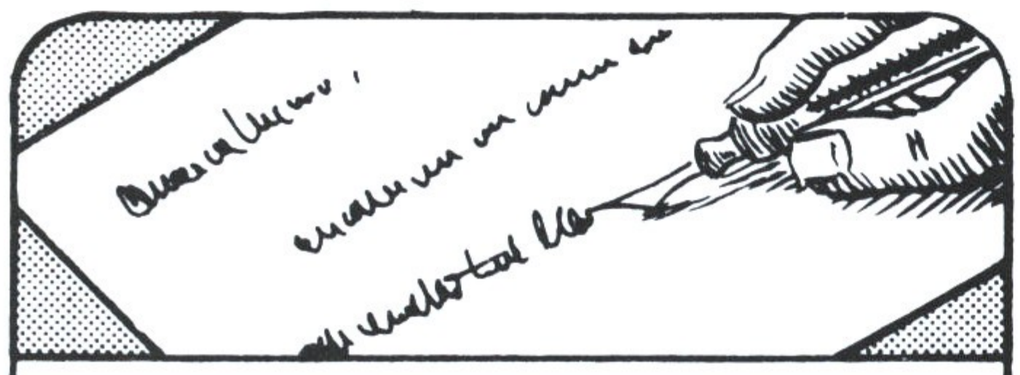
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Dear Sirs:

What a terrific convention! My special thanks to John O'Connor for arranging a ride to Chicago with Paul Harvey in his personal jet, as I had missed my airline connections out of Louisville.

I'm an honorary member of the Minnesota Locksmith Guild and have been requested by them and the Associated Locksmiths of America, to present this to you for possible publication. The locksmiths are concerned about lock manuals, locksmithing courses, code books, code machines and car opening tools getting into the wrong hands. A suggestion was made, when auctioneers have the above listed to be sold at auction, that some of the local locksmiths be advised and given the opportunity to purchase them outright or place a bid on these items, which should be controlled.

Sincerely,
Wally Laumeyer
Inver Grove Heights, Minn.

******

Dear Mr. Hart:

Enclosed please find my check for membership renewal in the N.A.A. and the Booster Club. I think you are doing a wonderful job in trying to keep unity and ethics in the auction business. Auctions has been good to us this year in Michigan.

Sincerely,
Bill Butts
Benton Harbor, Mich.

Dear Sirs:

First, I'd like to request a license that is national like a flight license or marriage license. Your legislation on this is needed. Then, also, a single examination, national, for all states. A single association, National with all states membership affiliated.

Next, a National Membership for me. Check enclosed.

Leo H. R. Bruns
Bryant, Ind.

******

Dear Mr. Hart:

What a wonderful convention!

This is the first year we have been able to take part in all the pre-convention activities. Everything was certainly well planned and there was something for everyone. Glad we didn't miss it.

Yours truly,
Ray James
Sarasota, Fla.

******

Dear Bernie:

It is with deep regret that I submit my resignation from the National Auctioneers Association which I have supported for many years. I am now completely retired from the auction business and living in Florida and greatly enjoying the fruits of my years of labor.

Wishing you and the entire organization the greatest success.

Very truly yours,
Morris Weinstein
West Palm Beach, Fla.
(Formerly Middletown, N.Y.)

******

Dear Friends:

Thank you for reminding us our NAA dues are past due. We have completed another very successful year of auctioning. We are now established in our own weekly auction besides staying busy with household, farm and liquidation sales. We have also had many successful fund raising auctions.

Sorry we couldn't join our friends at

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the yearly convention, maybe next year in St. Louis, since it is our home state. Thank you for THE AUCTIONEER, so many ideas to exchange. We hope this next year is as successful as our last.

Thanks again,
Jack Kirkland
Rayville, Mo.

******

Dear Bernie:

Sorry I didn't get to the National Convention in Louisville. But will be looking forward to seeing you and many of my fellow auctioneers at the National Convention next year in St. Louis.

Sincererly yours,
C. W. "Bill" Crites
Junction City, Kan.

******

Dear Mr. Hart:

Enclosed is a copy for a full page advertisement that I would like to have placed in "The Auctioneer". Place it in your next issue, I have enclosed a check for $45.00 to cover cost of the ad.

I think many auctioneers will enjoy hearing Monte Mills sing "The Auctioneer" song. I have had the pleasure of meeting Monte, for I am a member of the Rancheros Vistadores, which he mentions in his ad. Monte does a fantastic job entertaining us on the ride.

I am sure Monte would enjoy a complimentary copy of "The Auctioneer".

Sincererly yours,
James Cecil
Hobbs, New Mexico

******

Dear Sir:

Enclosed is my check for $5.00, please list me in the "Booster" club. I want to congratulate you on **"The Auctioneer"** magazine. It is a thing to make everyone of us proud to belong.

Sincerely,
Dan E. Kerbel
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BY BERNARD HART



In all the 21 plus years I have been editor of THE AUCTIONEER there have been suggestions that the "Booster Page" be eliminated. Yes, for many years it was called the "Booster Page" as it did not contain enough names to cover one full page. In later years it has been renamed the "Booster Club".

The idea was copied from other trade publications. Many have used it as a gimmick to raise additional revenue. This was true of THE AUCTIONEER. Never did the originators believe that it would reach the proportions it has but I can recall when the officers and directors wondered if the NAA would ever be self-supporting.

Most of those advocating the elimination of the Booster Club are suggesting that the space be used for educational articles. Let me make it crystal clear with you right now that the Booster Club is NOT crowding out educational articles. In fact the revenue derived from the Booster Club would pay a part of the production costs for the educational articles.

Do you think there is a publisher alive who would willingly throw ten pages of paid advertising in the waste basket each month, That is exactly what the Booster Club amounts to — ten pages of paid advertising per month.

We would like to think that those who are listed in the Booster Club believe in it and wish its continuation. We would say a person whose name is listed, yet who recommends it be eliminated, is a man who speaks with forked tongue.

As far as educational articles are concerned, as long as I have been editor of THE AUCTIONEER there has been space available for them. We just haven't found any authors of this type material. I hope my successor will have better fortune in this respect.

Wake Up America

"A while back we heard a new twist to the old story about how to kill a frog. You can't kill a frog by dropping him in boiling water. He reacts so quickly to the sudden heat that he jumps out before he is hurt. But if you put him in cold water and then warm it up gradually, he doesn't decide to jump until it is too late. By then he is cooked. Men are just as foolish. Take away their freedom overnight and you have a revolution. But steal it away gradually — under the guise of security, peace or progress — and they will not wake up until too late.

Larry J. Haas
Nashville, Tenn.

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In looking through the livestock publications that arrive in the office we found that Potter farms (owned by Carman Potter and family), Jacksonville, Ill., exhibited the junior and grand champion boar at the Illinois State Fair — and sold him for $8,000. The same firm has been selling other six month old pigs in the four figure bracket quite regularly. You older members will remember Carman as a former president of the National Auctioneers Association. Many times I have said, and I repeat, it was a great loss to the profession of auctioneering when Carman made the decision to quit auctioneering and raise Durocs. Men like Carman Potter are rare indeed but one can be assured they will be successful in whatever they choose to do.

And all this gets to me thinking of the really great auctioneers I have known over the past 45 years — AND EVERY ONE OF THEM AGAINST A LICENSE LAW FOR AUCTIONEERS. Doesn't this tell you something?

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The Lighter Side...

SAFETY

Hunting guide quit his job and became a fishing guide instead. "What have you got against hunters?" asked a former customer.

"Nothin' against hunters. I like 'em fine," said the guide.

"Then why change?" the hunter asked. "Do fishermen pay more for a guide?"

"Nope, they pay less," said the guide.

"Then why on earth do you work for them?"

"Cause, my friend," said the woodsman, "so far ain't none of them's ever mistook me for a fish."

HOMEWORK

A third grader asked his mother why Daddy, a junior executive, brought a briefcase full of papers home every night.

"Daddy has so much to do he can't finish it all at the office. So he has to work at night," explained his mother.

"Well," suggested the son, "why don't they put him in a slower group?"

FLIGHT

Two caterpillars were crawling across the grass when a butterfly flew over them. They looked up, and one nudged the other and said. "You couldn't get me up in one of those things for a million dollars!"

SURPRISE

A lady's maid rushed into the room and cried, "Hurry, your husband's lying unconscious in the hall beside a large round box with a piece of paper clutched in his hand."

"Marvelous," said the lady. "My fur coat's come."

RETORT

A nightclub entertainer was offering his impressions of famous movie heroes when a boisterous heckler shouted for an imitation of Lassie.

"Sure," cracked the entertainer. "Will the gentleman please stand up and play the tree."

TEENAGER

A father asked his teenage daughter to bring her steady boy friend in to see him. A month went by and nothing happened, so he said, "Didn't you ask John to see me?"

"Yes," she replied. "He said he had seen you — several times — but that he loved me just the same.

WELL-SPENT

Husband: "Where is all the grocery money going that I give you?"

Wife: "Turn sideways and look in the mirror."

CHEERFULNESS

A cheerful temper spreads like the dawn, and all vapors disperse before it. Even the tear dries on the cheek, and the sigh sinks away half-breathed when the eye of benignity beams upon the unhappy. — Jane Porter.

BEATEN PATH

The best way to get the world to beat a path to your door is not to invent a better mouse trap but to have teenage daughters.

BITTERNESS

I have learnt, though late, this rule, to hate an enemy as one who may become a friend, and serve a friend as knowing that his friendship may not last. — Sophocles.

INSTRUCTIONS

A motor vehicle regulation instructs drivers in Liverpool, England, "to enter the tunnel via an entrance and, after proceeding through the tunnel, to leave via an exit."

PROFITS

Restaurant owner from the old country kept his accounts payable in a cigar box, accounts due on a spindle and cash in his register.

"I don't see how you can run your business this way," chided his son, an accountant. "How do you know what

your profits are?"

"Well, son," the father replied, "when I got off the boat, I had nothing but the pants I was wearing. Today your brother is a doctor. Your sister is an art teacher. You're an accountant.

"Your mother and I have a nice car, a city house and a country home. We have a good business and everything is paid for.

"So you add all that together, subtract the pants, and there's your profit."

COLLEGE

A father was concerned about the future of his daughter.

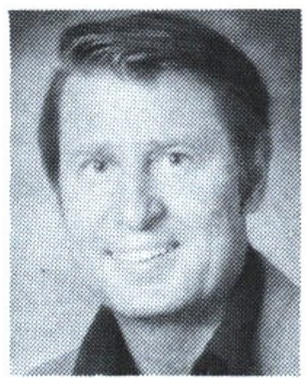
"Do you think I should send my daughter to college?" one asked.

"Well," said his friend, "I can't tell you what to do, but I'll give you benefit of my experience.

"It cost me $3,500 a year to send my older daughter to college and it took her four years to capture a husband. I spend $300 to send the other daughter to the beach for three weeks and she came home married.

"So, if I had it all to do over, I'd always choose the beach."

A fool and his money are soon parted. The rest of us wait for tax time.



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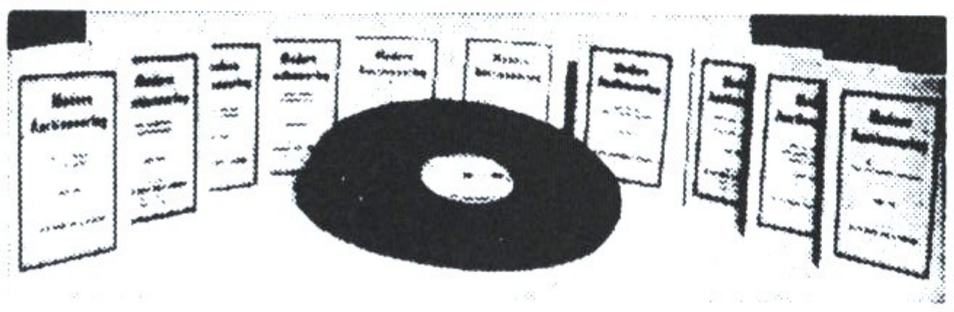
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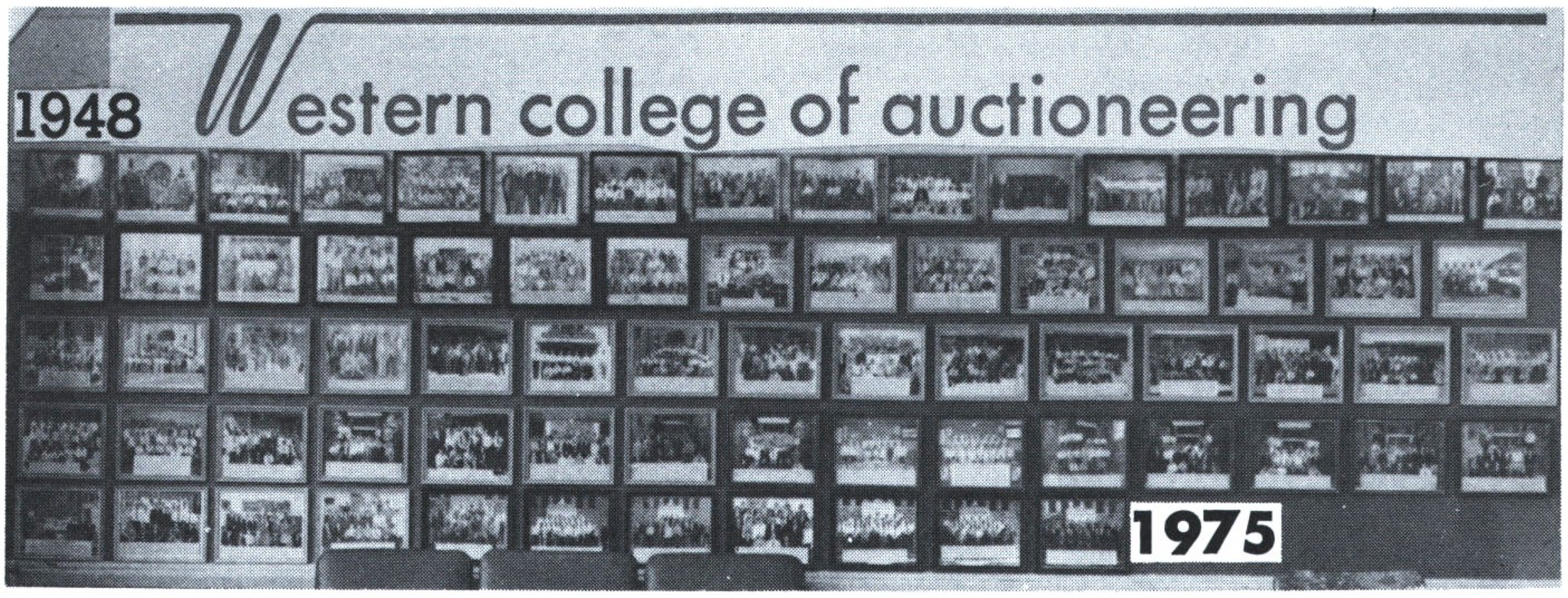
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8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.

$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

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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

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.

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.

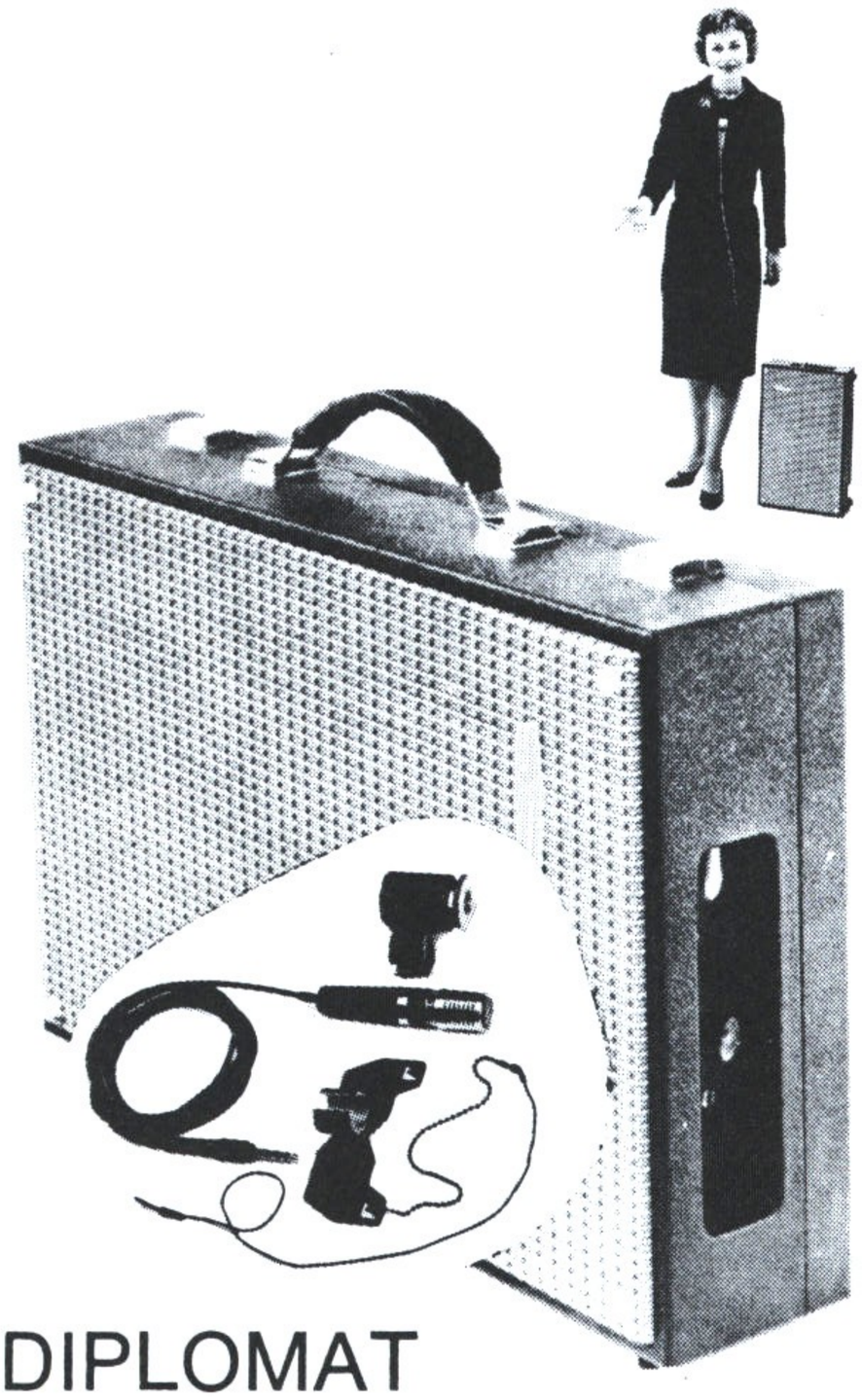
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