

VOL. XXII NO. 4

APRIL, 1971

THE auctioneer



Let There Be No Doubt!



who is in charge of the sale!

Spring has sprung, the grass has riz, are you wondering where the flowers is? I do not know where the flowers are, but I do know where the Summer (Straw) Auctioneer Hats are. We have them in stock and ready to ship on a moments notice. Get your order in now and get the full benefit of wearing this nice hat all summer. They are light cream or tan color and come, as do the winter felts, in brim widths of 2" - 2-3/8" and 2-5/8". This is the finest Milan Straw.

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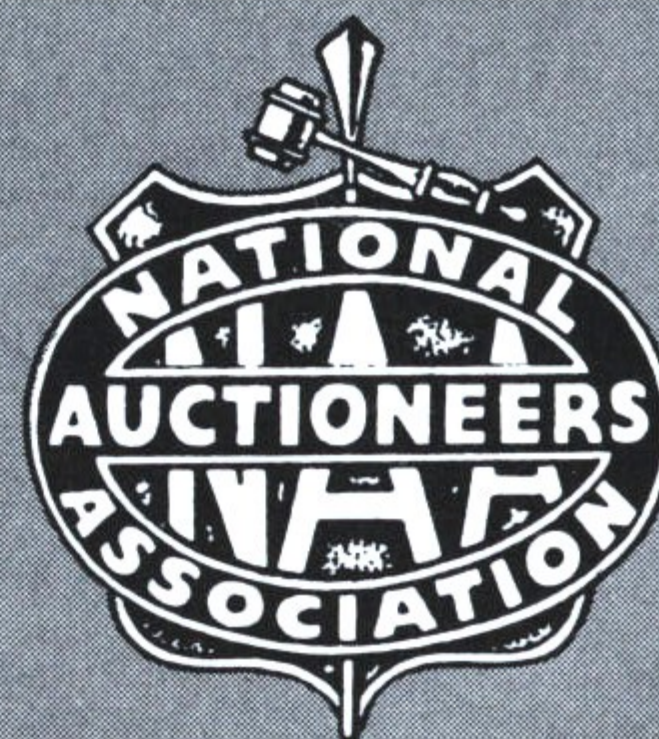
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THE **auCTIONeer**

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Auction Revives A Page Of Early American History

By Phyllis Miller

MIDDLEBUSH, N.J. — After the Civil War the United States moved from the idealism of Reconstruction to the profit motive of the Gilded Age. Railroads otopused into villages across the country, creating real estate booms wherever they chose to rest their tentacles.

So it was with Middlebush. The railroad was a thriving one here, bringing milk every morning from the farms surrounding the village into New York City, transporting the grain that grew in the countryside nearby, bringing people to work in the big cities, for even then there were commuters.

"Today you talk about buying a piece of land in Hunterdon," one former Middlebush resident said. "In those days you bought a piece of land in Middlebush.

One of the families that moved out here in the 1880's came from Jersey City and bought the house at 41 south Middlebush road.

Two weeks ago you had to be careful driving across the railroad tracks on South Middlebush road. They tend to get iced over, now that they are no longer used. And the house at No. 41 is not far from the tracks—what house in Middlebush is far from the tracks, the village being so small? But that's where the auction was, so you had to be careful crossing the tracks.

And then you had to be careful finding a place to park. They still have those old-fashioned sidewalks and curbs, and with the snow piled up, you can't really see where you're putting your car—but there was no chance of not finding the house, because cars lined both sides of the street and people and furniture filled the side yard, and over the front door was a sign: AUCTION HERE TODAY.

When the family moved into 41, it was old even then. Built around 1820, it was one of the oldest houses in the village, probably the oldest on the street. Over the years they added to it and kept it up to date. They filled it with fine Victorian furniture; mahogany and cherry

woods in the bedrooms, a langorous chaise covered in flowered velvet, a sturdy oak dining table and a carved oak buffet. They filled it with the accessories of living; Victorian candlesticks, wash stands, books, pictures, mirrors, jugs and crocks, china, glassware, trunks. And when the children came, they added the amenities of childhood: a spool cradle, wicker doll carriage, a child's rocker.

One March day in 1888 it snowed so hard the railroad couldn't run. One of the men of the family decided he wasn't going to be deterred from getting to his job in Jersey City just because the train wasn't running. So he started walking. He got as far as Rahway, then decided the weather had won out after all.

Well, it was cold but at least it wasn't snowing. The sun was bright on that side of the house and bundled-up people filled the folding chairs set out on the lawn. Every once in a while you'd go into the kitchen to get some hot coffee—but it was just as cold in there. That was one of the additions to the house, and they never did put any heat in it. Good thing the house had such a big side yard—otherwise where would they have put everything? All the furniture set out in the sun—some of it probably hadn't seen the sun in nearly 100 years. Old carved dressers and beds, newer but still old chairs and couches, cardboard boxes full of glassware and old leather-bound books, all taken out of their warm, dim companionship and thrown into a cold bright Winter, nesting close to each other for a last time before being carted off to independent existences.

Over fur-hatted heads, upturned collars and plaid mufflers you could see the auctioneer as he displayed each piece. The Victorian chaise went to a woman in slacks and kerchief who rescued it from some children who thought it made a neat trampoline. A man helped her get it to her station wagon, and she tied it on to the top with yards of twine and infinite patience, thinking out loud, "My husband will kill me!"

The little girl who played with the

wicker doll carriage was Nellie Drayton. It was her grandparents who had originally bought the house. Nellie's mother died when she was a little girl and the house eventually came to be owned by Nellie's father, Morrison Drayton. After he died, Nellie inherited the house and its contents and continued to live there with her cousins, Mr. and Mrs. Judson Kane. As time went on, Mr. Kane died. The two ladies, Mrs. Kane and Miss Nellie, lived alone in the big house, a part of Middlebush life. Nellie became a cook in the school cafeteria, and her recipe for hot cross buns was printed in the cookbook the church ladies put together.

One man bought the entire contents of the cellar. "Not much down there," he said, making several trips down to bring up cartons filled with old jars and the miscellaneous stuff that accumulates in cellars. Then, on the next trip, he came up smiling broadly and carrying an old iron kerosene heater. "They used to use that to keep their feet warm in a buggy or a Model T," he said, his words and his smoke-breath coming out from between smiling lips.

Six years ago, Mrs. Kane died, in her 90's. Two years later her daughter died. Nellie lived alone at 41 South Middlebush road, with several of the village ladies looking in on her occasionally. About six months ago, when she became too old and ailing to care for herself and the house, she moved to Foothill Acres Nursing Home, and there she died last month.

After the auction, the house's new owner stood in the middle of a room empty except for flowered wallpaper and lace curtains. She and her husband had bought the house for the very opposite of reasons that Nellie's grandparents had bought it: because the Middlebush real estate boom had ended, not gone on; because the railroad had stopped, not gotten bigger. She had successfully bid on the front porch swing because she felt its place was here. The coffee urn plug was pulled out; the auctioneer counted up the day's take; his aides burned paper cups and napkins and tissues, and the sun moved around to the afternoon side of the house.

Editor's Note: Elwood Heller, NAA member from Summerville, N.J., was the auctioneer of the sale described in foregoing article.

ON THE COVER

Two leaders in the auction profession exchanged greetings at the 1971 Annual Convention of the Ohio Auctioneers Association. Jim Messersmith (standing) immediate past president of the National Auctioneers Association, from Jerome, Idaho, met for the first time C. M. "Pop" Hess, retired auctioneer and veteran columnist for **THE AUCTIONEER**. Messersmith was guest speaker at the convention.

Night Club Sponsors Giant Benefit Event

MEMPHIS, TENN.—In the most ambitious project ever undertaken by a Memphis night club, the Vapors Supper Club sponsored a 12 hour fund raising project on March 7. Beneficiary was St. Jude Childrens Research Hospital.



Col. Tisdale

ing the day was turned over to St. Jude's as all expenses were borne by volunteers, even the advertising.

Tisdale, a member of the Tennessee and National Auctioneers Associations, alternated his auctioneering talents with professional entertainers, each performing for thirty minute periods throughout the long day. An admission charge of \$15.00 was collected from all who attended.

A man went to a resort for his health, but unfortunately died there. His body was shipped back home and as his widow was viewing his remains, a friend remarked, "Doesn't he look wonderful?"

"Yes," replied the widow, "I think those two weeks in the resort did him a world of good."

\$2,000,000 Worth Of Real Estate Auctioned

Philadelphia, Pa. — Settlements on more than \$2 million worth of real estate sold at auction have been reported by the Louis Traiman Auction Co.

"Cubberly Farms", comprising 620 acres of development land on both sides of Route 535, Mercer County, New Jersey, was sold for George E. Cubberly and Ruth E. Cook for \$1,352,000.

Included in the sale were an early American farmhouse, a garage-apartment building and farm buildings on a four-acre parcel at Cubberly and Line Rds., West Windsor Township; a two-story residence, a two-story apartment dwelling, two barns and miscellaneous farm structures on a 14-acre tract on the west side of Edinburgh-Robbinsville Rd., Washington Township; and a two-story residence and garage-type barn and other farm buildings on a 158-acre parcel on the south side of Hutchinson Rd., overlapping both Washington and Hamilton Townships.

For International Associates, Philadelphia, Traiman sold 84 acres of development ground in Guthriesville, Pa., for \$144,039 to four buyers. A two-story modern residence on a 13-acre tract fronting on Rt. 322 was purchased by John Paolini of Bryn Mawr for \$56,875. Two adjoining parcels on Rt. 322 totalling 59 acres were bought by William Stainbeck of Berwyn for a combined price of \$72,364.

Nine acres in four contiguous plots on Little Washington Rd. were sold to James Fasel of Downingtown for \$11,600. The remaining three-acre parcel was bought by John E. Pretka of Wilmington for \$3,200.

A 68-acre gentleman's farm located in New Castle County, Delaware, was sold for Guido Di Tella of Argentina to Larry D. Lawson of Wilmington for \$107,500. The farm is situated on Bay View Rd. east of Dupont Blvd. (Rt. 13) in an area of country estates and horse farms and comprises a two-story Victorian dwelling and farm buildings.

A 31-acre horse farm in Chester County was sold for Wilda L. Fulmer in two purchases totalling \$88,466. Three parcels comprising 24 acres on Glenmore Rd. at Font Rd. were sold to Irving Gould for \$76,500. Structures include a stone farm house, stone bank barn, stables,

exercise track and farm buildings. An adjoining seven-acre parcel was sold to William McCreary and Harry S. Emery for \$11,966.

A 40-acre development tract on Green Lane Rd., a private lane north of Rt. 113, Chester Springs, was purchased for \$75,868. Sellers were George and Mary Beechwood of Chester Springs.

For the estate of Sophia W. Fernald of West Chester, Traiman sold a 43-acre farm and residence on Rt. 322 north of Guthriesville for \$74,000.

Lewis Hickman of West Chester purchased a 153-acre Chester County farm with a 2½-story brick dwelling and farm buildings located on Fremont Rd., West Nottingham Township for \$74,000. Sellers were Paul D. and Betty M. Wolfe of Wilmington.

For Acme Markets, Traiman sold a 7,100 square foot commercial building at 10-12 E. Main St., Freehold, N.J., for \$65,000.

Four lots totalling eight acres at Swedesford Rd. and North Valley Rd., Tredyffrin Township, Chester County, brought a combined price of \$59,000 from two buyers. A contemporary residence on one 2-acre parcel was bought by Stephen W. Kline for \$32,000. The remaining three parcels were sold to Peter D. Melchiorre for \$27,000. The property was sold for Harold A. Thomson.

An antique shop on Rt. 202, Lahaska, was purchased for \$48,000 by Bucks County broker C. Morrell Brown on behalf of a client. Seller was Howard R. Smolko of Lahaska. Structures include a three-story colonial frame dwelling and shop building. Contents were sold separately.

A 2½-story brick dwelling and beauty shop at 640 W. Main St., Lansdale, was sold for the estate of Wilmer S. Moyer for \$38,500.

A one-story commercial building at 100-104 Fayette S., Conshohocken, was sold for the estate of Harry O. Schwalbe for \$38,000. Buyers were Frank J. Pickle and Jack R. Light.

Traiman also sold a one-story warehouse-type building at 1101 Elsenore St., Chester, for \$22,750 to broker Walter P. Patrycia. Seller was Jack A. Gantman on behalf of a syndicate.

Executive ability is the art of getting the credit for all hard work that someone else does.

Obligation Accepted

Fellow Auctioneers:

I would like to take this means of thanking you for electing me to the NAA Board of Directors. It was my duty and privilege to attend the Board meeting, in Lincoln, on December 28th.

I believe I can assure the Auctioneers of this great country of ours that so long as you have dedicated men such as you have now the NAA is in safe hands. When men will take of their time and travel a great distance at their own expense and will sit down together and work as harmoniously as this group did in Lincoln, only love and dedication for the profession would cause men to do this.

Sincerely,

Wayne Kessler

Campbellsville, Ky.

New Auto Auction Set For Los Angeles Area

A new dealers' auto auction, Southern California Auto Auction, the second one in the Los Angeles area, will begin operations in late September, according to an announcement made by the company's vice-president, Robert N. Alden.

The new facility will be located on 13 acres in the Sun Valley area. It will include a detail shop, wash racks and a recon center. Sales will be conducted each Wednesday with a double lane operation.

Currently operating in the area is the country's largest wholesale auto auction, the Los Angeles Dealer Auto Auction, owned and operated by NAA member, Harold Henry. This sale has been running every Tuesday for the past 20 years and has a weekly entry of some 1500 units.

Jacob Ulrich A Victim Of Fatal Heart Attack

Jacob Ulrich, Luray, Kansas, died February 4 at his farm home, the victim of an apparent heart attack. He was a well known auctioneer and breeder of Shorthorn cattle.

Ulrich, who was 46 years old at the

time of his death, was a member of the Kansas and National Auctioneers Associations. He is survived by his mother, two sisters and five brothers.

Chattels Of Bankrupt College Bring \$87,000

"It doesn't take long for a college to go out of business," said James J. McGuire, of the McGuire Auction Co., Holstein, Iowa, as he banged down the gavel on all the personal property of the Midwestern College in a bankruptcy auction.

All furnishings, office equipment, dormitory furniture, laboratory equipment, library complete with books, and other items of personal property, were purchased as a package by the Sioux City (Iowa) Public School District for \$87,000.

The Sioux City District is in the process of building three new high schools and, therefore, had a use for most of the items. However, they immediately offered for sale those things they felt they could not use and collected about \$32,000.

Midwestern College is located at Denison, Iowa. It closed its doors last October.



The Ladies Auxiliary

Hi,

It's March (although it will be April when you read this) and here in the "Sunny South" we believe that spring is not far away. Oh yes, we may still have some drizzly weather but 10,000 robins can't be wrong!. Curtis says so many things point to an early spring - the saddle horses already are shedding their winter coats.

Hope things are looking up for each of you, altho we know that March brings varied weather in different parts of the Country. No, we haven't forgotten those snowy days in Iowa and Missouri where we lived many years ago.

TOMORROW NEVER COMES

Today is here. I will start with a smile, and resolve to be agreeable. I will not criticize. I refuse to waste my valuable time. All of us draw the same salary in seconds, minutes and hours.

Today I will stop saying, "If I had time", for I never will "Find time" for everything — if I want time I must TAKE it. Today I will not waste my time, for the minutes I wasted yesterday are as a vanished thought.

Today I refuse to spend time worrying about what might happen. I am going to spend my time making things happen. Today I am determined to do things I should do. I am firmly determined to stop doing things I should NOT do. Today I will not imagine what I would do if things were different. They are NOT different. I will make success with what material I have. Today I begin by doing, and not wasting my time. In one week I will be miles beyond the person I am today.

Today I am planning as though I will live forever and acting toward other people as though this will be my last day on earth. I will not wait for tomorrow. "TOMORROW NEVER COMES".

Violet Mae Cunningham

Charity Sales Offers Unusual Opportunities

By Margo Coleman

The Bible tells us it is more blessed to give than to receive.

Experienced fundraisers add a small P.S. People give better when they also receive something, which is why charity auctions are so popular.

The philanthropist can do well and do good at the same time.

At auctions for charity, luxury items have been the traditional lure. Generosity, along with a high bid, has frequently been rewarded by a trip to Europe, a new car, mink coat, or objet d'art.

These yummys, mind you, are all donated. I do not wish to imply that the Bright Future Orphanage is using half its operating budget so the Golds can spend two weeks in Bermuda.

Charity auctions, however, are undergoing a change. They're becoming more . . . shall we say . . . reality-oriented.

You can now bid on and win a divorce.

The way it's done is for a lawyer to contribute his services. It is stipulated that there shall be no additional charges to the "buyer". If, perchance, the "successful" litigant chooses to spend nine days in front of a judge screaming obscenities at his spouse, that's all included in the price for which the divorce was "bought."

While "winning" a divorce has all the glitter of a worn dime, it is not without appeal. As the fundraising mavens — those people with the real expertise in financing charities — point out, philanthropy has to keep pace with the rest of life; and the by-word today is "Tell It Like It Is."

Give people what they want. Give them what they need. Enough already with frou-frou nonsense like mink coats and Impalas. Let's be practical.

Auctioning off divorces raises interesting questions.

Would a charitable couple bid on a

divorce just to help their favorite organization, and then give it to a friend if they won?

Or would people who have already decided to split wait for a divorce to be auctioned — in the name of thrift? And if the jig is up, isn't it nice that the Heart Fund can benefit, too?

Or maybe a pillar of the community would bid a generous \$1,000, explaining to his wife, "Ho ho, it's for charity, honey," . . . and a week later decide now that he's got it he might as well use it.

One man at such an avantgarde auction was high-bidder on both a divorce and five week-ends in a motel. He had nothing to say about any future plans.

Also making their debut on the auction scene are the services of obstetricians, orthodontists, funeral directors, and others about whom it can be said that when you need them, you need them.

With the economy the way it is, people are lucky, really, to be able to help their pet charity and go home with a certificate entitling them to upper and lower plates or the birth of a child.

As the chairman of one of these new-look auctions pointed out, "In this day of cut-throat charity events, you have to be different . . . and you have to be sensible."

Perhaps he is right.

A Caribbean cruise only lasts for two weeks; but a divorce goes on forever.

New Price Records For Jerseys At Auction

Registered Jerseys sold at auction in 1970 for the highest average in the last 52 years, or since a yearly summary was started in 1919. In the 45 sales reported to the Jersey Journal, 2,082 head sold for \$1,164,185 for a general average of \$559.17 per head. This is an increase of \$101.82 per head over the previous high average of \$457.35 in 1969.

For the sixth consecutive year, the All American Jersey Sale in Columbus, Ohio, was the high sale of the year with 36 head averaging \$2,501. The Marlu Dispersal, Lincroft, N.J., ranked second with an average of \$1,584 on 149 head, the highest average ever recorded in a Jersey dispersal with over 50 head. The National Stock Farm sale, Borup, Minn., was third high sale with an average of \$1,047 on 52 head.

A Hug Buys A Rug

Christchurch, New Zealand — Rafel Ciorra, 41, surprised a woman friend at an auction by creeping up on her and giving her a big hug. The woman jumped, Ciorra's hand shot in the air and the auctioneer took it as a bid signal for a carpet.

The auctioneer banged his gavel, the embarrassed Ciorra paid \$12 and took the rug home only to find it did not fit.

The auctioneers agreed to take it back and sold it for \$14.40.

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Pop's Ponderings

Opportunities Plentiful For Men With Ambition

By COL. POP HESS

At this writing, it is now the first week of March and a few items in the daily current events with all to ponder over, in this still, new year of 1971. There have been more of the serious happenings that now seem to be a part of our daily lives such as the recent bombing episode at the Capitol Building in Washington and the continuing unrest in our schools, colleges and universities, all having the appearance of a program designed to keep us off-balance.

These events cause we of the older generation who have spent our lives living the good old fashioned American Way to ponder and do a lot of deep thinking. We hear and also read in the daily news media, what is wrong and what should be right, but no real solution has been brought to light, it appears.

While this publication is by, and for, Auctioneers, and the Auction Sale business, the reader will say "Pop, why drag all that stuff into this publication?" My deep thinking along those lines is somewhat based on far too many now of voting age with no particular goal but to work; get big money and retire when far too young on the various retirement benefits available today; settle back in an easy chair; remain silent to everything going on about them; vote, just to remain on the voting records, with no prior study of all the candidates to be considered, just so they promise the "good life" and then complain later, if they don't carry it out.

Some say that our youth have something we don't have and should be let alone. They might come up with something we never thought of. They, along with many who are far from being in the youth class as to age, by combining their efforts, could bring us many new things that may be good, and on the other hand, things we may be better off without having.

Your writer, having come through NINETY YEARS of living in our United

States of America, does feel that we have many men and women in our present day life who can come up with a program that will prove we are still the strongest and best nation in the world, where free men will survive and maintain this honor where it has always belonged.

I note that in some of my recent mail there are indications of a hint, here and there to the effect that I have somewhat drifted from my old line of pondering: "Have you run out of old time thoughts because at 91, your memory is slipping?" In one letter received, I find this line: "Is your pondering after 90, the truth, or, is it like a lot of bunk we see and hear?" "JUST PUT ON!" Well, to that one, I can prove I am past NINETY years of living. Not only my memory slips some now and then, as I see and hear as well as read much "Bunk". I ask, whose memory is not slipping regardless of age?

As I am working on this April column, there is a chap on my TV known as a comedian, telling about the kids of today in 16 to 19 age group, how they act, how they look and what they say and do. I stopped to listen when he described his own son, now 17 years of age. First, he checks to see if he is male or female, to be sure IT belongs here. Second, the boy sneaks out during the night and steals someone's HUB CAP, the newer, the better!

For no good reason at all, this fact made me uneasy as I have a car that is almost new. Now, I just ride in the only car I ever had that I did not drive. (Though my license is good for one more year) Today, my way of driving is not for today's driving, thus I hire a driver. Well, today, after hearing about the hub cap affair, I laid everything down and walked to the garage door and what do you know! The hub cap on the right-rear is GONE! All others were O.K. I would like to check up on that

boy! They tell me I will have to pay about TEN BUCKS to get another one to match the rest. Now, how can a man ponder these days when this new stuff outwits any type of made-up pondering!

By the way, talking about our youth 17, to 20 in age and some a bit younger, the way they are able to grow hair on both head and face makes one ponder just who they are.

Recently, as you know, I work with new beginners who wish to be Auctioneers and do have many callers. Sorry to say, some of them require looking at twice to see who they are. I know that this fad our youth are playing with is to see to what extent they can add to their appearance by growing long hair and whiskers to hide their youthful faces. I will have to add this joke on one of my best appearing young prospects to fill the ranks of future Ohio Auctioneers. This young man contacted me through one of our good Ohio Auctioneers. He wanted a personal interview to determine his qualifications as a future auctioneer. Somehow or someway, he had been convinced that Pop Hess could tell a new student by looking him over

whether or not, he had the qualifications to become a worth while auctioneer. After several dates set, some not kept, a firm date was agreed upon and he arrived in full force.

As I looked over this boy, finding him well built with a pleasant approach, I beheld his face covered with coal black whiskers and a head of black hair that made a black night BLACKER. I could see his eyes and a point of his ears and protruding nose tinted more red than pink. The boy said: "I am told that you can judge me by my face and body posture to have the makings of an Auctioneer in demand". My reply was a bit brief: "You have the body for a hard working Auctioneer, however, you will need to visit a good barber in order to cut all that brush off your face and head before I would attempt to give you an appraisal of how you would measure up in public appearance as an Auctioneer."

To make a long story short, the boy came back a week later with a real \$3.50 barber overhaul and I beheld a very promising young man! At this moment, he is coming along fast for his first

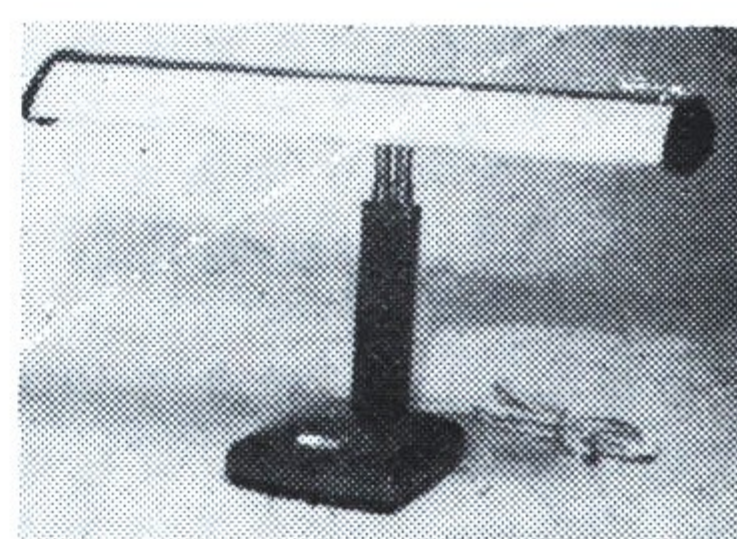
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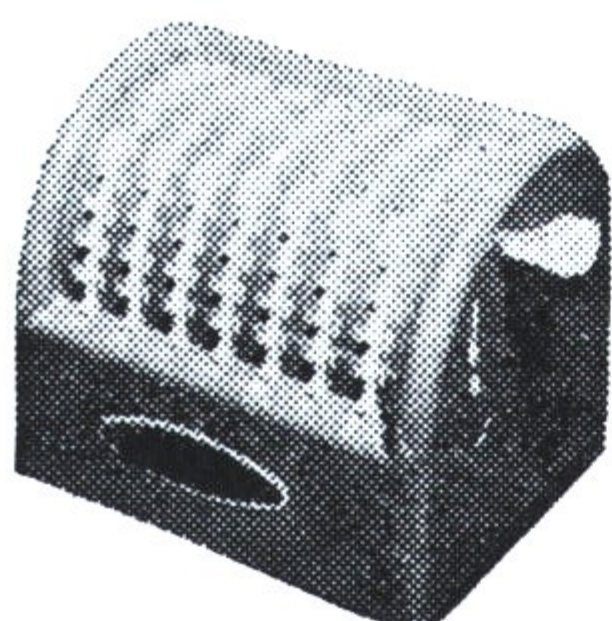
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NATIONAL AUCTIONEERS WEEK

APRIL 12 - 17, 1971

Success of the "WEEK" depends upon YOU!!!

license required here in Ohio and my ponderings on this young man will be well rewarded barring any unforeseen circumstances, HE WILL WORK!

This long hair fad with our youth will eventually fade away. I was asked not too long ago as to what the fads were in my youth. The most I could recall was that the youth in my area had folks who were quite poor and if we had a fad, it was one to gain, how to get in front and earn the kind of dollars that would help us to hold our self respect and get into an action worthwhile that would furnish the money, food and clothing we needed. The prices were low by present standards, the dollars to secure what we wanted were hard to get but we got the job done!

Yes, I lived in those days when two bucks in our pockets meant a week's spending money; anyone with a hundred bucks was considered well healed and if he had \$500, he was considered rich! Today's youth hate to leave home without at least twenty dollars to blow in the wind and he is broke before midnight and ready to borrow more to keep up with the blowing winds that still will blow tomorrow! YET, WE WERE HAPPY THEN AND, BOY, HOW HAPPY WE WOULD BE TO BE TODAY'S YOUTH WITH THE EXPERIENCE WE GAINED OF YESTERYEAR!!!!

My mail has been quite heavy since the first of the year. I find many are looking forward to the date that we dedicate our new permanent Headquarters and our Annual Convention and come to think about it, only three more issues of this publication: May, June and July.

Time flies for all: old, middle-aged and youth. Back in my young days, a year seemed like a very long time. In pondering over this statement on the length of time, I recall an old fellow who every year, in late October, got in debt as deep as possible and had it all come due on April First so as to make

the winter seem much shorter to him. Our boy, BERNIE, could follow this idea for the kind of deep snows they had this winter in Nebraska and find how nice it is in spring time out there by reaching that season in short order.

Our Ohio auctioneers appear to be doing overtime this year, so far; and as we look over the many sales coming up, looks like the Spring Sale Season in Ohio will extend well into the summer. In fact, each month of this year to date is heavy with sales by Auction.

Some have informed me that Ohio has an approximately 1,500 licensed auctioneers in the "A" and "B" Class consisting of both young and old. Competition is HOT. Quite a few in some lines, not too busy. However, I do note that in the Farm and Livestock Sales field, a top number of auctioneers are very busy on a continuous basis, for all time that I can look back on. It is the business of an Auctioneer in demand, well demonstrated.

The plus number of sales conducted each year depends on the Colonel who gets into demand and his position is held there by his performance! John Q. Public, regardless of the type of sale he is planning, seeks out the Auctioneer, who by his reputation, will bring in more dollars for his sale. I have noticed through the years that each year IT HAS BEEN THE MOST BUSY AUCTIONEER THAT PRODUCED THE DOLLARS AND IS THE ONE THE SELLER WAS LOOKING FOR!

This is like a "Hoss Race", the One that is FIRST pays off better than the ones that are second and third. But each of the three will assure bread, taters and some meat on the table and provide a good nest egg to help swell the cash reserve with which to meet world demands in taxes and home overhead. So as it is again, that Home Office of ours in Lincoln, Nebraska, this coming July, 1971, will be the goal of the Auc-

tioneering way of life, a workshop to increase our position in the commercial business of our land.

THINK! Is your state lined up with the many that will be shown on the banner? If not, get busy boys, the race is on from here on in. We are heading for the HOME STRETCH! LET'S PUSH THAT ARROW TO THE TOP, THE \$100,000.00 MARK. Our Ohio, along with a state association, nearing 400 members - only five bucks per person, would shine for Ohio, one of the leading states in membership and hold that record!

Many of our states have come through strong and I am sure that by the time the final amen is said upon the close of our coming Convention, this July, 1971, there will be many fine new names listed for the states.

MAKE YOUR RESERVATION EARLY FOR LINCOLN, NEBRASKA IN JULY!

THIS YEAR, THEY ALL SHOULD GO! JULY 22-23-24, 1971!

We sometimes feel the news of our day is so bad we can scarcely read it; but consider these news items skimmed from a Cincinnati paper of November 1885, summarizing a weekend:

Mrs. Oliver Smith of Covington deserted her husband and only child.

A burglar was caught under the bed in Andrew Wagman's house.

A voucher for \$90.57 was stolen Saturday from the Board of Public Works.

Thomas Murphy, 60, had his right leg cut off and died from the injury.

Trouble between shoe-cutters and employers, with the demand for an increase in wages refused by the manufacturers.

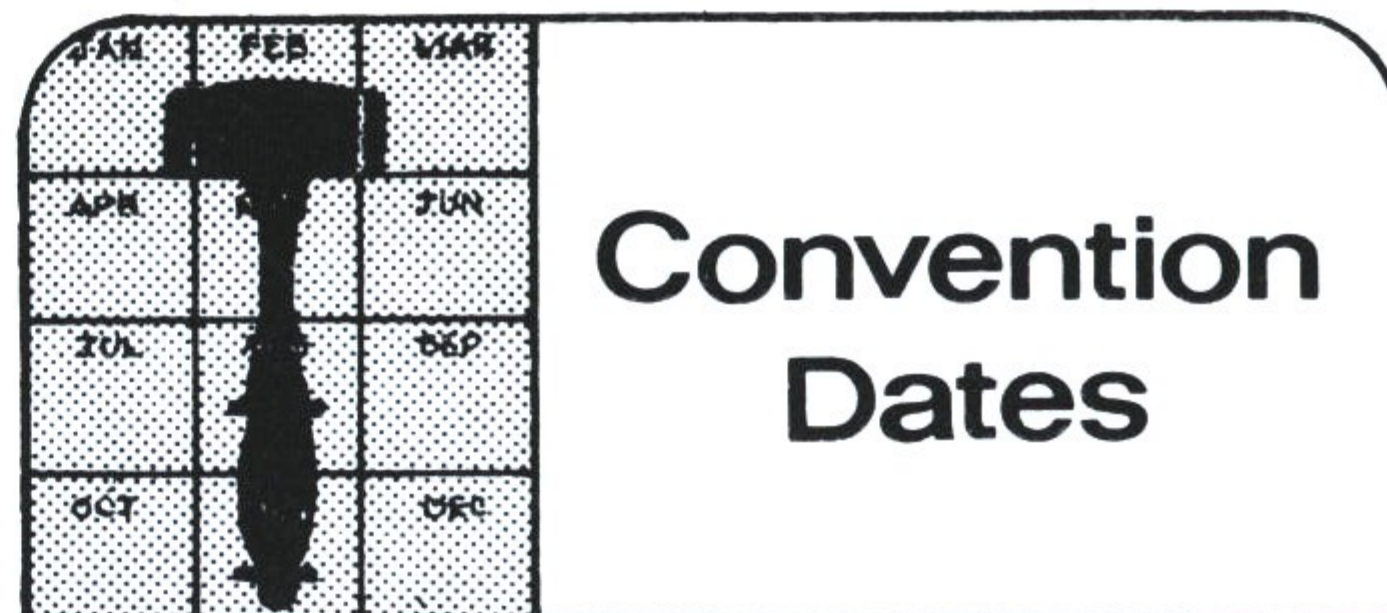
Police clerk, George Richards, started a printing office and secured contracts for city printing at exorbitant rates.

Jonathan Davis, counterfeiter, released from 7 years in the Indiana penitentiary, was brought to the city for trial.

Two men met Saturday in a grocery at 17 Mill St., and got into a heated discussion over Canon Farrar's lecture on Dante; one cut the other about the face with his pocket knife but apologized and was forgiven.

How much have men changed in 85 years.

IN UNITY THERE IS STRENGTH



April 4-5—Kentucky Auctioneers Association, Seelbach Hotel, Louisville

April 10-11—Arkansas Auctioneers Association, Royale Vista Inn, Hot Springs

April 25—Iowa Auctioneers Association, Student Union Building, Iowa State University, Ames

April 25—Illinois State Auctioneers Association, Augustine's Restaurant & Motor Lodge, Belleville.

May 1-2—Missouri Auctioneers Association, Sikeston.

May 1-2—Kansas Auctioneers Association, Silver Spur Motel and The Long Branch on Front Street, Dodge City.

May 2—Oklahoma State Auctioneers Association, Oklahoma City, Okla.

May 2—Nebraska Auctioneers Association, Holiday Inn, Kearney, Nebr.

May 16—Washington State Auctioneers Association, Ellensburg.

June 4-6—Texas Auctioneers Association, Dallas.

June 8-9—Wisconsin Auctioneers Association, Midway Motor Lodge, Wausau.

June 11-12—South Dakota Auctioneers Association, Watertown

June 13-14—Tennessee Auctioneers Association, Sheraton-Peabody Hotel, Memphis.

June 19-20—West Virginia Auctioneers Association, Cedar Lakes.

July 22-24—N.A.A. National Convention, Cornhusker Hotel, Lincoln, Nebraska.

Explanation

In response to a strong letter from the credit manager, the delinquent borrower wrote: "Since we made this loan with you, we have had a lot of expense. My husband's father died, our little boy has been in the hospital and I am pregnant, none of which you are responsible for but I wanted you to know why we are so far behind.



Seated, left to right: Robert "Red" Mendenhall, Instructor; Forrest Mendenhall, Instructor; James Mattocks, Attorney and Instructor.

Standing, left to right: Waytsel Reavis, Yadkinville, N.C.; Jim Martin, Kannaplois, N.C.; Robert K. Barnes, New London, N.C.; Eugene H. Lippiat, Berlin Center, Ohio; Philip B. Porter, Rural Retreat, Va.; Albert Arons, Greensboro, N.C.; J. D. Vaughan, Jr., Keysville, Va.; Larry Reynolds, Climax, N.C.; Joseph L. Exum, Jr., South Boston, Va.

Georgia Market Adds New Pens and Alleys

ASHBURN, GA. — The Turner County Stock Yards has added a new 9,000 square foot yard facility according to market owners H. R. Wiggins and Roy Wiggins.

The keynote of the 100 foot by 90 foot facility is flexibility, with cross alley gates and convertible pen sizes. The pens are welded steel and are readily adaptable for use as an alley.

Feeder pigs, hogs and cattle are all accommodated in the new covered area, say the market owners.

Wednesday is the market's regular sale day for cattle.

The Turner County Stock Yards is a Certified Livestock Market and, as such, provides services in keeping with the industry Code of Business standards maintained by more than 750 markets throughout the country making up the trade association.

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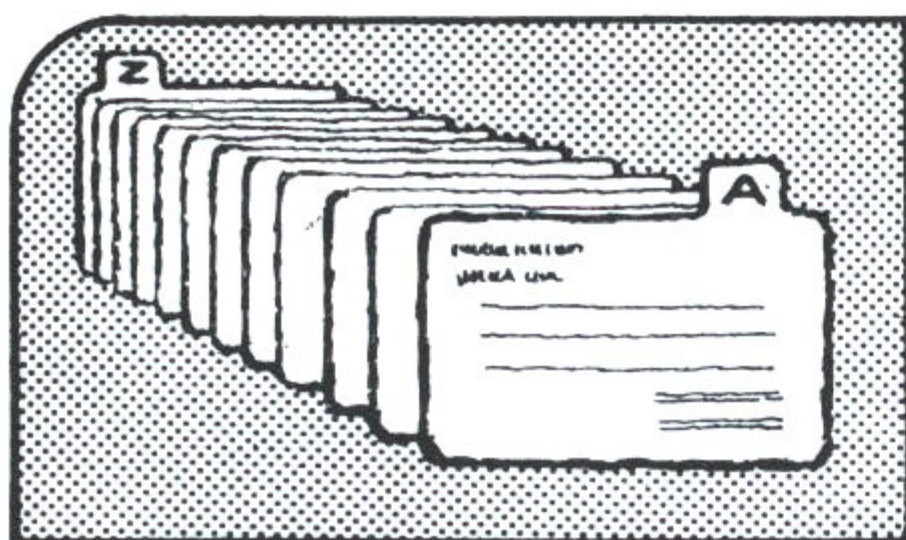
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Memberships processed Feb. 16th through Mar. 15th:

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 Norman Bousset, Iowa
 * Francis H. Brooks, New York
 * Stuart R. Maquire, New York
 * Bill Klassen, Manitoba
 Stephen Winternitz, Illinois
 Lester Winternitz, Illinois
 N. J. Steidinger, Illinois
 Bert Willis Danner, Alabama
 Walter A. Hartman, Ohio
 * Edwin R. DeLong, Missouri
 Elwood G. Heller, New Jersey
 Vance McMahon, New Mexico
 * Bill E. Elswick, Maryland
 James Priest, New Mexico
 Tony LaCroix, New Hampshire
 J. V. Trageser, New York
 * Terry Duncan, Alabama
 * Ronnie Davison, Iowa
 Bud Anderson, Ohio
 Charles D. Garrison, New York
 Charles D. Garrison, Jr., New York
 G.A. Pickworth, Ohio
 Woodrow Burton, Kentucky
 Wanda C. Cummings, Kentucky
 Jim Gagel, Kentucky
 L. Gregg Goins, Kentucky
 William D. James, Kentucky
 Raymond K. Knapp, Kentucky
 * William A. Lillard, Kentucky
 Hugh B. Standiford, Kentucky
 H. Barry Smith, Kentucky
 James Turbeville, Kentucky
 Ted Dykstra, Iowa
 Park Bingley, Iowa
 * Joseph N. Corsale, Jr., New York
 * Malcolm R. Spaulding, New Jersey
 * Clarence D. Hidger, Ohio
 Frog Adams, Texas
 * Barney Welch, Texas
 Phillip Bunnell, Texas
 E. W. Strahan, Texas
 Kenneth Richardson, Texas
 Bud Curry, Texas
 * Joe Bailey, Texas
 David M. Sims, Texas
 Lee Ledbetter, Texas
 John W. Wilson, Texas
 * Max Rouse, California

Dewey B. Gregg, Jr., Texas
 William B. Peyton, Texas
 Jack Ogle, Texas
 George H. Mallone, Texas
 Irving Rosen, Texas
 Roy Cagle, Texas
 J. Cliff Harper, Texas
 Bill Wade, Texas
 B. W. Jett, Texas
 * Lonnie Rayburn, Texas
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 * Carleton Stephens, Texas
 * James L. Ockerman, Michigan
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 Frank W. Arnold, New York
 * Joseph Alecks, Massachusetts
 * Frank Greene, Jr., Massachusetts
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 * Dan Brooks, California
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 Willard Olson, Wisconsin
 Warren York, Ohio
 James McGuire, Iowa
 Pat Forristal, Iowa
 * Jim Cates, Arkansas
 Peter J. Roussos, Florida
 Dan A. Holman, Missouri
 Elbert L. Allyn, Indiana
 B. J. Waller, Mississippi
 Jerry McClellan, Texas
 G. K. Pieratt, Texas
 Dick Watson, Texas
 Paul J. Gaston, Texas
 William Miller, Texas
 Tom Keilman, Texas
 * Clifford D. Creed, Ohio
 Frederick C. Schwilke, Washington

Bessie Rice, Ohio
 Mike Fahnders, Illinois
 Samuel Ray Godby, Kentucky
 Kenneth Morris, Kentucky
 Richard Harlan, Kentucky
 C. R. Nichols, Ohio
 Cecil R. Rogers, Ohio
 John Steinberger, Ohio
 * Richard Draeger, North Dakota
 * John L. Knight, Ohio
 * Larry Brannian, Iowa
 * Robert Shipp, Iowa
 * Richard Ryan, Massachusetts
 E. E. Martin, Indiana
 Johnny Ringo, Nevada
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 * Charley Mach, Oklahoma
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H. Layton Laws, Jr., Virginia
 Thomas Farrington, Missouri
 A. R. McGowen, Florida
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 * Douglas P. Bilodeau, Massachusetts
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 Rudy Larkin, California
 Dub Bryant, Texas
 * Garry L. Hall, Missouri
 * Merle L. Large, Kansas
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Mummers Supporters Open Hearts, Wallets

By Joan Gilmore

"COME NOW, ladies and gentlemen, look into your hearts. We're here to save the Mummers Theatre. Look into your hearts . . . and then look into your wallets."

This was the constant cry of professional auctioneer Lee Hickman at the auction held Feb. 28 to aid the financially troubled theater. His pleas, along with the "open hearted, open walleted" audience, brought in some \$21,000 for the theater.

EVERYTHING auctioned was donated, including the services of Mr. Hickman, who even volunteered his wife to help with the clerking. Working with Hickman was E. E. Bud Krogstad, who didn't do too badly himself at drawing bids from the audience . . . especially if the bidder was someone he knew.

The theater opened for viewing of the auction bids at noon and the bidding began about 2:20 p.m. The auction lasted . . . and lasted . . . and lasted . . . until well after 7 p.m. In addition to the 130 items listed in the catalog, numerous late donations also were offered. These late donations ranged from three cases of motor oil to a year's free orthodontia care.

The Running "surprise" items throughout the auction were brown paper bags holding six wine bottles, their value ranging from less than \$2 to some bottles worth nearly \$100. Winning bids on these brown sacks usually ran in the \$60 to \$80 range.

The ride in the Rolls Royce with dinner at Christopher's and a performance of "Arsenic and Old Lace," next play at the Mummers, (for four people) went for \$200 and the day backstage at the Oklahoma City Zoo went for \$100.

The three Salvador Dali signed lithographs (donated by the Oklahoma Art Center) went for \$700 and the Shetland pony went for \$75. The silver letter opener with the vice-presidential seal on it (donated by Spiro Agnew) went for \$250 and the divorce for two went to a bachelor for \$200. Winning bid on the vasectomy, which also included dinner for two at the Chandelle Club, went

for \$150 and the use of Larry Williams' New York apartment went to Monte Goldman for \$230.

An original dress, designed by Mummers Women's Committee president Mary Dell Lucas, plus two season tickets to the Lyric Theatre went for \$140 and the four three-hour sky diving lessons went for \$180. A Mexican dinner for six, prepared by Mummers actress Susan Tanner went for \$140 and three one-hour sessions with a psychiatrist — plus your own director's chair, — went for \$25. The porcelain Carolina Wren sculpture went for \$550.

Mack Scism donated what he considered the only thing of value he had — a painting of an oil well by Joan McCrary. One woman bid it up to \$250 because she wanted to give it back to the theater, but she lost out to another who bid \$275 for the painting. Scism also donated his baby shoe, bronzed, of course. It went for \$5.

The crowd, which probably peaked at nearly 300, dropped down to about 50 by 6:30 p.m. But those who stuck it out probably got the best bargains. Sidney Upsher, Mummers president, hopped about on his crutches encouraging bidders to give their all. Many of them did.

All in all, it was a fun way to spend a dank, chilly Sunday afternoon. The auction committee had worked night and day for 10 days collecting all of these items (total value in excess of \$45,000) and they heaved giant sighs of relief as the money rolled in. So did many in the audience. The theater was assured of remaining open. At least for several more weeks.

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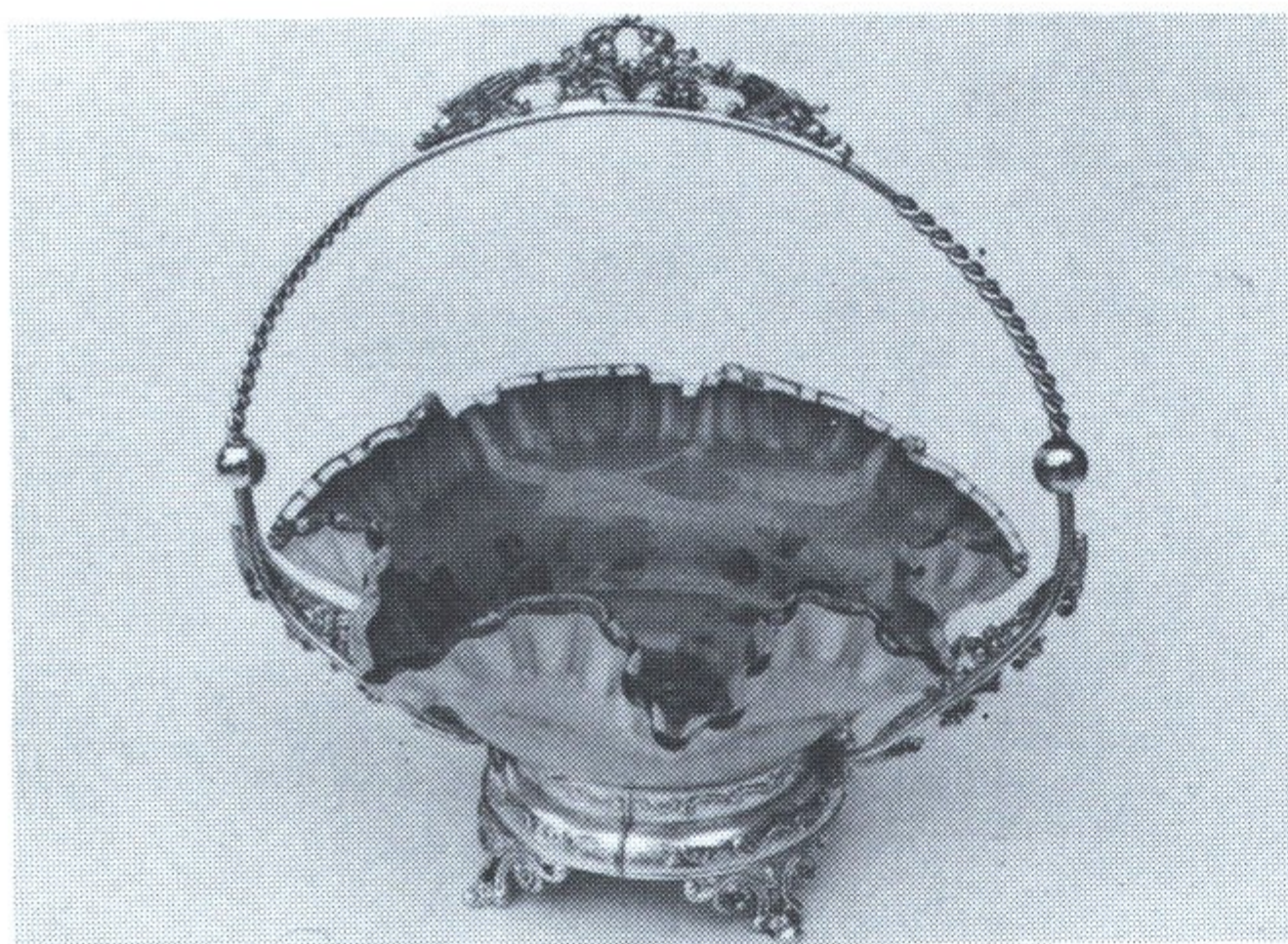
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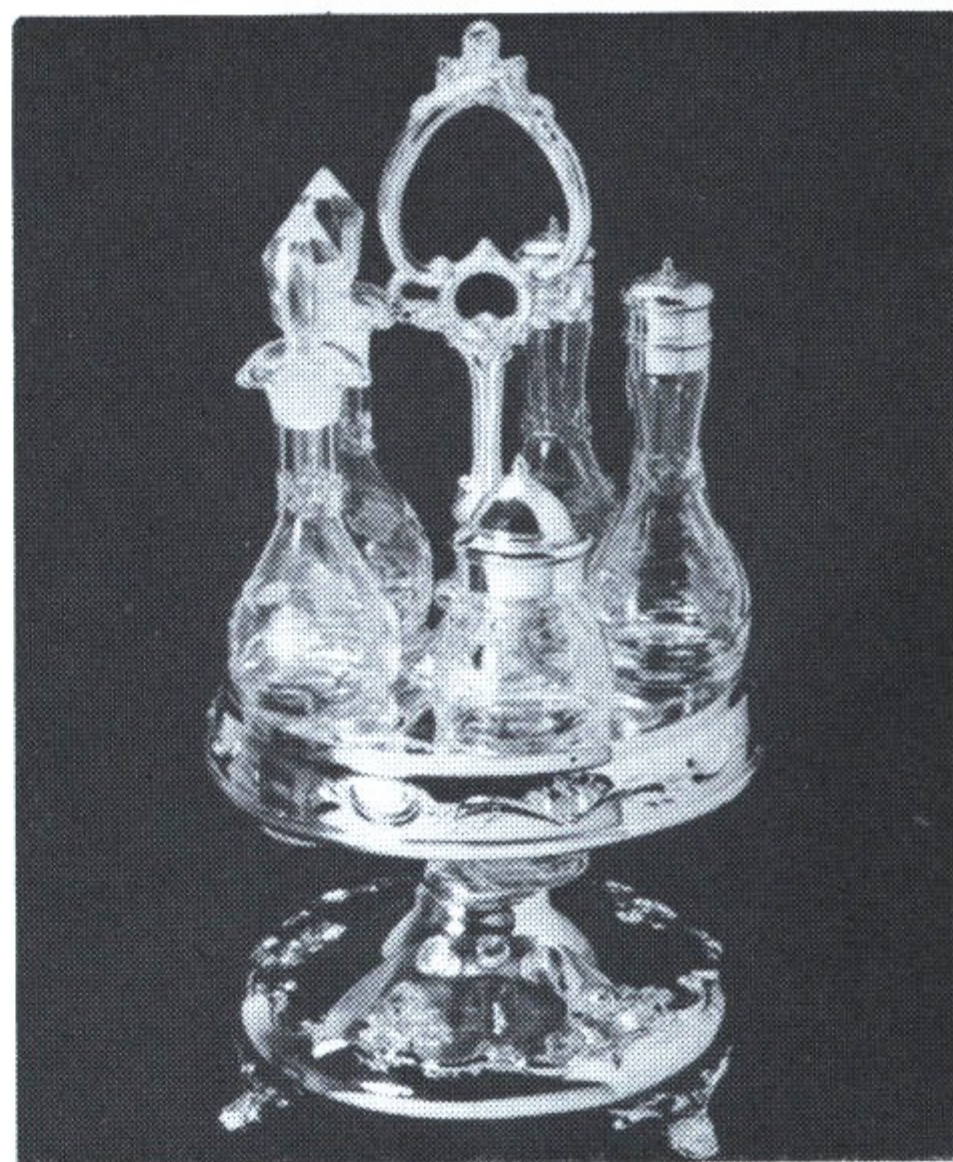
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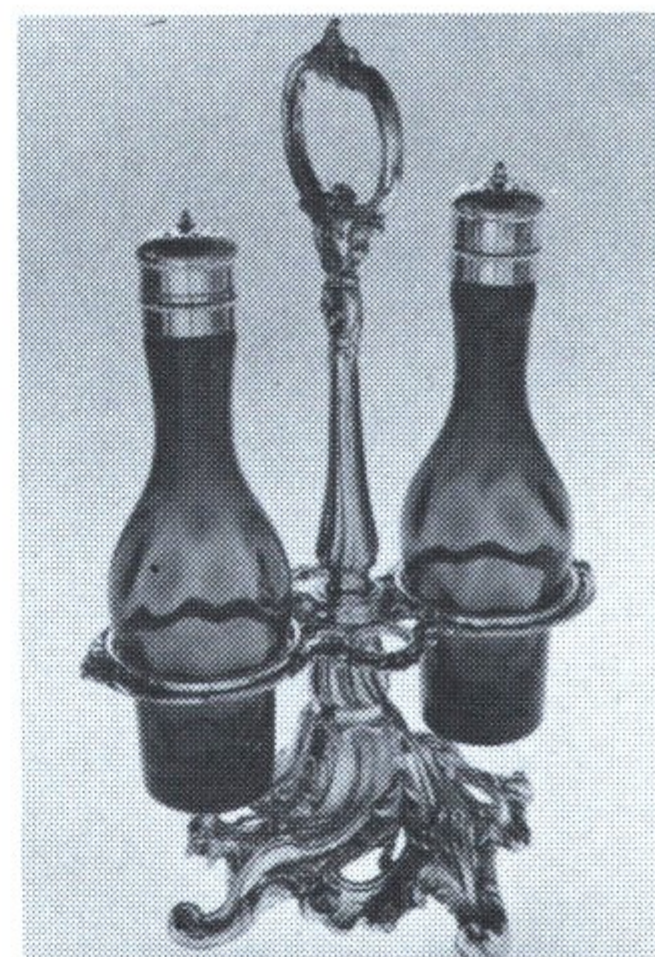
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"Sold!" said NAA member, Pete Murray, and the Building Fund received a \$1,400.00 boost. On the left is "Baldy" Beacham, the buyer, and Melvin Reid, President of the Western Auto Auction Association is assisting him in showing the "gold-plated" tow bar. Retail value of the Tow Bar is around \$90.00.

Building Fund Notes

It is with a great deal of pride that we are reporting to you that all accounts in regard to our new building have been paid to date (March 20) without having to borrow the first penny! We have paid out a total of \$72,524.88 for land and construction costs, **EVERY CENT OF WHICH HAS BEEN DONATED BY OUR MEMBERS.**

We still need more money. Final payments on construction will be coming due - then there is the item of furnishings as well as landscaping. We have a beautiful building and it requires nice furnishings. We are appealing to those members who have not yet contributed to complete this milestone project.

Since printing the complete list of donors in the March issue we have the following names to add:

FOUNDERS

H. J. "Baldy" Beacham, Houston, Texas

BUILDERS

C. O. Emrich, Norfolk, Nebr.

FRIENDS

J. M. Casey, Albertville, Ala.

Merle "Rip" and Juanita Van Winkle, Argonia, Kas.

Madelyn and Gordon Reid, Brimfield, Mass.

Forrest Mendenhall, High Point, N.C.

Mr. and Mrs. John Kireta, Damascus, Ohio

Joseph W. Donahoe, Darlington, Wis.

NAA Members Pictured In National Geographic

Those who subscribe to NATIONAL GEOGRAPHIC Magazine will recall seeing a large picture in color of an auction in progress. This was in the November, 1970, issue, Volume 138, Number 5, on page 680.

The auctioneers were not identified in the picture but we are pleased to report that they were two good NAA members, Lonnie C. Wilson and Lonnie C. Wilson, Jr., both of Van Buren, Ark. Both these men are also members of the Arkansas Auctioneers Association.

This is another example of association members being those who are continually in the limelight.

IN UNITY THERE IS STRENGTH

Tim Anspach Fund

Get Another Boost

The "TIM ANSPACH FUND" established at the Annual Convention of the National Auto Auction Association, in 1968, received a substantial boost February 20, at a meeting of the Western Auto Auction Association. The "Fund" has been built by friends of the veteran auto auction man and NAA member as an aid in financing the National Auctioneers Association headquarters building and a tribute to Mr. Anspach.

At the Western Meeting a tow bar, donated as a door prize, ended up being sold at auction with the money to be added to the "Tim Anspach Fund." With Pete Murray, Ballston Lake, N.Y., doing the selling, it sold for \$1,400 to H. J. "Baldy" Beacham, owner of Big H Auto Auction, Houston, Texas.

This amount boosted the "Fund" to a total of \$3,625.00. And this does not include the personal donation of Col. and Mrs. Anspach.

Colorado Market Group Headed By NAA Member

Gail Kats, NAA member of Denver, Colo., has been elected president of the Colorado Livestock Markets Association. Kats is co-owner of the K & R Livestock Commission Co., Broomfield, Colo. The "R" portion of the partnership is another veteran NAA member, Fred Ramaker.

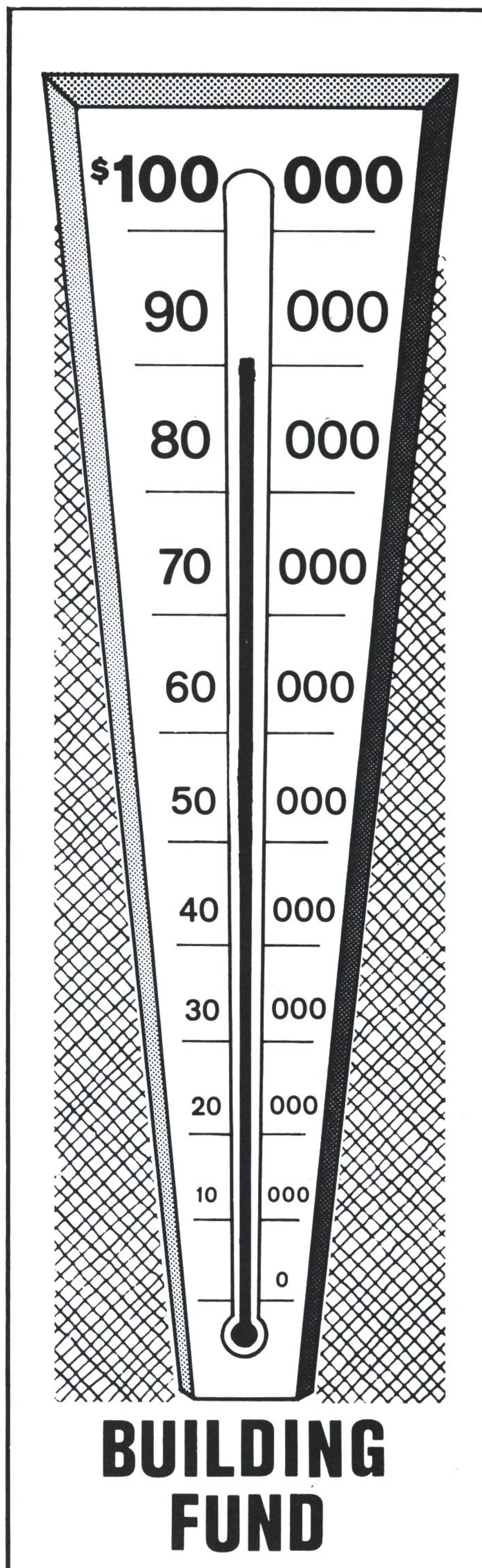
Another NAA member, Fritz Rundell, Salida, is Treasurer of the same organization. Since Colorado has a joint membership plan with the NAA these men are also members of the Colorado Auctioneers Association.

Apples To Rule

Two apples up in a tree were looking down on the world. "Look at all those people," said one apple, "fighting, robbing and killing each other. Someday, us peaceful and quiet apples will be the only ones left, and then we'll rule the world."

To which the second apple responded, "You're absolutely right! Which ones of us by the way, the reds or the greens?"

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Ladies' Square Face Watch with Suede Band.....	Ea. \$ 5.25
Men's Deluxe Water Proof Watch with Band.....	Ea. \$ 5.00
Men's Automatic Watch with Calendar.....	Ea. \$10.00
Men's Day and Date Deluxe Calendar Watch.....	Ea. \$ 7.50
Men's CRONEL "25" Swiss Calendar Watch.....	Ea. \$ 9.00
Men's HELBROS Watch, Beautifully Boxed.....	Ea. \$ 9.50
Ladies' HELBROS Dress Watch—Deluxe.....	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss.....	Ea. \$10.00
Men's HELBROS Dress Watch—Gold or Silver.....	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only.....	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch.....	Ea. \$17.50
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173 STONE WATCH.....	Ea. \$12.50
WALTHAM Ladies' Sport Watch w. Suede Band.....	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band.....	Ea. \$ 9.25
HILTON Ladies' 10 Diamond Dress Watch.....	Ea. \$23.00
HILTON Ladies' 4-Diamond Dress Watch.....	Ea. \$16.50
Men's Deluxe DIGETIL Watch with Band.....	Ea. \$ 6.00
Men's Auto. Day-Date Dress Watch with Band.....	Ea. \$12.00
JAMES BOND 007 SPY WATCH WITH HOUR WINDOW.....	Ea. \$ 3.00
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Men's or Ladies' Sunglasses—Boxed.....	Doz. \$ 2.00
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2-oz. ORIENTAL JADE Men's Cologne.....	Doz. \$ 3.90
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Ladies' Wallets with 40 Windows, Boxed.....	Doz. \$ 3.90
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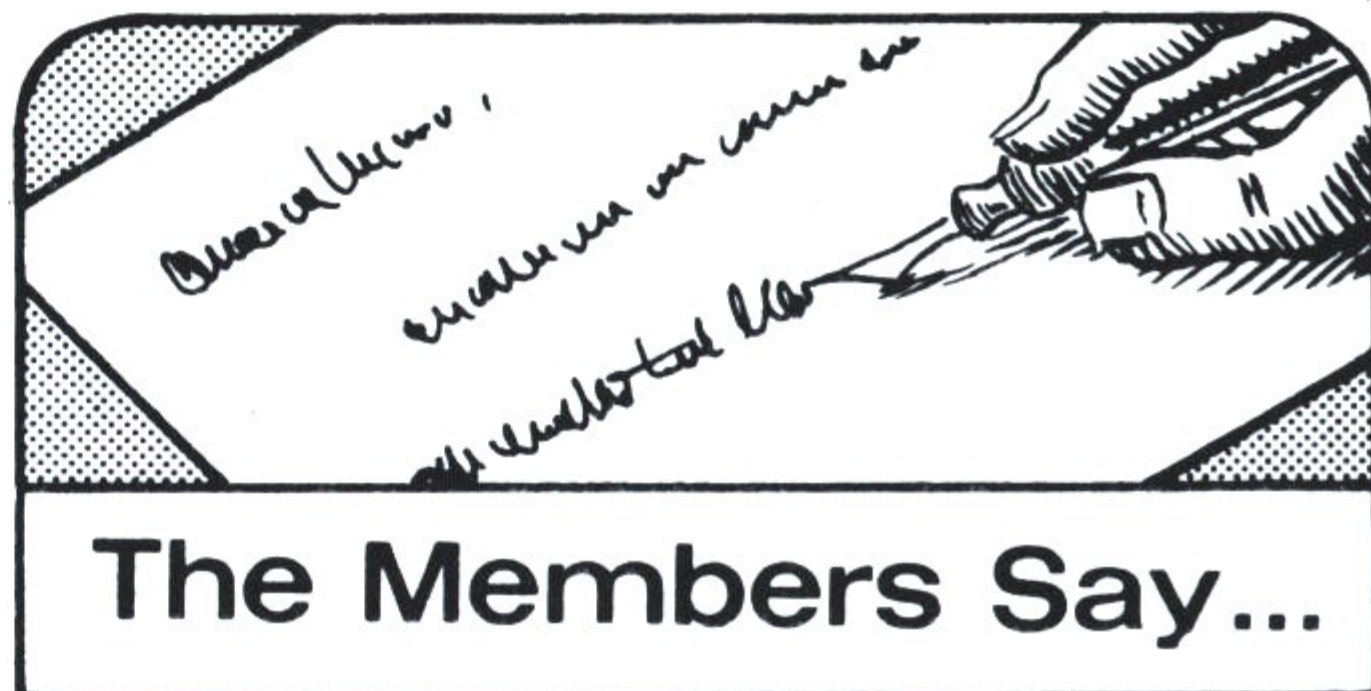
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Ladies Auxiliary to the NAA



Bernie,

Enclosed is my check for the "Building Fund" in the amount of \$100. I am most happy to contribute to this worthwhile cause. Every auctioneer in the country owes you and the NAA a part of his success for the fine job you have done in upgrading the Auction Profession. Keep up the good work.

Sincerely,
Forrest Mendenhall
High Point, N.C.

* * * *

Gentlemen:

Would you kindly forward four more advertising mats and slicks. I serve several counties down here in Southern Illinois and would like to put it in several newspapers. Mail a statement of charges for these additional items.

Our auction business has been most outstanding this year, as we have conducted 12 sales that have grossed over \$273,000.00 and still have 13 sales booked. Certainly enjoy "The Auctioneer".

Sincerely,
Leo R. Kramper
St. Libory, Illinois

* * * *

Dear Bernie:

We have had a very good year so far and looking forward to our biggest ever. Our new facilities are completed and we are now selling heavy equipment, antiques, damaged freight, and have applied to the State of West Virginia for a livestock permit.

April 3, 1971, will be our first Motorcycle Consignment Sale which we hope will be successful.

My reason for writing is to first say hello and secondly to ask for the address of the Automobile Auction Association. If you could furnish this address, we are also contemplating an automobile auction.

Wishing you and your staff a successful 1971.

Yours truly,
Jim McCutcheon
Parkersburg, W. Va.

Dear Bernie :

Enclosed you will find our check in the amount of \$100 to add to our "Building Fund." Sorry to have been so late in contributing, but we want you to know we have appreciated all the benefits we have received through the years we have had the privilege to belong to the National Auctioneers Association, and will continue to help in any way that we can. Looking forward to seeing you all and our New Headquarters Building in Lincoln, Nebraska, in July.

Sincerely yours,
Mr. & Mrs. John Kireta
Damascus, Ohio

New Livestock Market Facility at Chadron

CHADRON, Neb. — The Chadron Sales Co. Inc., has opened a new livestock auction market facility here. The sale pavilion includes a 400-seat auction arena, cafeteria, lounges and office area.

Owned by Don and Ralph Strotheide,

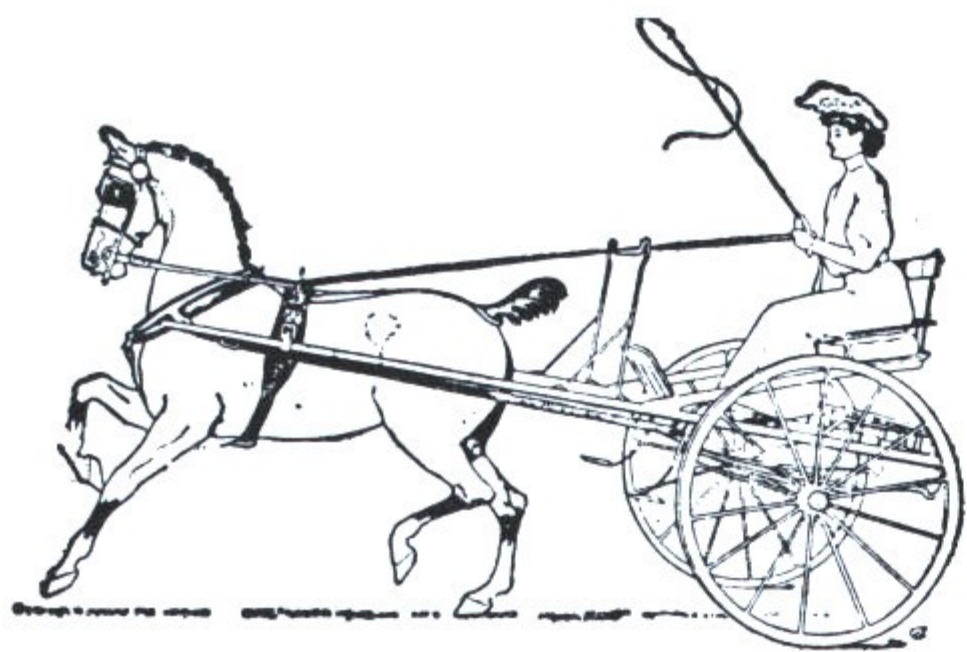
the market has been in operation since the early 1930's. Equipped with a computerized system, the number of cattle and total and average weight of each lot sold is flashed on a board above the auctioneer.

Iowans Head For Ames

Sunday, April 25th, all roads in Iowa lead to Ames, to the Student Union on Iowa State University Campus for the annual spring meeting of the Iowa Auctioneers Association. President, Robert Winegarden, Pocahontas, has a fine dinner and program lined up for all to enjoy.

The ladies auxiliary, under the direction of their President, Mrs. Warren Collins, Jesup, will also meet during the afternoon. All Iowa auctioneers and their families are extended a cordial invitation to attend.

When people start trying to get out of this country, instead of forming lines waiting to get in — then we'll begin to worry about the capitalistic system!



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It Could Happen To You—

By Henry Brooks

It happened on a Thursday, a cold, seven degree, windy day. I had made arrangements for a two day trip. At 8 A.M. I was at the office getting some things together and making up some telephone orders, two hours later I was heading west to earn my bread. Enroute I stopped at my usual accounts without any indication of the catastrophe building up in my body.

Five P.M. found me in Danville, Pa., fifty miles from home. As usual, I was swapping jokes with customers, patting the children on their heads, and dispensing advice to their wives.

One block from my last account I felt my left rear tire get tired and blew out its last breath of air. Pulling over to the curb, one look confirmed what I already knew had to be done. The spare tire was dug out, the tools laid out and the change over begun. The extreme cold made the wheel lugs very hard to loosen. When I was half finished I realized that one block away a friend of mine had a tire store. Putting the tools away I walked up and explained my predicament to Harold. He immediately swung into action. One man was sent to remove the tire, another went to the warehouse for the replacement and I was sent to a corner to wait. I was half frozen and welcomed a chance to thaw out, even then I had no premonition of things to come.

One half hour later a change within my body became evident. I felt a dull pain behind the sternum or breast bone. From reading and discussions with other people who have experienced this pain, I knew it was not the beginning of a pregnancy. However, I also knew that similar discomfort could be symptoms of other conditions.

The events of the next half hour convinced me that my heart, considered one of the strongest muscles in the body, was unhappy about something. With the pain came another type of sensation.

Did you ever go out on the town and on the way home stop for a snack? If that snack consisted of Polish Kielbasa, Mexican Chili, Cucumber Salad, Italian Lasagna, and Eggrolls with Chinese mustard you can imagine my next discom-

fort.

It was just like a terrific heartburn, waves of it came up my chest and windpipe. Getting up from the chair I started to walk around, anticipating some of the other known symptoms. Dizziness, cold sweat, weakness and perspiration, none of which appeared so I sat down again. My fears were soon raised again as the pain started to travel slowly, to the left side of my chest and into my upper left arm. One hour had passed since I came in. I now had enough of a case against my heart to warrant medical attention. Explaining my feelings to Harold, I was driven immediately to the Geisinger Medical Center ten minutes away, whisked up to the emergency ward, stripped, surrounded by two doctors, an intern and two nurses, and hooked to a cardiogram machine.

A nurse took my temperature, pulse and respiration, an intern was probing my chest with a stethoscope, while the two doctors just looked at me as if they were about to ask for an opening bid. Shortly thereafter, they all left. At this time my pain (which was never severe) had left me and I was feeling fine.

It was another hour before a doctor returned informing me that the cardiogram showed a slight irregularity, and I was to stay overnight for further observation. This announcement threw me into more of a tizzy than the cardiogram result. I knew I had to go home, first to see my own doctor, but more important, as telephoning was forbidden me, a call from a strange doctor informing Gertrude of my condition would be a terrible shock. The doctor told me that he would not take the responsibility of releasing me without more testing. I resolved that problem by having him call Dr. Blum, my doctor in Wilkes-Barre, and explaining my gram and condition. That did it, I was bundled into Harold's car and taken to Wilkes-Barre, General Hospital. Going to the emergency entrance I walked into the hall to be met by a nurse, who said "Are you Mr. Brooks" a nod of my head brought out a wheel chair and a fast trip to I.C.U. (Intensive Care Unit).

I was wheeled to a bed and four

nurses surrounded me. In a matter of minutes I was stripped to my (excuse the expression) shorts, was fitted with a garment known in hospital jargon as a gown. It comes in one size, very large, and is tied by strings in the back. I insisted on being photographed in this fetching ensemble, but was refused. Soon two other nurses came, one on each side of the bed. One had the cardiogram machine, the other one had a network of wires resembling an octopus.

As soon as the taking of the cardiogram was finished, I was attacked by the octopus. There were clamps on the ends of the tentacles which were fastened on various parts of my chest. The head of this fiend turned out to be a plug, which was inserted into a small unit near my bed. This resembled a small screen television set, and was called a Monitor. A flick of several switches by the nurse and I could see my own heart beats going across the screen. I seldom watch television but I sure watched that one.

I was then left alone, I felt no pain, just hungry. Soon Dr. Blum came in. He had already received the reports on the tests, taking out his stethoscope he started a tour of exploration and thumping on my chest and back. Finishing his seek and find trip, I was told that my condition was not serious, but it was necessary for me to stay there several days for further analysis.

I complained about being hungry, he smiled and promised relief. Fifteen minutes later a nurse brought a generous beef sandwich, and heeding a former request, the evening paper. Dr. Blum called Gertrude about me, and when she came into the room, I was sitting up in

bed reading a paper and munching on a sandwich. She was permitted fifteen minutes, and when she left I went to sleep.

The next morning I was transferred from I.C.U. to a room downstairs. Arriving there in a wheel chair, I was greeted by a sad faced, four foot nine inch bit of white starch. My orders were to take walks, rest, and be in my room for the various tests, which included cardiogram, temperature, pulse, respiration, samples, specimens, and blood pressure.

I was walking down the corridor, poking my head into the various rooms for a chat, when along came starchy. She promptly propelled me into the nurse's station and laid down the law. I was to walk very briskly, without any social calls. It seems they were trying to determine if the exertion would bring back the original symptoms. Fortunately there were no ill effects.

I would like to make these few remarks:

First, because, I believe people should share experiences, good or bad, and secondly, I want to see each and everyone of you at the convention in Lincoln, Nebraska. Please remember that your body is a wonderful, intricate piece of machinery, but it reacts to wear and tear like any other equipment.

Respect for your age, your knowledge of your body, regular check ups and your realization that accumulation of wealth, and other material things are very minor assets compared to good health.

Mrs. Paul Revere: "I don't care who you say is coming, it's my night to use the horse!"

COL. C. M. (Pop) HESS

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Across The Country

BY BERNARD HART



April 12-17 is National Auctioneers Week. A lot of time on the floor of the Annual Convention has been spent in discussing this week. A year ago it was "National Auction Week." This year it is "National Auctioneers Week." A good deal of the floor discussion has been spent in arguing which it should be called.

My personal opinion is that it is a trivial matter whether it be National Auction Week or National Auctioneers Week. I would like to see this same energy spent in action toward making the "Week" a success. If it cannot be termed a success then it should be dropped permanently.

This year we would like to hear from EVERY MEMBER in regard to National Auctioneers Week. Tell us what YOU did to promote the "Week." Let us know if it was, in your opinion, a success. Give us some guide-lines for next year. If you did nothing we want to know about that too. It is to everyone's advantage to keep the lines of communication open.

A while back we received a report of a State Convention. Included was reference to the fact that Mr.

....., who represents our state on the NAA Board of Directors, gave a talk. It did not read that way in THE AUCTIONEER because we happen to know that this particular gentleman represents ALL the states on the NAA Board. The same is true, I hope, of every member of the Board of Directors. This is a National Organization and those who are charged with the responsibility of guiding the association certainly cannot limit their vision to state lines.

We have had men on the Board who came from sparsely populated states, states with no state organizations, and the National Auctioneers Association has benefited from their unbiased guidance. If the NAA is to remain in a healthy condition it must remain this way. While we try to keep all parts of the country represented on the Board of Directors it will be a sad day when they get the

idea they are to only think of what is best for their home state. To qualify for a seat on the NAA Board of Directors the foremost thoughts must be those things that will benefit ALL auctioneers regardless of where they live.

I would like to ask each of you to get out your last month's copy of THE AUCTIONEER and turn to page 22. Take your time and read the entire list of donors to the Building Fund under each of the separate headings. Aren't you proud of these folks? We are. By the way, why isn't your name included?

Team Brings \$1,020 At Ohio Draft Horse Sale

A total of 179 horses, mules and ponies sold at the semi-annual special horse sale at Kidron Auction, Kidron, Ohio.

R. W. Beals, manager of the auction, reported that prices were slightly lower than preceding sales. The top team of Belgians, consigned by Willard Berg of Dalton, brought \$1,020. Others topped \$900. Highest single horse was a Belgian, bringing \$560. The sale totaled \$28,800.

As usual, it was a very popular event, with Amish buggies parked all over the village. They came in buggies, carts and spring wagons, with those further away using hired autos. Hucksters sold soft drinks and peanuts; children scampered in and out of the crowd; and the whole event had a very festive air.

The horses to be sold were brought from great distances. Truckers hauled them to Kidron from New Hampshire, Massachusetts, Pennsylvania, Kentucky and other states. Here was a market known far and wide since Ohio boasts the largest Amish population of any state in the union.

It's a man's world until he gets home from the office.

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S-S-S-S-H

Sylvester Sanford, solitary, shabby, self-scrutinizing, secured Selma Strong, stenographer, sunny, sprightly, soundly sensible. Soon slight seismic shocks stirred Sylvester's somnolent soul. Selma, surreptitiously smiling, saw several surprising sartorial substitutions. Single state shortly seemed stale. Sylvetser shyly suggested splicing. September Saturdays spent selecting secluded suburban site, Sylvester, Selma, seem supremely satisfied.

BRIDGE

The card game was fiercely competitive. Partners glared and grumbled with each other's plays. Finally a team of husband and wife erupted in heated denunciation and the man got up and walked away. An opponent turned to the woman and asked, "Is that your husband?"

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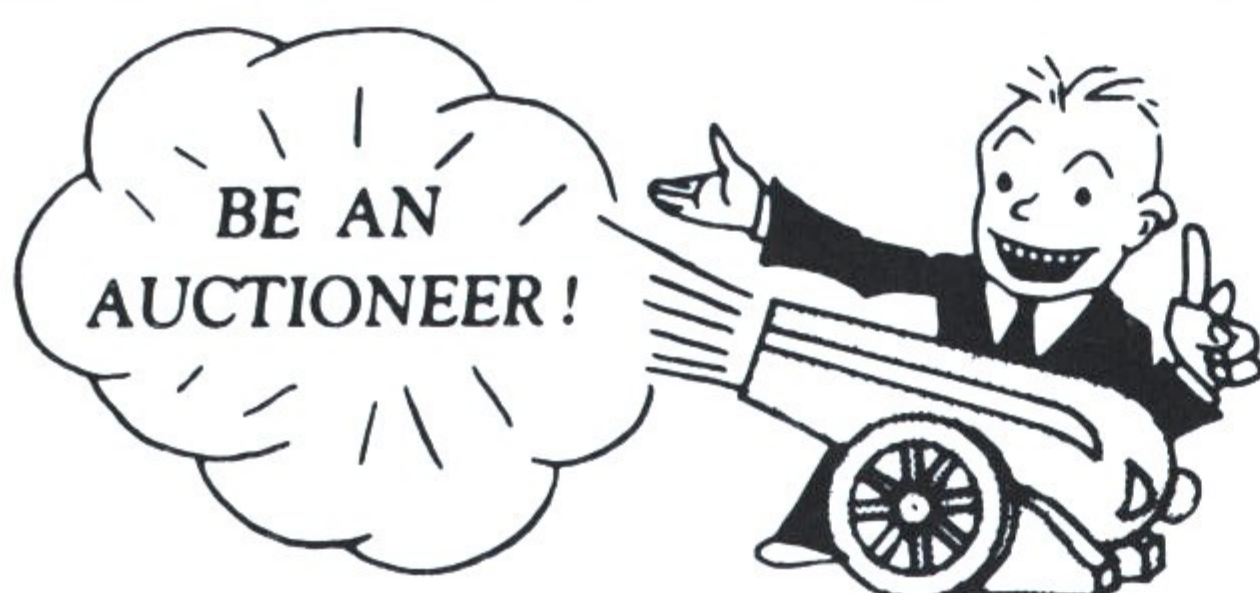
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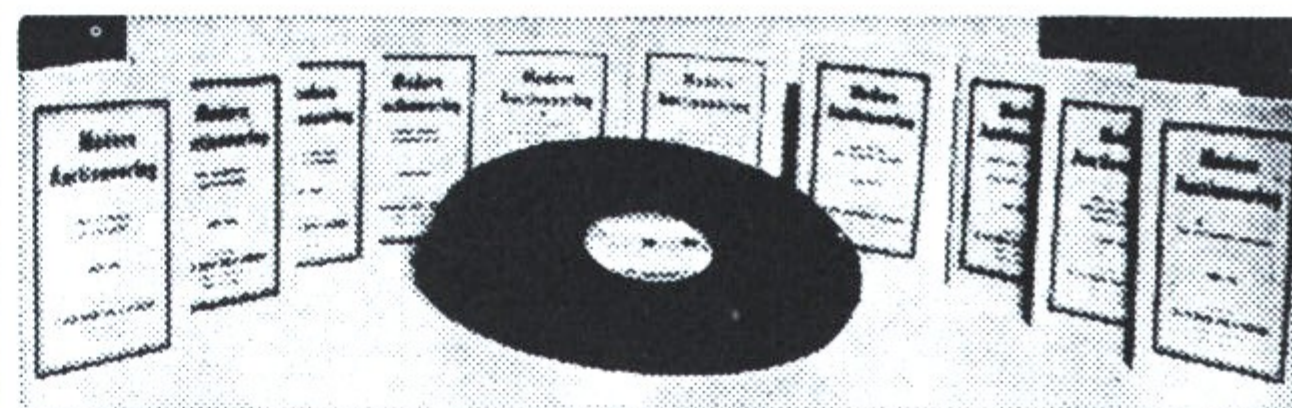


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3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".

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