

THE **auCTIONeer**



CHAINS FROM THE SILVER BRIDGE – See Page 3

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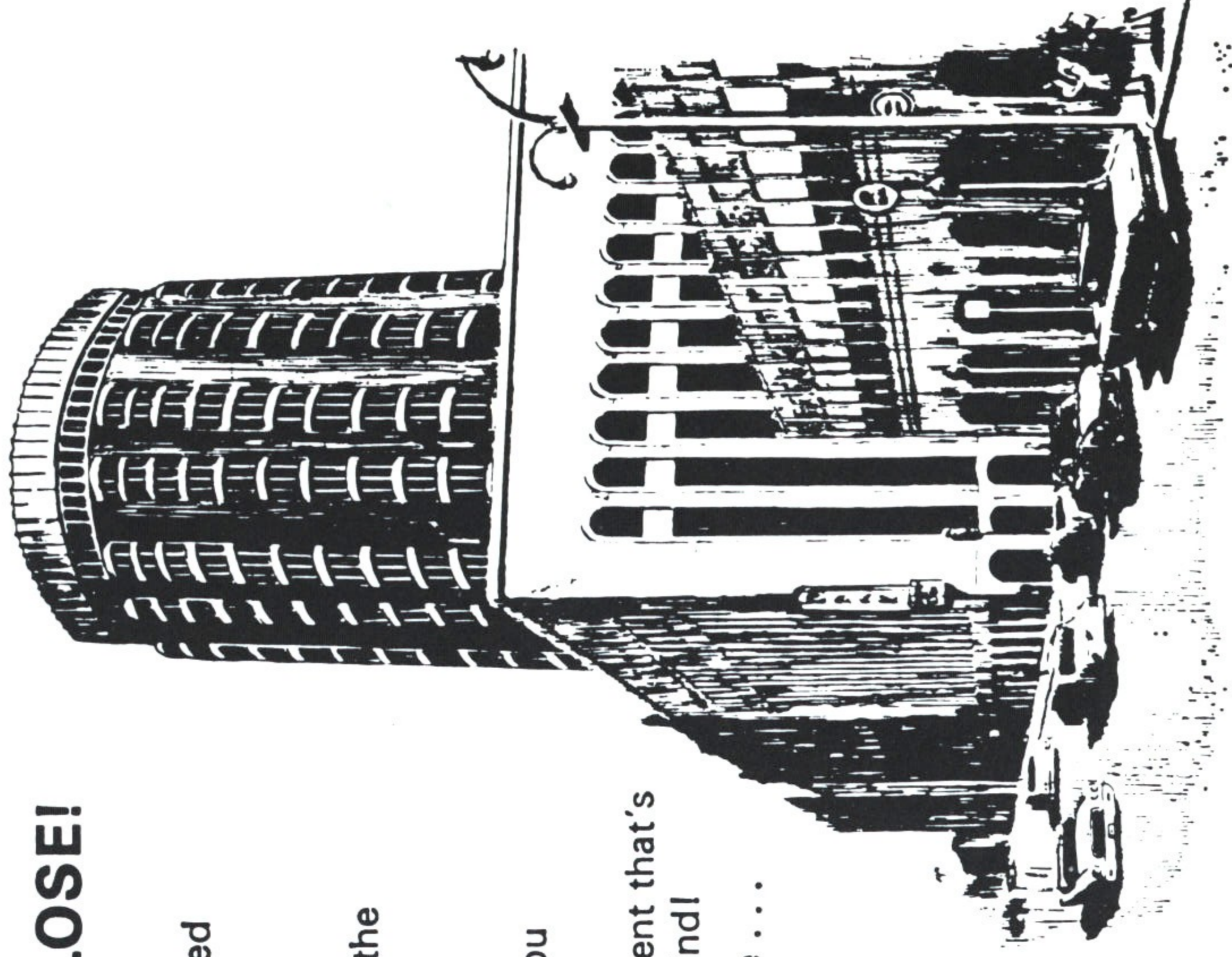
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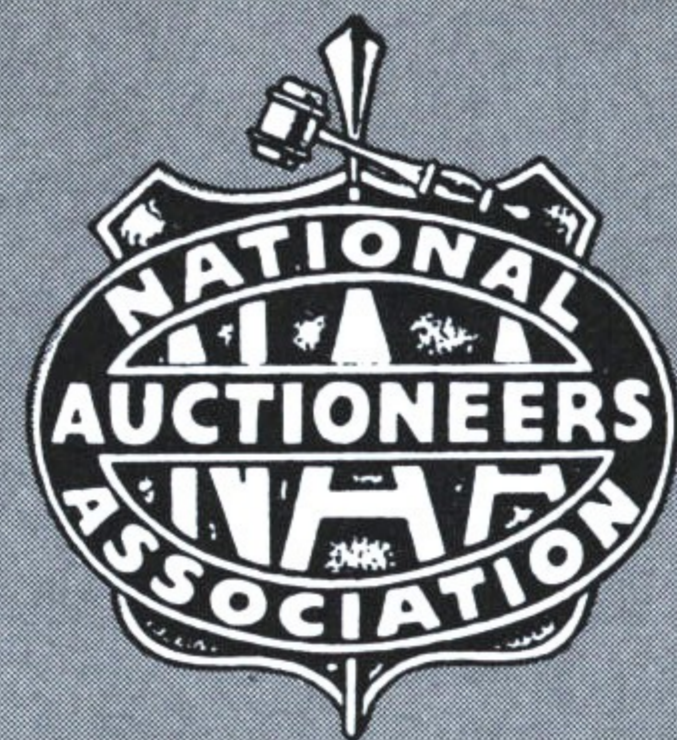
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THE **auCTIONeer**

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION

3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503



EDITOR

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

Contributing Editors

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

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

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

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3277 Holdrege St.
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Country Auction Barn Offers Plenty Of Action

VAN WERT, Ohio—Glenwood Adams of Route 2, owner of the Country Barn Auction, plans to operate the auction sales business in 1970 with the same policies that enabled him this year to have his most successful year in the business since opening in 1966.

Adams' Country Barn Auction is located six miles northeast of Van Wert on the Convoy Road and auction sales are conducted every Saturday evening in the large well-heated auction parlor.

Many buyers and consignors come nearly every auction night and there is always plenty of buyers for items placed on the auction block.

On December 20 Adams conducted his most successful auction sale which included a special antique consignment by Dale Jones of Cloverdale.

The special sale drew a record number of buyers from seven states including bidders from Kentucky, Michigan, Indiana, Illinois, West Virginia, California and Ohio.

There were 390 registered antique buyers during the course of the day and night sale and over 700 people attended including Santa Claus who passed out treats to the children.

The sale also set an important money-wise record with a total of \$6,469.15 paid for items sold over the auction block.

Special antiques sold during the sale which helped set the financial mark were:

A 6-foot-10-inch upright orchestral Regina music box with double comb and coin slot. It was purchased by Herb Brabandt, Jr., of Louisville, Kentucky, for \$1,680. The coin-operated music box was built around 1890 and plays 27-inch disc records.

Also sold at the same sale for \$650 was a small music box, but older. It uses

the big pennies, which were last minted in 1855, in its coin slots. It was bought by Howard A. Petty of Durant, Michigan, a suburb of Flint.

Both buyers are antique collectors who specialize in old music boxes.

A buyer at the sale who represented the Hathaway and Bowers, antique dealers of California was Paul W. Steiner of Kenton. The firm is known nationally as antique music box buyers and six old music boxes were sold at the sale.

Two local people were successful buyers at the sale. They were Louis Wiseman of Route 4, music box, and Donald Weck of Pleasant Township, a clock.

Antiques are sold every Saturday night but if you happen to be looking for furniture, kitchen appliances or any other items they can be also found on sale at the Country Auction Barn.

No item is too small or too big to be sold by Glenwood Adams. He has auctioned off automobiles, boats and house trailers at the barn. One night he sold three automobiles and he is a certified notary public to assist both the buyer and seller in handling the transaction of the automobiles. Also farm equipment is often sold.

Adams will sell anything that comes in and you do not need to notify him in advance. Just bring the items to the sale. Adams does recommend that it is better to contact him in advance so he can advertise the items and all advertised items will go on the auction block on the night of the sale.

Furniture is always sold first so be on time when the sale starts at 6:30 p. m. for these items. Most sales are over by midnight.

Mr. Adams still books sales on the premises of the consignors if so desired and will handle every detail of the sale.

If you plan to sell at the Country Auction Barn, he will transport the articles to the auction site if necessary and mail the people their check.

Adams can be contacted on the Van Wert telephone exchange by dialing 238-1085 or Middle Point 968-2252.

Adams plans another special sale in the near future which will be a consignment of a large amount of tools. Details of the sale will be announced in January.

The Country Barn Auction remains a family affair for the Adamses. Mr. and Mrs. Terry Adams and Mr. and Mrs. Phil Adams share the clerking duties, while Glenwood's wife, Zelma and a helper, Teresa Collins, attend the refreshment counter.

They prepare a large variety of sandwiches, soup, homemade pies, ice cream, pop, coffee, popcorn, candy and numerous other items.

Adams' system of arrangement of a sale is simple, although to the unacquainted person, it seems complex. It involves assigning a number to each person who consigns goods to be sold. The auctioneer, either Adams or Atlee Gehres who assists, moves around the room, selling goods belonging to one

consignor at a time. In this way the records are kept straight and confusion is minimized.

Adams is a graduate of the Reppert School of Auctioneering in Decatur, Indiana, a member of the National Auctioneers Association and is a licensed real estate broker.



Missouri Co-op Sales Bring \$10 Million

Another successful year for the Missouri Co-operative Feeder Livestock Association was recorded in 1969. In the annual report published by the association, 51,631 feeder calves were sold for a total of \$7,888,042.94 and 81,758 feeder pigs brought \$1,992,978.16

Average price paid for feeder calves was \$30.91 per cwt. The calves averaged 484 pounds in weight. The average weight of the feeder pigs was 66 pounds.

Col. H. Willard Arnaman, chief auctioneer for the Co-operative and a member of the NAA, sold 36,436 cattle for a total of \$5,540,726 and 76,829 feeder pigs for \$1,887,613 or nearly \$7½ million during the year.

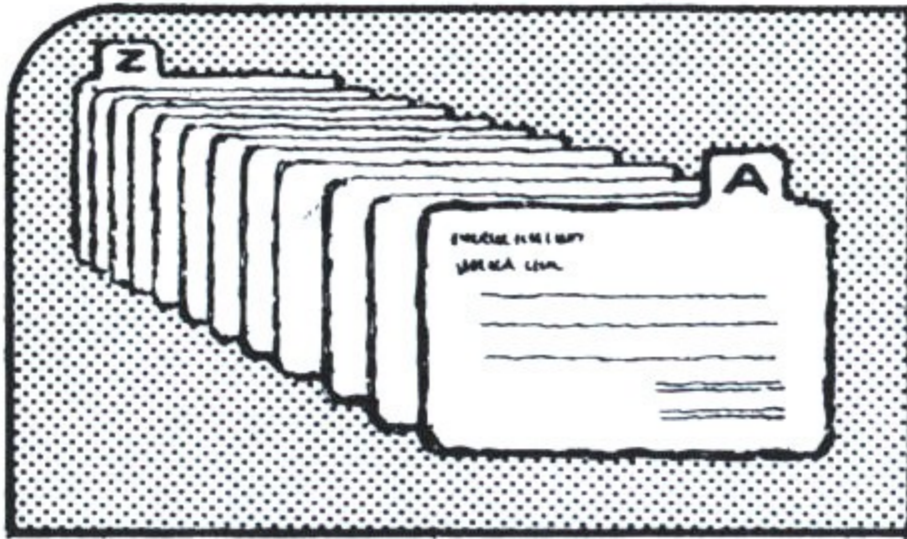
The Cover Story

Four original chains which once draped the top of the toll house of the famous Silver Bridge, were sold at auction at Knotts School of Auctioneering Gallipolis, Ohio. This is the bridge that once crossed the Ohio River, linking Gallipolis with Point Pleasant, W. Va. The bridge collapsed December 15, 1967, causing the loss of many lives.

In the summer of 1952, when the bridge became toll free, 23 years after its construction, the chains were given to Mrs. Esther Sheets by the workers who dismantled the toll house. After the illfated bridge collapsed into the Ohio River she decided to sell the chains, which she once desired as decorations around her front yard.

Knowing that Knotts School of Auctioneering conducted public auctions, Mrs. Sheets turned the four, twelve foot chains over to them to be sold. Col. R. E. Knotts, the school's owner, had two of the chains cut into links and half links so they could be sold as mementos. The other two were sold as whole chains. The 12 foot chains sold for an average of about \$3.00 per link.

There were eight such chains draping the top of the old Silver Bridge toll house but the whereabouts of the other four are unknown. It is thought they may have been junked, along with other debris, when the toll house was dismantled, 17 years ago.



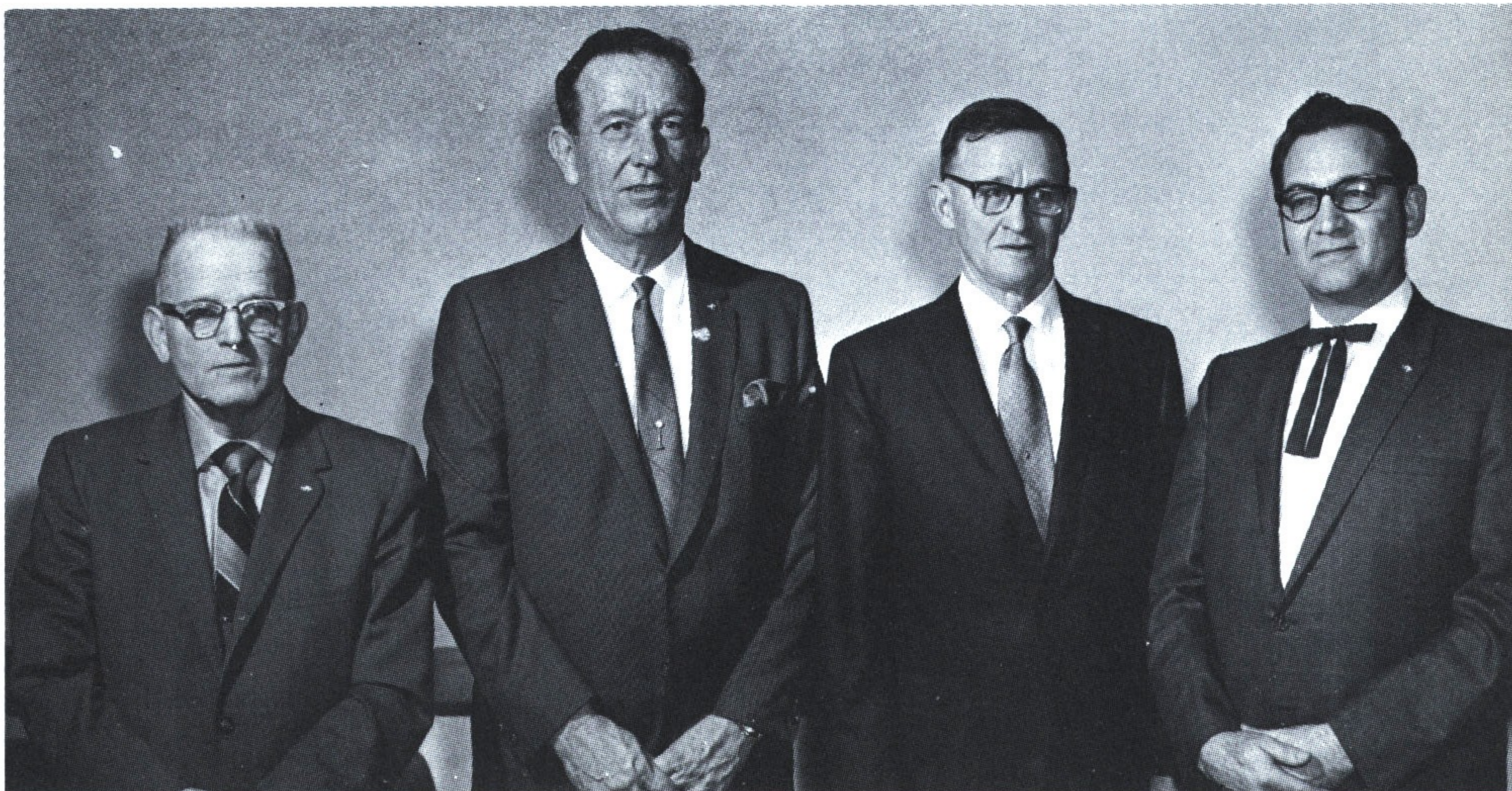
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Memberships processed January 16 through February 15, 1970

- James E. Bridgman, North Carolina
*J. W. Walden, North Carolina
John Yoakum, Michigan
Lyle M. Paddick, Illinois
Robert Goldstein, Illinois
James Houk, Indiana
Paul W. Lawton, New Hampshire
Morris Schwartz, California
*Eldon Shelley, Oregon
*Cy Keyes, California
Kaye A. Wall, Idaho
Joe Ellis, Georgia
Paul Alford, Oklahoma
R. I. "Razor" Crosman, Maine
Kenneth Ratts, Indiana
Larry Armstrong, Nevada
Earl Hardemann, Wyoming
Turner Kees, North Carolina
J. Herbert Peddicord, Ohio
Carl Allen, Michigan
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Bill Porter, Indiana
Marlan E. Grubbs, Michigan
Murray Goldstein, New Jersey
Edward Flynn, Illinois
E. Dewey Anderson, Indiana
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 *Gail Cowser, Illinois
 Maynard D. Jensen, South Dakota
 *Egbert Hood, Indiana
 Art Bunnell, Texas
 Phil Bunnell, Texas
 Preston Bunnell, Texas
 *Ken Miller, Arizona

Guy Jageman, Missouri
 Raymond Henley, New York
 *William Williams, Illinois
 David Norton, Michigan
 Lowell Witmer, Michigan
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 Richard Eversole, Kentucky
 T. M. Dunlevy, Indiana
 *Frank Bishop, Kentucky
 Thomas G. Turner, Kentucky
 Norbert Brahm, Kentucky
 Raymond K. Knapp, Kentucky
 W. C. Ledford, Kentucky
 Danny Irvin, Kentucky
 Ray Wilson, Kentucky
 J. B. Barker, Florida
 Julius Wise, Kentucky
 John S. Baldwin, Kentucky
 Dale Harris, Kentucky
 Fraisor Reesor, Kentucky
 Gordon R. Taylor, Kentucky
 Paul Wilkerson, Kentucky
 Bennie Wilkerson, Kentucky
 Franklin Wilkerson, Kentucky



1970 officers of the Ohio Auctioneers Association, from the left: Newt Dilgard, Ashland, Secretary-Treasurer; Walter Hartman, Camden, 2nd Vice President; Ford Good, Seville, President; and Don Standen, N. Ridgeville, 1st Vice President. These men were elected at the group's Annual Meeting in Columbus, January 10-11.

Roy Johnson, Iowa
Paul Pauley, Iowa
Ray Vellinga, Iowa
Linville Burleson, California
Raymond Brachfeld, New York
Fairfield P. Day, New Jersey
Lloyd Laughery, Iowa
Arnold Hexom, Iowa
Ray Sweeney, Iowa
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*W. G. Gold, Georgia
*Ronnie Trussell, Georgia
Loren Albrecht, Iowa
James J. McGuire, Iowa
Pat Forristal, Iowa
Kenneth Mozena, Iowa
Richard Sears, Iowa
Elmer Harden, Iowa

Earl Shields, Iowa
Maurice DeVore, Iowa
Donald Florea, Ohio
R. A. Smetzer, Ohio
Norman Knowles, Virginia
Gene Slagle, Ohio
L. F. Wessel, Iowa
Daniel Baker, Indiana
John Cleator, New Mexico
*Jearl L. Harris, California
Wesley Sager, Jr., Connecticut
James Smith, Iowa
*Doug Dalton, Kansas
Newton Cox, California
Joy Workman, Iowa
Burl Selby, Iowa
Norman Bausselot, Iowa
Clair "Bud" Mason, Iowa
Bill Gold, Iowa
Bart Bielenberg, Iowa

What Does Your Association Mean To You ?

After many years of hard work and what I hope can be classed as a successful Auction career in my own community, I have some opinions that I would like to pass on to others in our profession. Some have not had this experience and some have not taken the time to stop and think about what may be credited to some of their successful or reverse conditions in regard to their business.

The question, "What can one tell those in our profession when asked what has the State and National Association done for me?" was asked at a recent Nebraska Board of Directors meeting and this question started me to thinking. First the Association has made me more proud of my profession and has given me contact with the many fine people in the auction business. Also I have been brought closer to my competitors and have much less jealousy in my heart than I once had. Some of the laws that were a worry to me have been repealed and others have been explained in ways that I could better understand them in regard to our profession.

What can we do for our Association? First we must want to be successful and be civic minded leaders in our community. We need to be fair and honest with our customers and in doing this we will be doing something for our Association that is very gratifying because if you are a credit to your community and profession it is also a credit to all that you take part in.

I do not feel that it is necessarily the auctioneer that sells the largest sales or travels the most miles to cover his territory that has the greatest honor. How much good will have you built in your community? What does your family and friends mean to you? And what do you mean to your family and friends? The right answers to these questions can do a lot for this troubled world.

STACY B. McCOY, Auctioneer and Realtor
Arapahoe, Nebraska
Member of State and National Auctioneers Assn.

NATIONAL AUCTION WEEK

April 6 - 11, 1970

Orville Sherlock, Washington
Gordon Drury, Wyoming
Mark S. Brown, Illinois
F. E. Bloomer, Iowa
Howard Vos, Iowa
Ed Beecher, Iowa

*Denotes new membership



Wisconsin Co-op Is Top Livestock Market

After 47 years of being number two (or worse), the Equity Co-op Livestock Sales Association has become the largest live-stock wholesaler in Wisconsin. Russell Hvam, manager of Equity, announced that the co-op was now larger than the Milwaukee Stockyards in gross sales by \$4 million.

Equity's 1969 sales totalled \$54 million compared with the Milwaukee Yard's \$50 million. Equity's sales totalled \$42 million in 1968. Hvam made the announcement at the Bonduel, Wisconsin, District Meeting of the Co-op.

The increases, 12 percent in sales and 28.6 per cent in gross earnings, were the largest in the Midwest and second largest in the Nation. Only a Salt Lake City member of the National Livestock Producers Association had greater gains.

Assistant manager, Peter May, said that Equity served 40 per cent of Wisconsin's farmers last year. Membership in Equity reached an all-time high of 40,920 farmers. Equity deals in cattle, calves, hogs and sheep and handled 75 per cent

of all livestock sold by cooperatives in Wisconsin last year.

There are nine auction markets in strategic spots around the state for Equity which proves the advantages of this brand of selling. James Esch, Shawano, Wis., and Erwin Stewart, Durand, Wis., members of the National and Wisconsin Auctioneers Associations, cry sales for Equity.



Auction Liquidates Famed Trading Post

MESA, ARIZ.—The final wind up of Kidder's Trading Post was the result of the auctioneer's gavel. It was "goodbye" right down to the bare walls. This trading post was famous for its doll collection and contained the works of 30 years collecting from all parts of the world.

Hopeful buyers came from as far away as California, New Mexico and Texas. A lady from California purchased over \$1500 worth of dolls while another from Tucson, Ariz., invested more than \$2,000 in the collection.

Auctioneer Art Bunnell, Marble Falls, Tex., reported that more than 500 people attended the auction which brought nearly \$10,000. Art says this is a lot of dolls!

Mrs. Kidder, who is now retired, was very happy with the auction. Col. Bunnell says in his 30 years experience he has never had a sale like it and that the ladies really know their dolls.

Nebraskans Pass \$10,000 In Building Fund Giving

Nebraskans had pledged a total of \$10,523 to the NAA Building Fund as of February 15—AND 82% OF THIS AMOUNT IS ALREADY PAID. With many of the state's more successful auctioneers not being on record with their intended donations it seems safe to assume that our Nebraska members will average in excess of \$100 each in their giving to the Headquarters Building for the NAA!

Mr. and Mrs. L. F. Wessel, Ft. Dodge, Iowa, have added their names to the "Sponsors" column as this issue goes to press.

As of last December 31, there were 147 NAA members with Nebraska addresses and it seems certain that the state will be contributing in excess of \$15,000 toward the project.

Nebraskans are proud of the National Auctioneers Association and they are expressing their pride by backing the organization in its first major project. We are sure this same pride exists among members everywhere and we urge them to go on record in supporting the building project. The Fund is getting near the expected building cost and if members will respond in the next 30 days the dream will soon be a reality.

Since activity during the past month has been limited to Nebraskans we are publishing the list of donors to date of \$100 or more from the Cornhusker State. For a complete list of donors, we refer you to page eight of the February issue of *The AUCTIONEER*.

FOUNDERS (\$1000.00 or more)

Forke Brothers, Inc., Lincoln, Nebr.
Bernard Hart, Lincoln, Nebr.
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Rex Young—Eddie Morris,
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Nebraska Auctioneers Association

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C. C. Gannett, Omaha, Nebr.
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SPONSORS (\$250.00 or more)

Henry Buss—August Runge
Columbus, Nebr.
Nebraska Ladies Auxiliary

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Pawnee City, Nebr.
Mack Cosgrove, Omaha, Nebr.
Billy B. Day, Loup City, Nebr.
Harry Eiler, McCook, Nebr.
Pete Fowlkes, Newman Grove, Nebr.
Dick Grubaugh, David City, Nebr.
Marvin Grubaugh, Rising City, Nebr.
John W. Heist, Beatrice, Nebr.
Duane Jensen, Newman Grove, Nebr.
Dick Kane, Wisner, Nebr.
Jerry Kelley, Tecumseh, Nebr.
Ralph Kuhr, Blair, Nebr.
Ed Lightner, Hastings, Nebr.
C. E. McClurg, Atkinson, Nebr.
Murray State Bank, Murray, Nebr.
Olson Auction Co., Grand Island, Nebr.
Jerry W. Phillips, Wallace, Nebr.

John T. Ryan, Greeley, Nebr.
Irvin and Wayne Schultis,
Fairbury, Nebr.
Schwarz-Plate Auction Co.,
Grand Island, Nebr.
Dick and Mary Shea, Syracuse, Nebr.
Mylen Wegener, Humphrey, Nebr.



Ohio Ladies Enjoy Their Largest Meet

We, of the Ladies Auxiliary of the Ohio Auctioneers Association, thought the readers of "The Auctioneer" might be interested to know that we had the largest attendance at our January meeting that we have ever had. The meeting was held at "Inn Christopher" in downtown Columbus, Ohio.

There were 47 paid members and seven guests in attendance at the Ladies meeting. Mrs. Gretchen Featheringham of Ashville, Ohio, was elected President for 1970. She is already making plans for the June meeting and all are looking forward to a good time at Atwood Lodge. This is a beautiful spot, nestled in the hills of eastern Ohio.

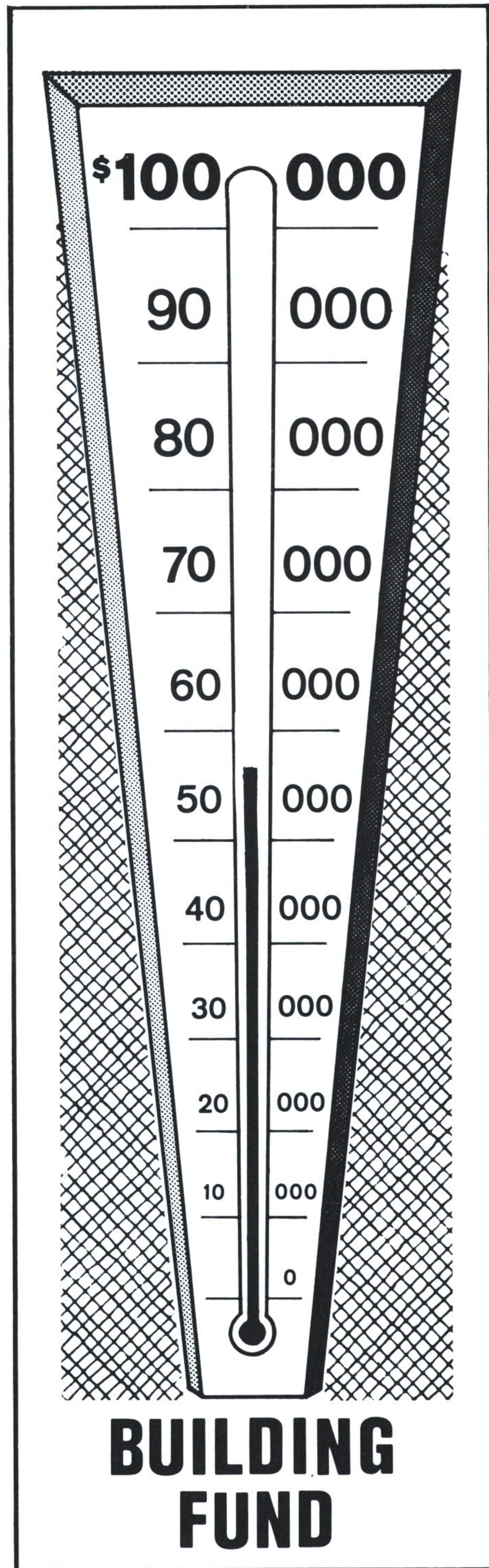
We were pleased to have NAA Secretary, Bernard Hart, in attendance at the January meeting of the Ohio Auctioneers Association and hope he will plan to come again, soon.

MRS. ROGER RUMBAUGH, Secretary
Ladies Auxiliary of the OAA



No natural passion is so hard to subdue as pride. Disguise it, struggle with it, stifle it, mortify it as much as one pleases—it is still alive and will every now and then peep out and show itself. Even if I could conceive that I had completely overcome it, I should probably be proud of my humility.—*Benjamin Franklin.*

IN UNITY THERE IS STRENGTH





The Ladies Auxiliary

Count Your Blessings

1970 a new decade—who in the world would have thought in 1950 that 1970 would come so quick? It does seem that the past 20 years have passed rather rapidly. When is the last time you stopped to really count your blessings? If you have not lately, let me name a few for you. Isn't it great just to be alive, an American, to live in this age of prosperity, to have the wealth we enjoy. Now there are a few things we take for granted such as the sun, moon, stars, the rivers that flow gently to sea, the rain, the anxious moments of Spring.

This may all sound morbid to you, but I hope not. Let me ask a very important question. What monetary value would you place on the wonderful friends you have, the Auction Profession, the Association with all its members, your part in the Ladies Auxiliary, the opportunity to attend the National Convention each year? \$1,000.00, \$2,000.00, \$10,000.00 how about \$100,000.00? I think not, I don't believe anyone would sell out some of the most precious possessions we have. Let me ask you one last question, We live in an age when we can say, "I pay my bills, I don't owe anybody anything." Is this really true? How about "God"? Does he send us a bill for our share of the sun, moon, stars, rain, seasons that make things grow, the beautiful mountains, lakes, rivers? No, because we could never pay this bill.

In 1965 or so, a dream was revealed to a few. A dream that we would someday build a National Headquarters. That dream is near reality. It has moved along very well to date. Climbing the last part of the hill is always the hardest, but not impossible. Land has been purchased, plans are completed and ready to start construction, possibly in early spring. We have advanced a long way the past 20 years, but as someone recently said "If

you think they were swift, just stick around, you ain't seen nuttin yet."

We can do anything we want to now. We can build an airplane that will carry almost 400 people, faster than sound. We can make things cold, hot, sweet, bitter, in vast amounts, in any color, shape or size, but, when asked to do something for their fellow man, country, community or state we are ready to let someone else do it.

A Bible story I like very much is about the sick and wounded man lying beside the road to Jericho. Many people passed him by before the Good Samaritan stopped to give help. Are we passing by a lot in life? Do we realize that a lot of pleasure can be found in doing things constructive and making things happen? I have an idea if we ladies get together and decided we wanted to see this very important project completed, it would be done a lot faster and better, also we could have pride in being a part of our future, being a builder and founder.

What is the old saying we hear so often? "Small minds discuss people, medium minds discuss events, but great minds discuss ideas." Let's make 1970 and this decade a great long series of ideas. Help make things happen. Start by asking your husband, "What are we going to do toward making our National Headquarters real?"

The very best and wonderful New Year to each of you and thanks to all for your good wishes the past holidays.

WILLIE HOWELL

Thought For The Month

"The honeymoon is over when the dog brings your slippers and the wife barks at you."

JOHN R. FISHDICK

A Point of Pride

Celebrities appear frequently on the Johnny Carson Show or the Merv Griffin Show and get a big hand for the amount of money they have raised for charity. They bring in vast sums for various causes and have helped fight all kinds of diseases from heart disease to muscular dystrophy. People are impressed and realize they do a wonderful humanitarian job that few people ever equal.

But they are not the only ones. In every part of the world, at almost every hour, in big cities and in small towns, there is another and less heralded "helper of causes". You guessed it, he's the auctioneer. Sometimes it is just a small auction held for a needy family. Other times it will be a big, well planned event which does a terrific job.

There is an auction here in Kansas City that is only one of many such fund raising activities. It is the auction sponsored by the auxiliary of the center at the Children's Mercy Hospital. Last year it raised \$20,000.00 nearly \$6,000.00 more than ever before. The past 16 auctions have netted \$150,000.00 for the Cardiac Center. It is hoping to provide cardiovascular equipment for the new center with the auction this year.

Such marvelous work is being repeated over and over again. In our town, auctions have purchased pieces for our museum, helped our zoo, and many medical, hospital and church causes. Your town, like mine, is greatly improved because big hearted auctioneers contribute their time and talents. Oftentimes only the auctioneer and his family realize how much they have accomplished for the good of all.

We are proud of our wonderful entertainers like Bob Hope and Danny Thomas and others. They have earned their national recognition. But at this rather quiet time of year, let's point with pride to our celebrity on the local level, the man with the gavel, our auctioneer.

KAY DEWEES

IN UNITY THERE IS STRENGTH

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

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Mt. Hope, Kansas

1ST VICE PRESIDENT:

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Pop's Ponderings

My First 90 Years Thoroughly Enjoyed

By COL. POP HESS

The month of March has arrived and I'm quite sure all of my readers will join with me in saying, "Yes, March is much welcome." Here in our Ohio area, we have had a real old fashioned winter, from early November through to March first. Many below zero days, while this mark will not sound cold to many of our great Northwestern as well as Northeast areas, who would say 15° below zero was a mild winter day for them. Yet here in Ohio we call it very cold, however, in my retirement, regardless how cold or how hot the weather, I can smile and say, I do not have to be out hitting the trails to sales.

Back in my stack of memories, I will be more than honest and say I sure miss the chance to be out and hitting as of yonder days. However, if one prepares for the older years and his retirement, it can be enjoyed. The rainbow of it all is if one has been fortunate to hold good health it will be much comfort in retirement age. The said part of it we see in our Nursing Care Homes, for persons in need of nursing care but who the hospitals must move out for the demand of those critical patients. There was a time back some years when anyone with a big house could open up a rest home, later changed to Nursing Care Homes, etc., with help that knew more about keeping a house in order and just plain cooking than medicine. Today we find our State Laws have brought about the real modern, Nursing Care Homes with ample Registered Nursing around the clock, plus medical care etc. It has brought much comfort to all who has had such services.

Insurance companies have come up with all kinds of policies, plus Medicare and numerous plans of income for the aged, however, when all is totaled up, we find it worth the cost we pay. The poor

and the needy have been well cared for through the plans and provisions of our Federal Government, to meet the ways and means of today's modern world. Yet, in some cases, these have been misused or mismanaged, but we the public will always be willing to provide, and visa versa will find the chuck holes of mis-use and a more, well managed supervision of each state will bring many returns in providing for the unfortunate.

The date of this writing is in the first week of February with cold, snowy winter day, and the degrees listed around ZERO. To try and write thoughts one would be having the first of March, with Spring Weather just around the corner, is hard. What I may write here today would be much different than similar days in March. Some of today's questions are: "How soon will the boys get moving toward home, out of Vietnam?" "What and how will the boys down at Washington, D.C., digest Dick's Budget?" "What will be the outcome of the strikes in process?" Some of these ideas are far from what we of middle age on down to our fore fathers, lived and fully believed in.

Now we are told by some speakers, it is all a "Fake". This makes one sit up and just wonder, can such talk add fuel to the "Riot Thinking" youth of today who would like to take over the World under a life plan that would be a shame to call the American Way of Life.

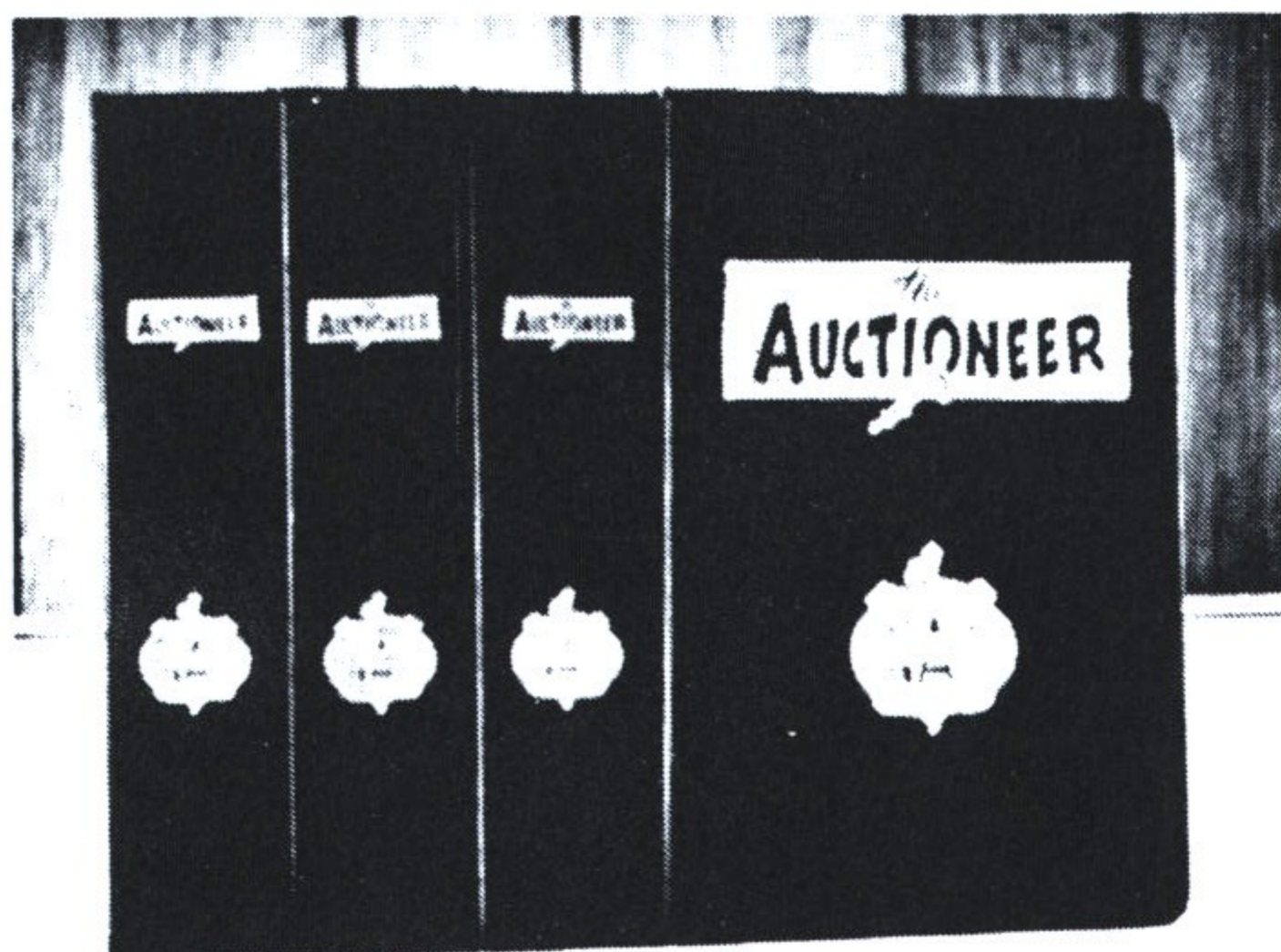
It is amusing to hear remarks that such a President—such a Party, caused inflation, and all other evils that are in the air, etc., when the real facts are it is not the Party in Power, regardless of which one. It is all caused by we, the average every day people, in greed for a high dollar with little effort to get it. The great

Unions keep the Strike wheels rolling, results to get our industries in production to produce food and every commodity we need, listing all industries and commercial business, from the top to the bottom, all pounding "No work unless more Dollars". They result in settlements, well knowing a tighter budget and the dollar gained is added to the produce. The striker, along with the buying public, pays the raise for the products they must have to survive.

It comes to the old saying, "The family cow has been remilked too often and so many come back for a few extra strippings to get more cream than the old cow can give." She then goes dry and is discarded. As one looks back through the great Depression years, some thirty to forty years back down through to date, it never was a party in power doings, it was the greed of the John Q. Public for a higher dollar, and to keep up with the Jones' we got busted and take shots at the Boys Down On Capitol Hill called Washington, D.C.

The date of writing these few lines is February 9th, and yes, all last week my old friends still remembered February 6th was my birthday. From one spot to another word got around, some by radio, and many ways, the cards and letters are still drifting in and so nice to read the comments both good and bad. Plus the jokes of what one can do and not do at the age of 90. Many were from old timers I have not seen in years, some from many new friends one will pick up if he writes a column to an Auctioneer Publication.

This year I find many new names unknown to me. They had many nice comments except there was one somewhat unjointed about some of the items I pounded in my column. I am always happy to get such letters, it makes one check up on his conduct to see if he over shot or under shot the point. One read somewhat like our Vice President Agnew, got when he stepped on the News Boys, some time back. I hope I will be able to



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find as good words as he used in his reply. So I am trying my luck first direct to this chap. After I see the color of the smoke he shoots back, I may write a more up to date comment in one of my future columns and a bump now and then helps to put the thinking ability of one who has been long on looking ahead and be behind at the same time. All these years one can get off on the wrong foot, many a time a bad mistake after left to sleep for a cooling off period has brought a good plan for progress.

One line in this hot letter was written, I presume when you start to read what I am telling you, you will throw it aside and call it junk, etc. Far from that thought, those are the kind I read and reread to try and find the point. And sometimes I do find it. Many letters recently asked this question, "Do you think the world is better now then back some sixty to ninety years". To fully answer that kind of a question as I see it the ninety years I have seen of it, it always was a good World to live in—and always will be. We all through the years see new fads and experiments and what have you come up looks like disaster ahead, but as the kettle boils away and the top foams, the cook skims off, all rotten apples are in the garbage, plowed under and forgotten. Progress is a great word and it will take quite a few more 90 years plus the past ones to show what it all stands for in names and results.

Today is the day I must close out this line of pondering as it is February 10th. A lot of snow and space between my working office and the home base at Lincoln, Nebraska. I must not be late. Last month I was a few days late arriving with my copy, and I note the February issue was just a little late, but Bernie advises it was not my fault. Some data and all had to have some reworded and rephrased and should you as a reader ever had any experience in producing copy for publication, it has to be boiled down so it makes correct reading. This is one of my weakness as I write what I know and think, and it could be a few words slip in that should be censured for mailings. As you know the top type setters, when handed copy, presume the copy is ready

and some misplaced words could bring misfit in a good line of thinking.

Reminds me of the story of an aged gentleman who played the big Tuba in a band. This occasion they were playing at a funeral service at the grave, the day was very hot and the old boy a little draggy and through the part where the most tender notes were on the music sheet, a large horse fly lit on the sheet and the old boy mistook it for a loud blasting note and he hit it with all force. Caused a lot of commotion, and in his alibi he told it as it was. He thought it was a note and he played as it looked. The band leader gave him a bad time, and the only one not embarrassed was the horse fly who left for parts unknown. No doubt some of my copies could have a few horse flies in the line up, and happy I am that I'm too far away from the home office to hear the comments.

In speaking of the Home Office and the Staff in charge, in the past years whoever checks my spelling, unplaced words etc., has been very loyal to me. In the last twenty years very little of my copy was thrown away or cut out, **THIS DOES NOT SAY THERE WERE NO HORSE FLIES LISTED**, for sure, as it seems to me I saw some place not so long ago Bernie had listed in his office equipment expense a word that looked to me like "Fly Spray".

I was interested in reading Henry Buss' (Auction Shorts) last month. He made some nice comments on my pondering. Was much interested where he says he leaned back and he himself pondered over Pop's Ponderings. I hope he missed pondering over a few thoughts I have had and pondered much on whether to print or not to print, and haven't printed as yet. If he did, hope he slips my way his decision. So thanks to Col. Henry Buss for the comments as I often need them. Also will say Colonel, I do ponder about you and your Auction Shorts. My decision on that is we need a few more shorts in the list each month, not quite so short.

Just as I am now closing this month's Ponderings for March, my daily mail has

arrived still more birthday cards and letters. I find through the past months mail many questions for me to answer by Auctioneers all ages and sizes. For my April issue, I am thinking will run a question and answer column, straight run without commercials, as there seems to be some real timber in some of them and that will take much pondering on how to come up with the correct answer.

Now all you John Q. Public auctioneers, get down to brass tacks and line up your position to be on the Great NAA, Home Builder Fund. The amount needed is well past the half-way mark and we as one of the membership of the NAA, can swat a few horse flies and mail a few bucks to the Lincoln Home Base. This will be a land mark of achievement and national shrine for our business and profession as an auctioneer. The man or person who can convert all personal and real property each person may own into cash dollars, what would sound better right now. Get the full fund pledged, start

building, with a goal, 1971 Convention at Lincoln, Nebraska, plus the dedication. Yes, this is one of my Pet Ponderings—Decision so far. If not too many birthdays between now and then, I will plan to be present for the full event. Yes boys, let's ponder today and then mail at once.

IN MEMORIUM

Tom Berry, who passed away
March 28, 1962.

*O, How sweet it will be
in that Beautiful Land
So free from all sorrow and pain
With songs on our lips
and with harps in our hands
To meet one another again*

Wife, Margaret

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Auction Shorts

About 8:30 this morning, I stopped at the office of one of our leading Real Estate firms & Abstractors, to pick up an abstract. The only person to greet me in the office at that early hour was a fine gentleman who I am beginning to admire more everyday.

His name is John Armstrong and he, like Col. Pop Hess, was 90 years old on his last birthday and the first one on the job.

About 10 years ago it was my privilege as president of our local Board of Realtors to present to him our Honorary Membership Plaque.

Without a doubt John Armstrong has contributed to the Real Estate and Insurance business throughout the mid-west as compared to what Col. Pop Hess has contributed to the Auction profession throughout America.

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John Armstrong and his wife of 60 years still lead an active life in Church work and civic organizations.

His parents were homesteaders in Oklahoma and he lived there until coming to Nebraska in 1908 to finish his education at the University of Nebraska.

He was a school teacher, principal and superintendent before coming to Columbus, Nebraska, in 1921 to begin his career in the Real Estate and Insurance business.

There's nothing wrong with making mistakes—but don't respond to encores.

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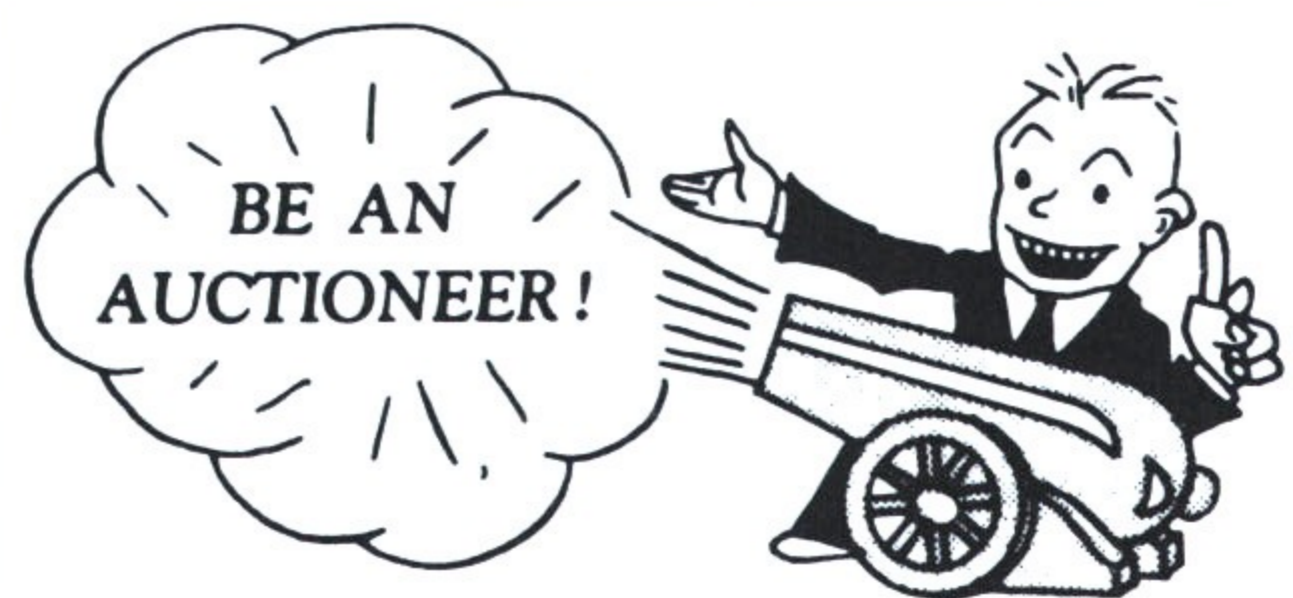
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The response was overwhelming for November and December with so many buying Auctioneer Hats for Christmas. I ran out of a few sizes and was a little late getting some of the orders out, but by December 29th, I had shipped every order I had received. I want to take this opportunity to thank some of you for being so patient.

I now have a good supply of Winter Felt hats in all sizes and all brim widths for immediate delivery. While the weather may not feel like it, spring is not far away and it will soon be time for the summer straws. We can ship summer hats anytime from here on out.

If the orders continue to come in at the current pace, it seems that all the Auctioneers will be identifying themselves with the Auctioneer Hat. For the benefit of the new members, the Auctioneer Hat comes in Winter Felt (color Silver Belly – Light Grey) and Summer Straw (milan-light cream) in brim widths of 2"–2-3/8" and 2-5/8"–with the Auctioneer emblem attached to the outside where brim meets the top and real satin lining the Auctioneer's emblem stamped in gold on the inside crown.

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Convention Headquarters

Convention headquarters for the 1970 National Auctioneers Convention will be the Pfister Hotel and Tower, Milwaukee, Wisconsin. Built by a group of Milwaukee businessmen headed by Geudio Pfister in the last decade of the 19th Century, it reigned for years as the city's elegant hotel.

Time and the advent of the new world of motor inns had its effect on the Pfister as well as many of other famous hotels throughout the country. By the sixties it was evident a modernization of the facilities was needed.

Under the guidance of Steve Marcus, Executive Vice President, a complete modernization program was embarked upon. Conserving the beautiful lobby with its Crystal Chandeliers it was decided the necessary amenities of a modern hotel operation—parking, swimming pool, convention facilities, could be added along with additional guest rooms. The result was the distinctive high rise Tower linked to the old building providing 200 additional rooms. This, plus the complete renovation of banquet and convention facilities, cost a cool \$7 million. Today the Pfister enjoys a \$2 million gross food and beverage business with room occupancy at an all time high.

Host to dignitaries and Presidents, the Pfister has been Milwaukee's own hotel for three generations. The result of the remodernization is a most unusual blending of old world graciousness with modern comfort. Everything is excitingly new, yet all remain in keeping with the Pfister traditional elegance. Nothing was spared to make the Pfister guest rooms and suites the finest in the country—from deep pile carpeting and plush draperies to hand rubbed furniture. Each room is a world of luxury.

Fun is the word for the new Pfister, where you can choose dining, dancing and entertainment to suit your mood. Enjoy the English Room and Pub with its rich paneling and a collector's Paradise of 19th Century paintings. Enjoy a

sumptuous buffet in the Cafe Rouge; cocktail in the Hotsy-Totsy Club or visit the Crown Room atop the Tower where a panoramic view of Lake Michigan and the Milwaukee sky line awaits you. Take a dip in the year round swimming pool atop the Tower. Relax in a completely equipped Sauna. These are typical extra luxuries you'll find at the Pfister, like room registration from your car on closed circuit TV or the enclosed parking ramp which is free to hotel guests.

For the convention program which will be on the seventh floor there are fourteen rooms, elegantly furnished and designed and fully equipped for every type of affair. All convention activities within the hotel will be contained on this one floor. No need to travel from floor to floor to be with the activity. I'm sure you will be impressed with the convenience in the convention headquarters both for your personal and convention business.



Accident Wounds Kill Oklahoma Auctioneer

O. A. Cargill III, well-known auctioneer, particularly in the Quarter Horse field, died early in February from gunshot wounds suffered December 26 in a hunting accident. From Oklahoma City, Cargill was a member of a prominent family, his grandfather of the same name having been a former mayor of Oklahoma City.

Cargill, who was 33 years old at the time of his death, is survived by his wife, son, daughter, step-daughter, three sisters and two brothers. His parents and grandfather also survive. He was a member of the Oklahoma Auctioneers Association and a former member of the National Auctioneers Association.

It's Old Stuff

By Dave Kessler

China Chocolate Set



This serving set was produced about 1890. This Schlegelmilch or R. S. Prussia China set was noted for its thinness and artistic design. (Palladium-Item Photo)

Serving hot chocolate had its refreshing beginning during the late 17th century in England. Serving a treat of hot chocolate was considered to be a refined gesture and this was usually carried out on a grand and elegant scale.

A silver chocolate pot was found in the better English homes during the 18th and early 19th centuries but the china manufacturers of the Victorian era took the chocolate set market away from the silver and silverplate manufacturers. They accomplished this by producing delicate chocolate sets of elaborate design that featured beautiful decoration.

China chocolate sets usually consisted of a chocolate pot with six matching cups and saucers. The chocolate pot has a short spout that protrudes from the lip, or rim, of the pot as contrasted to the

long curving spout originating at, or near, the bottom of a teapot.

The early silver chocolate pots had a small hole in the lid through which a stick could be inserted to stir the contents and this custom was continued by some china makers.

The chocolate cups and saucers are of a small delicate variety and are much the same size as demitasse cups and saucers. Their styles are always quite fancy and they might have scalloped edges as well as dainty free-form handles.

During the late 1800s china chocolate serving sets were produced by many manufacturers and the marks of R. S. Prussia, Limoges, Doulton, Carlsbad and other English, German and Austrian makers are often found.

Sets of this type were offered for sale in the finer stores in the cities but most of the china chocolate sets were sold by mail-order catalog.

The John M. Smyth Co. was proud of the fact that the above set had rich gold tracing on its embossed parts. The original price for this set was only \$2.25.

The daughters and granddaughters of the original purchasers now sell chocolate sets for \$75 to \$100 regularly and some of the finer chocolate sets bring even more.

Auction of Nursery Revives Memories

Fairbury, Nebr.—Nine decades of nursery operation went over the auction block in the form of everything from potato planters to a hand cider press.

But owner Roy Hurlburt, who was born into the business 79 years ago, declined to pronounce a full benediction. He'll still be around for a bit of tree trimming, he assured the clusters of old friends.

"I'm not exactly quitting, just backing up a bit," he announced as the sale opened. "If you know me, you know I'll probably even scare up a little nursery stock to sell."

But Fairbury Nurseries as such became history with the last bid elicited by auctioneer Harold Siegel. Walking plows, horsecollars and antique wood stoves helped recount its story.

Known as Fairbury Nurseries since 1898, the business had evolved from the old Carpenter and Gage Company. It had been one of five bustling nurseries in the vicinity of Bower—a community nine miles north of Fairbury now marked by a lone farm house and school.

The nursery gained regional fame through its shipments of seed and "most anything that grew." Hurlburt's father and uncle, C. M. and Lew Hurlburt, ran the business along with an aunt, Mrs. Millie Hurlburt Burbridge.


"We even printed catalogs in the early days and ran ads in more than 50

newspapers," said Roy. "We moved to Fairbury in 1905 and have been in the same building ever since."

The owner's daughter, Ella Mae, has been associated with the nursery as book-keeper. The building being closed had been used as a nursery since 1884.

Getting the most attention at the auction was a 12-horse tree plow, a curiosity even to the oldest oldtimers present. It sold for \$95.

"It's been over 65 years since anybody saw 12 horses hitched to that plow," said Hurlburt. "The soil had less clay here at Fairbury, so we only needed eight."



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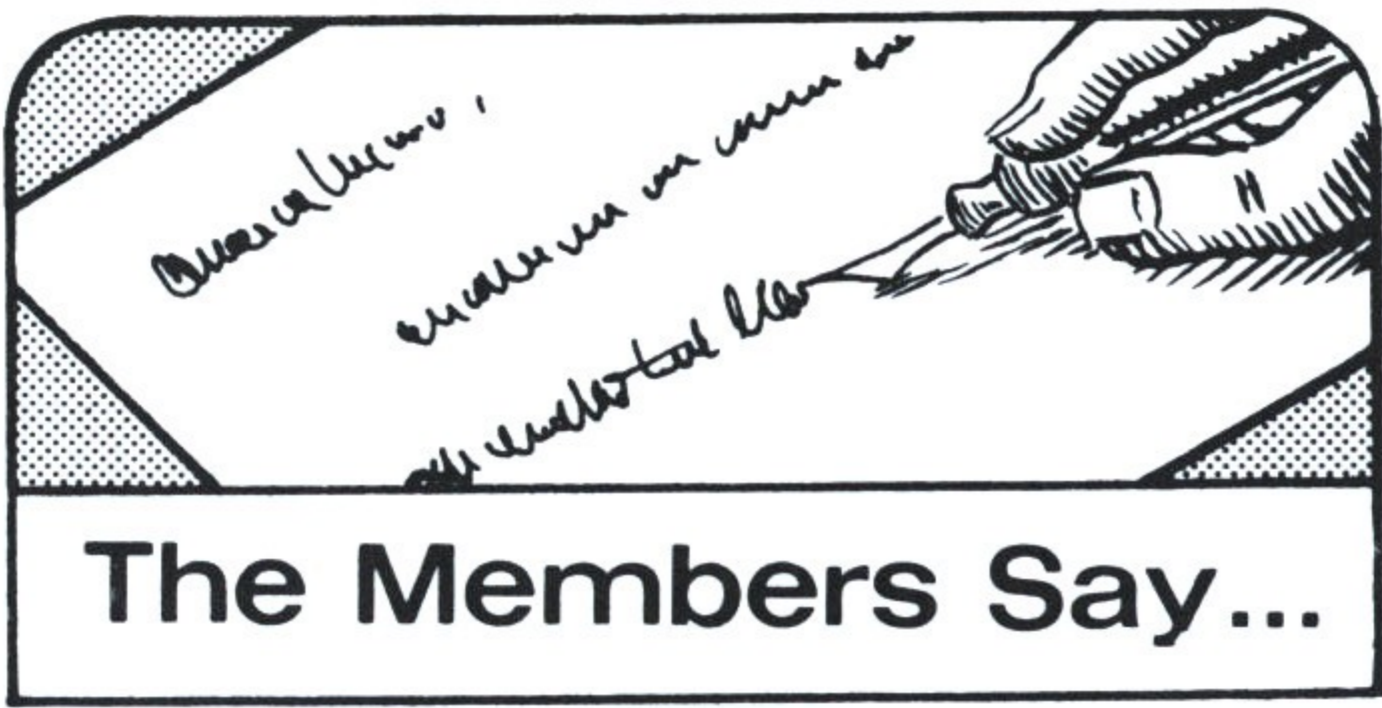
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 Ladies Auxiliary to the NAA

*Committees of twenty
 Deliberate plenty,
 Committees of ten
 Act now and then.
 But most jobs are done
 By committees of one.*



Dear Bernie:

Here it is another New Year, the best to you and all the Association members. I know Jim Messersmith will do a good job. He was one of my best instructors at Western College years ago. Here is my check for dues and Booster Page.

Here in California we are all real busy—seems the days are too short, really! Enjoy "The Auctioneer" every month. Keep up the good work.

Sincerely,
JACK PALMER
 Newport Beach, Calif.

Dear Mr. Hart;

I am sorry about the delay in payment of dues, but the last few months have found me real busy. I arrived in Panama the 7th of January, after spending 5 months at the U.S. Infantry School, at Ft. Benning, Georgia. My tour in Panama will last 18 months.

Now that I am settled here, I am anxious to start receiving THE AUCTIONEER again, although this place is far from the center of the auction business, but I hope to keep abreast of the news of the business and find a place for myself among America's fine super-salesmen, when my tour in the Army is over. Thank you.

Yours Truly,
CHARLES P. STOCKS, U.S. Army

Dear Friend Bernard:

Enclosed find my check for National Auctioneers dues for 1970. I have been rather busy selling dairy sales, and the good ones are selling very good. I see where you had some sales and are doing a lot of traveling. More power to you, as

you are doing a real good job. Hope to see you in Milwaukee in July.

Yours truly,
AL BOSS
 Carroll, Iowa

Dear Mr. Hart:

Having reached that age, and deciding to take what we could get at 62, I have shut our sales down for December and January. Spent some time in Florida on an economical type of vacation. Have been visiting auctions around here and in the Southeast. I have noticed most nitely miscellaneous sales use from 4 to 8 persons. I found myself noticing and staring at the antics of unnecessary help, when I should be looking at the merchandise and the auctioneer.

I have a young man helping me now, that I would not trade for 6 persons playing around. I sit behind a podium with high stool and a table on my left for merchandise. I sell and clerk, this young man keeps the table filled with merchandise, (larger items sold where they sit) delivers merchandise sold, collects money if they want to pay, keeps merchandise lots and me straight and catches bids in his spare time. We average 2 sales per minute. Have cut operating expense to bare minimum.

RILEY JEFFERSON
 Lincoln, Delaware

Dear Bernard Hart:

Enclosed in this letter you'll find a check for \$17.50 for membership, Booster and Gold Lapel button. The weather in North Dakota now is from 30 to 40 degrees below zero at night, but up to now we have had a good winter, and as of yet, we still don't have very much snow.

The last year in the Sixty decade has been a pretty good one for me in the auction business. I have conducted or have helped conduct 236 sales in 1969. I lost seven sales by storm cancellation, four by one market being flooded, and

two by going to Virginia, so the total for the year would have been 249 sales.

Livestock prices here in North Dakota have been exceptionally good in the past year. It sure is easy to sell Livestock when the demand is that good. Farm sales and Real-Estate sales have been fair, too. Some real good ones and some, of course, not so good.

All in all it's been a good year. Thanks to Mr. Morris Fannon and all those who had a part in it we really enjoyed the convention in Virginia.

Thank you,
WILBERT KROH
Bismarck, N. D.

Dear Bernie:

Enclosed please find check for \$5.00 to cover my name listing on the Booster page in "The Auctioneer". I have paid my state and national dues to Wilma Ather-ton, Secretary of the Kentucky Auc-tioneers Association, and you will be receiving this from her in the near future.

Bernie, business was the best last year of my entire career. This year so far has been good, but the weather has been bad, to say the least. Snow and the low temperatures of 10 below have made it on the rough side. Recently we sold over \$53,000.00 in personal property at a farm auction. This is good in this section of the country. The average auction will run from \$10 to \$20,000.00.

Looking forward to seeing all you fellows at Milwaukee, in July, and with best regards always, I am,

Yours for better auctions,
T. M. DUNLEVY
Jeffersonville, Indiana

Dear Bernard:

I am enclosing a photograph of a head-on collision I was involved in on January 16. I purchased a new 1970 Lincoln Continental Mark III to use in my business. On the 14th I installed a new solid-state telephone and on the 16th I drove to Elkhart, Indiana, to have a trailer hitch installed for my office trailer. I was returning by US 41 South and had



attempted to phone Jim Messersmith at the Denver Hilton, but the operator said he wasn't registered at that time. It was my understanding that the National Board would meet there on the 17th. I decided to try again the next day, not realizing that this would be impossible.

At 8:10 P.M. I crossed the double curved railroad overpass near Oaktown. I saw an automobile approaching from the south at a high rate of speed, and then leaving the pavement, it struck the spring-steel guard rail. This didn't alarm me as I thought guard rails were protective de-vices, but immediately this automobile bounced around and hurtled across the double yellow line into the path of my automobile. I accepted death in that brief instant. I prayed: "Dear Lord, take me for whatever is thy will" and then we hit. They hit me on the left front, did a counter clockwise half turn, which threw both occupants to the pavement (through their windshield) and then their car re-crossed the highway hitting the guard rail a second time. I came to, quite shaken up and saw the two bodies in the middle of the highway. I tried to get out to assist them by stopping traffic but my left leg was broken and I could not get out. I heard a semi-trailer approaching from the south but I could not signal him. He proceeded through the turn until almost upon us before realizing his lane was blocked and he swerved into the left lane, barely missing the bodies, and missing my automobile by only two feet. We were rushed to the hospital at Vincennes where both of the occupants of the other car, died. I have a severely broken leg, which is broke just below the knee, 4 broken

ribs, a broken nose and some minor face lacerations which are now healing. I am home now, having to be in a leg-length cast for 8 weeks. Auctioneers called me from throughout the state offering to assist me in the auctions I have already scheduled. Their response has been overwhelming.

My reason for writing this letter is two-fold. First, I want all my National Auctioneer friends to know that I am going to recover and that I am very grateful to just be alive. Second, I want to encourage these same friends to re-examine their lives and re-dedicate their lives to a personal commitment to their God. I saw two lives snuffed out that night and constantly prayed that their souls would be saved. I do not know whether they were ready or not. I believe each of us must live every bit of each and every day as though there will not be another. If we do this, we will then do a good job of personal witnessing.

Very truly yours,
D. D. MEYER
Vincennes, Indiana

Dear Mr. Hart:

Even though I am not a member of the N.A.A., I do hope that you will publish this letter in your magazine. Last Sunday I was invited by friends to drive with them to Elgin, Illinois. While there, they stopped at a Holiday Inn Hotel and I was wonderfully surprised to discover that the Dunnings were conducting an auction in one of the meeting rooms. At the Chicago, N.A.A. Convention in 1967, I had the privilege of meeting the senior Mr. Dunning, so I was very pleased to have an opportunity to say hello to him again.

I was greatly impressed by the manner in which his auction was conducted—with refinement, dignity, and pride. All of his assistants were extremely efficient (and, I might add, **polite**) in moving the items to and from the auction block with rapidity and silence. The younger Dunning is quite an accomplished auctioneer with a beautiful, easy-going chant, and his father's tremendous pride just shines in his face.

The senior Mr. Dunning asked me if I was going to write an article for The Auctioneer on his auction, but unfortunately, I was not able to be present long enough to write sufficient notes. I hope that this letter will be somewhat of a consolation, and I highly recommend to anyone living in Northern Illinois, that it is a worthwhile experience to observe the Dunnings, attired in their N.A.A. monogrammed jackets, conduct an auction that reflects such pride in their profession.

Sincerely,
DELECE NORCOTT
Chicago, Illinois

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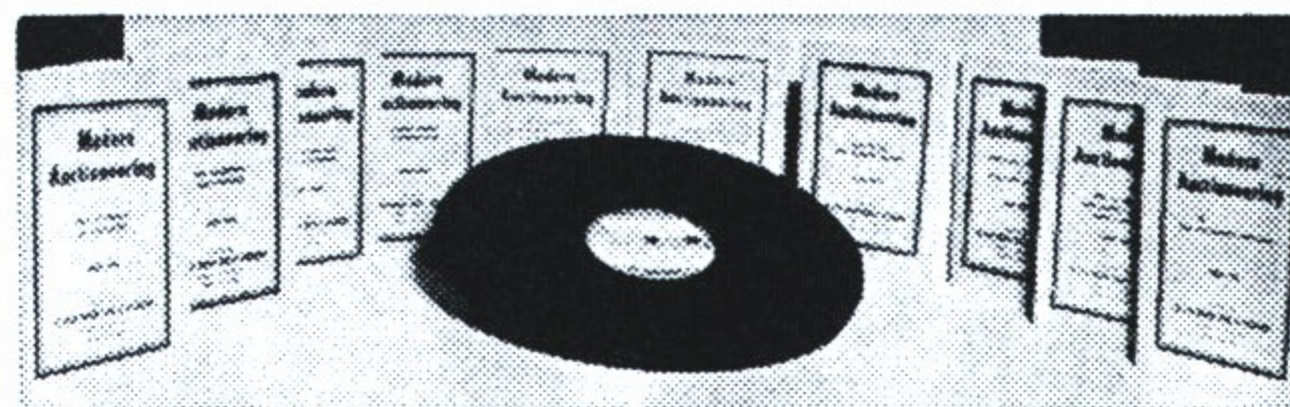
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Across The Country

BY BERNARD HART



Since my wife is an officer of the Nebraska Ladies Auxiliary it was necessary for her to attend the mid-year meeting of the officers and directors of the Nebraska Auctioneers Association and Auxiliary. This gave me an opportunity to sit in on the meeting and it was a most enjoyable experience. What made it so enjoyable was the "shower of checks" I received for the NAA Building Fund.

As mentioned previously, shortly after the Roanoke meeting, Nebraska President, Marv Grubaugh, called a special meeting of these same officers and directors and assigned them with the responsibility of contacting all Nebraska auctioneers and giving them the opportunity to have a part in the "National Shrine to the Auctioneers of America." The fruits of their labors have been most gratifying—and several have not completed their tasks as of this writing.

We are getting close to having enough money to complete this building project, an indication of the pride that many have in their profession. But—there are many, many auctioneers throughout the country who have not sent their checks. We hate to see them omitted from a part in this great project merely because they put it off. Included in this group that I am thinking about are many of my personal friends. May I plead with you again—GET THOSE CHECKS IN THE MAIL.

Back to the Nebraska Auctioneers Association again, they are planning another of their great conventions, to be held in Lincoln, this year. I believe this is only the second time in their 21 years they have met in Lincoln, the last time being when Rex Young was president. Bob Devaney, the country's winningest football coach, heads a list of talented persons on the program. If you live in Nebraska or an adjoining state, I recommend that you be in Lincoln, May 3, for this inspiring meeting of auctioneers.

Over the years the auction profession has furnished many, many leaders in community affairs. Some have broadened their scope and have served admirably in high governmental offices. A few weeks ago I attended a "Testimonial Dinner" at Lowell, Ind., honoring NAA member, Ernie Niemeyer. Two years ago, Ernie made a big step into politics when he was a candidate for U. S. Congressman from the Indiana District represented by the veteran Charlie Halleck for many years. His bid was unsuccessful but he made a lot of new friends, learned a good deal about politics and campaigning and his many friends are urging him to again toss his hat in the ring. At the time of the Dinner he was awaiting final ruling on a reapportionment of his home State Senatorial District.

A closing reminder for all auctioneers—GET YOUR BUILDING FUND CHECK IN THE MAIL AND DETERMINE TO ATTEND YOUR STATE'S NEXT AUCTIONEER'S MEETING.

PRESS-TIME REPORT

Dan J. Fuller, Albion, Nebr., passed away February 21, at the age of 88.

Col. Fuller was one of America's best known auctioneers. He started his career in Benton County, Indiana, in 1900, and has been active in his profession up until the past year or so. He was a past president of the Nebraska Auctioneers Association, a former Director of the National Auctioneers Association and one of the earlier recipients of the NAA's award for outstanding services to the auction profession and to the National Auctioneers Association.

More details in next month's issue.

Yorkshire Conference Sale Sets Records

The American Yorkshire Club's 1970 Type Conference set many new records for this annual event held January 22, 23, and 24 at Kinston, North Carolina.

Don Michael & Son, Bona Vista Farm of Farmersville, Ohio, showed the Grand Champion boar and he was purchased by Dee Brothers of State Center and Elmer and Lelia Cornelison of Des Moines, Iowa at \$6200, a new T. C. record.

Pennsylvania State University showed the reserve Grand Champion boar and he went to the Dick Kuecker herd at Algona, Iowa at \$5,800.

W & H Yorkshire Farm at Lehigh, Iowa bought the third place senior boar of Bill Funderburg of Twin Pine Farm, Greenville, Ohio for the third top selling price of \$3,600. This made Iowa the new home of the three top selling boars.

Twin Pine Farm showed the Grand Champion gilt and she went to the Bill Williams herd at Knightstown, Indiana at \$1,500.

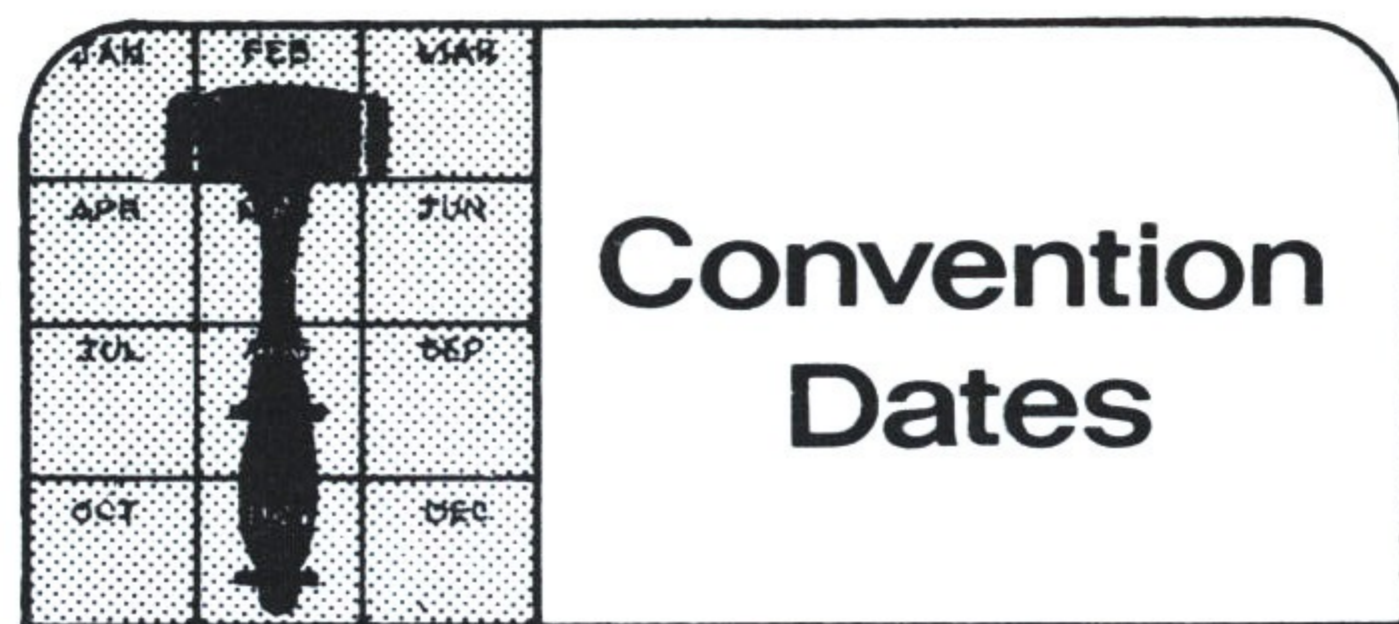
Bona Vista Farm showed the reserve grand champion gilt. She went to the Roland Malan herd at Highland, Illinois at \$1,600.

Pennsylvania State University showed the top pair of litter mate gilts. They were purchased by representatives from Japan to go to their country at \$1,400 each.

Bona Vista Farm showed the second place pair of gilts. They went to the Ralph Hunt & Sons herd at Cleveland, Alabama at \$450 each.

Pennsylvania State University had the top placing bred gilt and she went to the Fred Haley herd at Canton, Georgia at \$1,800, a new Type Conference record for a bred gilt.

Carl & Keith Bjerke of Northwood, North Dakota took the second place gilt of Bill Williams of Knightstown, Indiana at \$425.



April 5-6—Kentucky Auctioneers Association, Seelbach Hotel, Louisville

April 12—Illinois State Auctioneers Association, Aledo

May 3—Nebraska Auctioneers Association, The Villager Motel, Lincoln

May 3—Oklahoma State Auctioneers Association, Oklahoma City

May 23-24—Kansas Auctioneers Association, Hutchinson

June 5-6—Texas Auctioneers Association, Corpus Christi

June 9-10—Wisconsin Auctioneers Association

June 12-13—South Dakota Auctioneers Association, Aberdeen

June 13-14—Ohio Auctioneers Association, Atwood State Lodge, Delroy.

June 28-29—Tennessee Auctioneers Association, Mountain View Motel, Gatlinburg

July 30-31 and Aug. 1—N. A. A. National Convention, Pfister Hotel, Milwaukee, Wisconsin



Pennsylvania State University sold their other bred gilt to Lee Riddick & Son, a commercial feeder pig producer of Corapeake, North Carolina at \$1,600.

The 84 boars brought \$57,870 for a \$689 average. The first 40 boars averaged \$1,150.

The 59 open gilts totaled \$15,935, for a \$270 average. The 15 pairs of gilts brought \$7,200 or an average of \$241 each.

Nine bred sows brought \$5,715 for an average of \$635.

182 head totaled \$86,740 which is a new high gross for a Type Conference. The entire offering averaged \$466. Over 70% of the entire sale offering stayed in the state of North Carolina. Keith Goode of Lacona, Iowa, and Mark Pickel of Wingate, Indiana sold the offering.



The Lighter Side...

REASON FOR TEARS

Two little boys were playing in the back yard. One was eating a piece of cake. The other was crying. Their mother came out to see what the trouble was about.

“What’s he crying for?” she asked the first one.

“Because I won’t give him any of my cake,” he said.

“Is his cake all gone?” his mother asked.

“Yes,” he said, “and he cried when I was eating that, too.”

YOU DIDN’T?

The day-dreaming man down the street is in the doghouse again. He was sitting home minding his own business and thinking shallow thoughts when he heard his wife say something about “the sex drive.”

Without thinking he said: “I gave at the office.”

SELF IMPROVEMENT

“How come you and Gladys quit going together?”

“Well, she asked me to stop drinking and I did. She asked me to stop smoking and I did. Then she asked me to give up gambling, hot-rodding and long hair and I did. Then I ditched her. I figured I had become so much more desirable that I could do better.”

MUST BE SOME GAIN, TOO.

Wife: “I’ve lost two pounds again!

Husband: “That makes at least 936 pounds you’ve lost since we’ve been married.”

A HELPING HAND

The teacher was seated next to a stranger in church. It was extremely warm and suddenly he seemed to slump forward to the floor. Remembering her Red Cross training, the teacher quickly knelt down and whispered to the man: “Put your head between your knees—you’ll feel better if the blood can get to your head.” And she put her hand on the back of his neck, vigorously pushing it down.

“Please lady,” the man finally gasped back. “I’m just trying to pick up my hat!”

SMALLER DOSE

Two businessmen at lunch were discussing their families.

“I have six boys,” one of them said.

“That’s a nice family,” sighed the other. “I wish to heaven I had six children.”

“Don’t you have any children?” the proud father asked with a touch of sympathy.

“Oh, yes,” sighed the other. “I have 12.”

ETHICS

“I think your bartender is pocketing the money,” reported the pub owner’s wife.

“Moriarty tap the till? I doubt it, but I’ll watch him,” said Doyle.

So he bored a hole in the back door to watch Moriarty.

A customer came in, put down a quarter, and had a drink. Moriarty took the quarter. “If it’s heads,” he said, “I’ll put it in the register—it’s Doyle’s. If it’s tails, it’s mine. Tails!” So he put it in his pocket.

Two men came in. They put a half dollar on the bar. Moriarty took the half dollar. "If it's heads, I'll give it to Doyle. Tails I'll keep it myself. Tails!" And into his pocket it went.

A couple of more patrons came in and ordered drinks. Again Moriarty said, "Tails and I'll keep it; heads I'll give it to Doyle." It came down heads. "Well," said Moriarty, "I'll make it two out of three," and tossed the coin up again. It came down heads.

"I'll make it three out of five," he said. And for the third time it came down heads. "Oh, well," said Moriarty, "I'll keep it anyway."

"Oh, no, you don't!" shouted Doyle from behind the door. "Put that in the register! I won that fair and square."



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

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1,000 Wires \$5.00 5,000 Wires \$22.50

BUYER CARDS . . . Form No. BC-69

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

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

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

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

8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Auctioneer signs that he received the items listed and seller signs that he has good title to all items and the right to sell. Auctioneer keeps the original and second copy and seller keeps a copy. Consignor receives second copy from auctioneer with his payment check. Space to list a number of items on each form.

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PERSONAL PROPERTY AUCTION CONTRACT

. . . Form No. PPC-69

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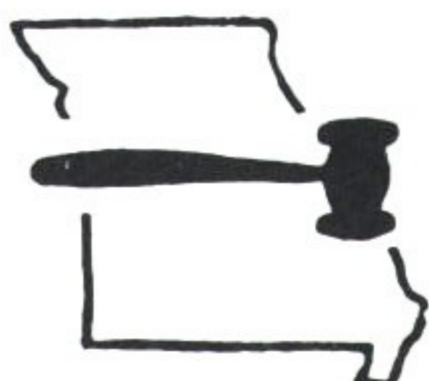
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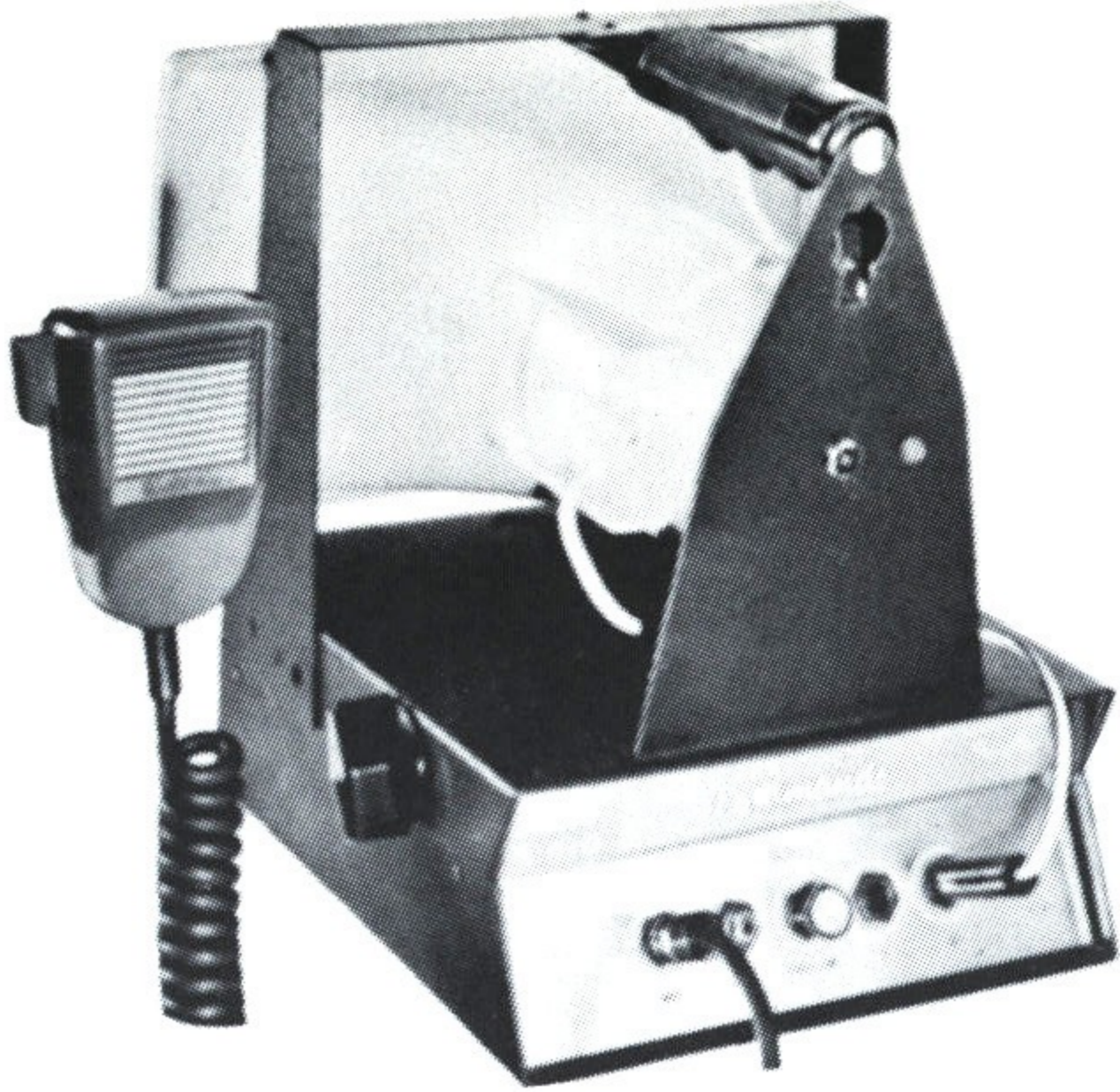
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