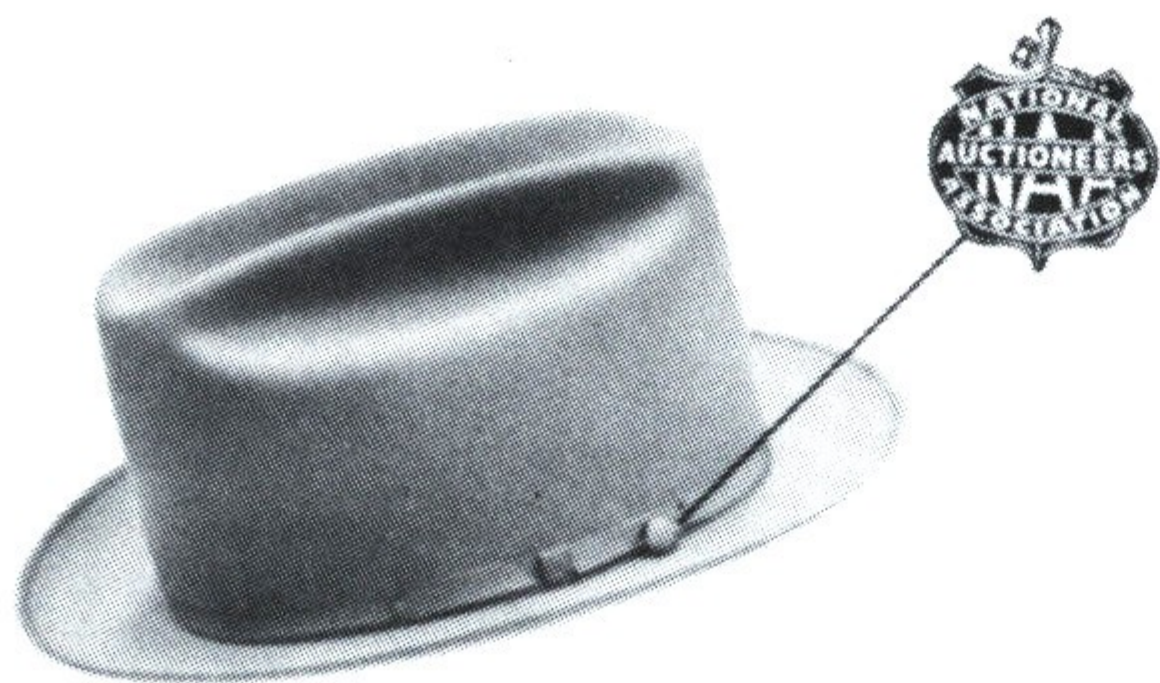


VOL. XXV NO. 1 JANUARY 1974

THE **auctioneer**





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

There is an old saying, “Into each life some rain must fall”, while on the other hand there is another old saying, “Every dark cloud has a silver lining”. Now, what is this all about? As most of you know, I have had troubles this past year getting delivery on my hats. The Hat Corporation sold out to Byer-Rolnick and to be honest with you, the new company could not produce the type hats my customers demand. (That’s the rain.) I was about to throw in the towel and quit and then I thought about the many auctioneers throughout the country who depend upon me for their hats. I thought I would give it one more try and low and behold I hit a bonanza. I now have the one and only — the ole standby for over 100 years — none other than “Stetson”. (This is the silver lining.) They have agreed to make the “Auctioneer” hat for us in the usual felt (silver belly) with red satin lining and auctioneer emblem in inside of crown in 2 1/8”, 2 3/8” and 2 5/8” brim widths. They will also make the milan (light tan) straws in same brim widths.

We have also contracted with the Stetson people to supply us with jackets (London Fog type design and material) in four colors — navy, natural, light yellow and earth brown on which we will place the three colored auctioneer emblem on the left chest.

I want to apologize to those of you who have orders in for hats at this time and have not received them but I am out of a few sizes at this time and will not have them until shortly after January 1 — and from then on both summer and winter hats (Stetson) will be in stock.

For anyone who is interested we can supply you with any style hat that Stetson makes up to the \$100.00 Open Road 7X Beaver — or any of the other Western style hats. This is, of course, by special order and would require approximately three weeks for delivery.

The gavel itself is 14 K “Solid gold”

with .15 high quality sparkling diamond	\$159.95
with .25 high quality sparkling diamond	\$219.95
Felt (Silver Belly)	\$14.95
Jackets w/3 color emblem	19.95 (large, medium and extra large)
3-color Auctioneer Emblems	3.00
	Plus 4% sales tax

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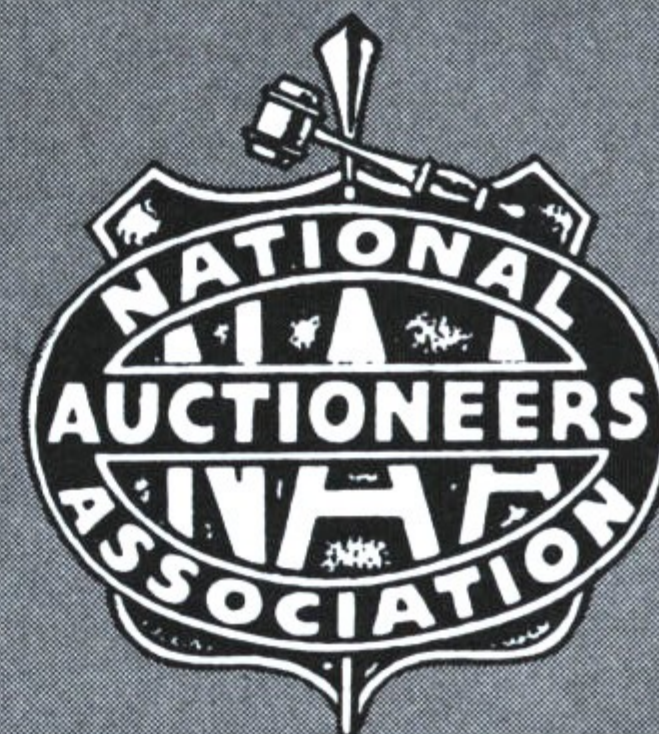
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THE **auCTIONeer**

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

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North Dakota Is Cowboy Country

By Bob Penfield, Convention Chairman

The most colorful cowboy of all time was born on the Cheyenne Indian Reservation in Western Dakota in 1930. Casey Tibbs was World Champion Saddle Bronc rider while still a teenager. He held that title more times than any cowboy that has ever lived. After holding 8 or 9 world titles including World Champion All Around Cowboy before he was 30 years old, he went on to be a rodeo producer and later produced some top-notch western movies.

About the time Casey Tibbs was born, two of the greatest old time bronc riders were hanging up their spurs to retire in Western Dakota. They were Babe Mansbridge and Earl Thode, both World Champions in the 1920's. Both were native sons of the cowboy country where the 1974 NAA convention will be held at Medora, North Dakota. Mansbridge was raised on a cattle ranch on the west banks of the Little Missouri River, about 30 miles upstream from Medora and the ranches of Teddy Roosevelt.

When Mr. Roosevelt, "Old Four Eyes," left his North Dakota ranches, he took some of his old cowboy buddies and many of their good horses with him to form the US cavalry unit later dubbed the "Rough Riders". This same group of Northern Plains Cowboys were the ones that charged up San Juan Hill and made history in the Spanish-American War. After Mr. Roosevelt became "President" he said "If it were not for my ranching experiences in North Dakota, I would not have become the President of the United States."

Some of the jet-age cowboys that have made a name for themselves in "America's No. 1 Sport" are the Tescher brothers, Jim, Alvin and Tom, Alvin Nelson, Dean Armstrong, Bob Aber, and the great rodeo clown, Dale Greenwood. All of the above named have been in the Top Ten standings at one time or another, and Alvin Nelson won the World title in Saddle bronc riding 2 or 3 times.

Jim Tescher was Runner-up 1 year and his brother Tom got high in the standings while ranching full time and rodeoing when it was handy. All of them live in the good ranch country that surrounds Medora for many miles.

On the other side of the rodeo coin is the stock. For each cowboy in competition it takes a head of wild rodeo stock, of some kind. Virtually all of the rodeo broncs being used in this great sport today were grown up here in the range country that takes in an area surrounding Medora by about 300 miles in all directions.

Tipperary was a horse that captured the respect of the cowboys and admiration of the rodeo fans all over the West back in the early 1900's. He was born in the sagebrush country west of Highway US 85 that will take you from the Black Hills of South Dakota into the Badlands of North Dakota and Medora. Many old timers still set around the supper table today and argue whether a qualified ride was ever made on this great bucking horse or not. All will agree however, that he was never ridden more than 1 time, with every good cowboy in the world having taken a try at him at least once.

Fred Wilson still lives on the ranch that he grew up on when Tipperary was on the rodeo circuit and the pride and joy of the Wilson ranch.

Modern day rodeo broncs such as Sage Hen, Descent, Jesse James and Old Fitzgerald all originated up here in Montana, Dakota and southern Saskatchewan where about the only thing that outnumbers the cowboys and cowgirls are the choice beef cattle.

No matter where you live or where you are on July 20th or 21st, in 1974, you'll have to travel through "Cowboy Country, USA" to get to the National Auctioneers Convention in Medora, North Dakota, on July 22nd, 23rd, 24th, and 25th. Bring your boots and hat, podnur!!!



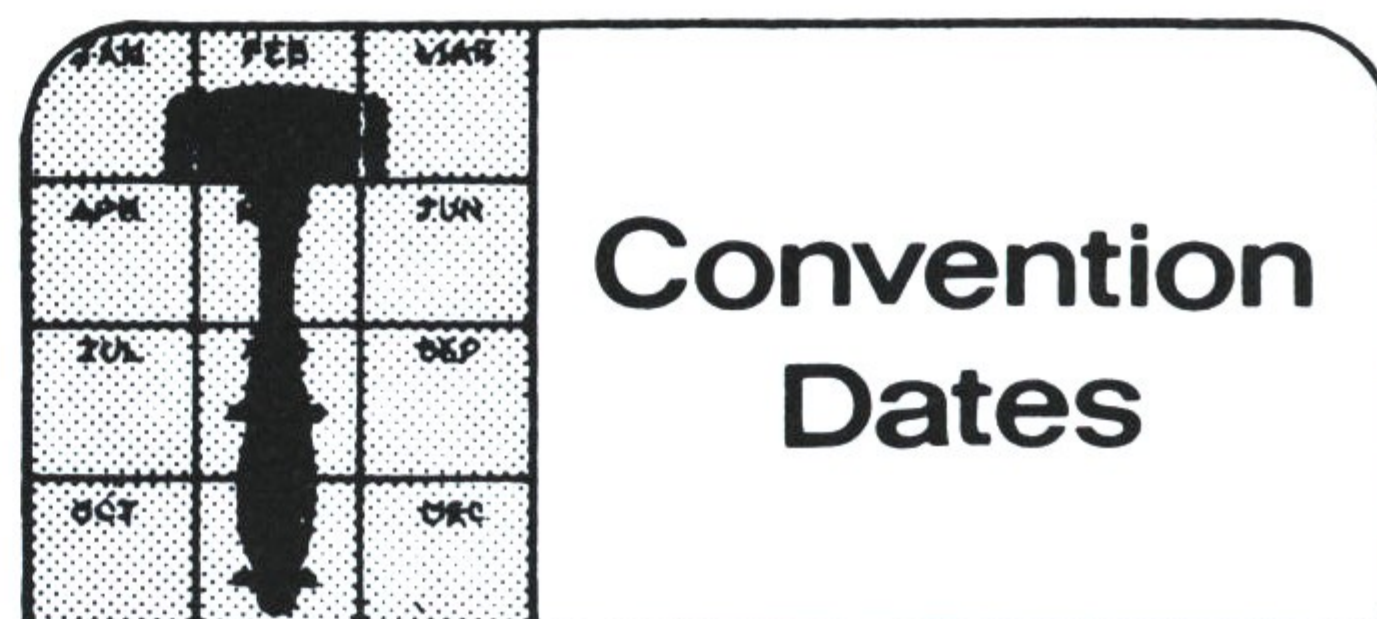
Traveling through Nebraska on your way to the Medora convention you will find many historical sites of interest. One of these is Ash Hollow on Highway 26, northwest of Ogallala. Wagon tracks left by travelers of the Oregon Trail are still visible and this sod house has been reconstructed to supply a re-creation of the old west.

Maryland Meeting, Jan. 16

The Auctioneers Association of Maryland will hold a meeting and election of officers the evening of January 16. This will be a Dinner meeting at the Baltimore Playboy Club, 28 Light Street, in Baltimore.

New members and guests are urged to attend. For further information, contact, R. C. Burkheimer, Secretary-Treasurer, P.O. Box 324, Elkton, MD 21921.

IN UNITY THERE IS STRENGTH



- January 11-12 — Pennsylvania Auctioneers Association, Host Inn, Harrisburg.
- January 12-13 — Ohio Auctioneers Association, Imperial House North, Columbus.
- January 13 — Colorado Auctioneers Association, Red Slipper, Cherry Creek Inn, Denver.
- January 16 — Auctioneers Association of Maryland, Playboy Club, Baltimore.
- January 27-28 — Minnesota State Auctioneers Association, Holiday Inn, North Mankato.
- February 11 — New Jersey State Society of Auctioneers, Van's Inn, Freehold.
- March 1-2-3 — North Dakota Auctioneers Association, Chieftan Motel, Carrington.
- March 31 — Illinois State Auctioneers Association, Ramada Inn, Bloomington.
- April 20-21 — Kentucky Auctioneers Association, Galt House, Louisville.
- June 7-8-9 — South Dakota Auctioneers Association, Sioux Falls.
- June 16-17 — Tennessee Auctioneers Association, Pickwick Dam State Park, Savannah.
- JULY 23-24-25 — NATIONAL AUCTIONEERS ASSOCIATION CONVENTION, MEDORA, NORTH DAKOTA.

Black Hills Ranch Sold At Auction

Acclaimed as a real success by owner and auctioneers was the auction of the Black Hills Pleasant Valley Ranch near Custer, South Dakota on Labor Day.

The ranch was sold in units with a Detroit, Michigan buyer taking 1,400 acres as the largest buyer.

Buyers from many different states were registered for the sale with buyers from New Mexico, Colorado, Michigan, Iowa, Nebraska and South Dakota active in bidding and buying the different units. The sale was handled by R. A. "Dick" Mader Real Estate of Gillette and Sheridan, Wyoming.

David Tracy Honored By New York Group

David H. Tracy, Pavilion, N.Y., was named "Auctioneer of the Year" at the Annual Meeting of the New York State Auctioneers Association at Syracuse, Nov. 4. Tracy is serving his third year on the Board of Directors of the National Auctioneers Association and is a former president of the state group.

The full day's program saw George "Bill" Forrest make a presentation of Auction Humor. Several members took part in this portion of the program, adding to its acceptance and impact. Gerald Stevens of the N.Y.S. Department of Agriculture and Markets addressed the group on the handling of Bee equipment and its disposal at public auction. Also introduced was Dr. William Haenl, assistant director of the state agriculture department. Dr. Haenl told of the health regulations required by the State for the importing and exporting of cattle and horses. He answered several questions presented by the members.

T. Edison Ogden, Memphis, N.Y., gave an excellent report on the activities of the auctioneers exhibit at the State Fair. He reported it well received by all who saw it and felt it proved an excellent public relations medium. Mr. Ogden requested more items for display at next year's exhibit. Dave Tracy reported on

the 1973 National Auctioneers Convention at St. Petersburg, Fla.

Keynote speaker was C. B. McCarter, Sevierville, Tenn. His talk was inspiring and humorous covering some of his experiences in the auction profession. Mr. McCarter also introduced his son, Scott, who entertained with some singing.

Marvin Smith, Silver Creek, was elected to the office of President, succeeding Duane Gansz, Lyons. Craig Wilcox, Bergen, was elected Vice President and Duane Gansz was named to the newly created office of Executive Secretary-Treasurer. Victor Pirrong, Wayland, and T. Edison Ogden, Memphis, were elected to the Board of Directors.

Colorado Meeting, Jan. 13

Colorado Auctioneers will meet the afternoon and evening of January 13 for their Annual Convention and Business Meeting. Meeting will be held in Denver at the Red Slipper in the Cherry Creek Inn, 600 S. Colorado Blvd.

Commentator Arthur Gaeth and Senator Fred Anderson will speak during the afternoon session. New officers will be elected and a Banquet for all auctioneers and their wives will be held in the evening.



These are the folks who attended the New York State Auctioneers Association Annual Meeting, November 4. Seated at the table are; from the left: Marvin Smith, Silver Creek, president-elect; Duane E. Gansz, Lyons, retiring president and now Executive Secretary-Treasurer; and Harold Jones, West Winfield, retiring vice president.

Traiman October Real Estate

Sales Exceed \$4 Million Mark

Real estate sales in excess of \$4 million during the past month have been reported by the Louis Traiman Auction Company, including one transaction of over \$1 million and several transactions of over half a million dollars.

Largest single transaction was the 212-acre Bellevue Farm on Boot Road in East Goshen Township, Chester County, Pa. The farm was sold at executor's auction for Girard Trust Bank, executors for the estate of the late Samuel B. Eckert, to John Gambone and Bernard Hankin for \$1,505,000.

Meadow Court Farm in Exton, Pa (on North Ship Road) was sold at absolute auction for John W. B. Bausman Jr. to Bernard Hankin for \$725,000.

The 490-acre gentlemen's farm/estate on Route 540 in Alloway Township, Salem County, N.J. was sold at absolute auction for McEdowney and Co., James M. Seabrook, President, to William Luria and John J. Zule for \$655,000.

Other transactions included the 104-acre Felicity Farm on Hollow Road in Charleston Township, Chester County, which was sold at absolute auction for Col. John C. Boyle, Ret. for an aggregate of approximately \$400,000. Six parcels were sold to John Gambone for \$265,000; five parcels to Harry Nichols, Jr. for \$107,500, and one parcel to Barry Buckley for \$18,000.

The 10-acre Zantzinger residence at 490 Darby-Paoli Road, Radnor, Pa., was sold at sealed bid auction by order of the Township of Radnor to the Church of the Saviour for \$361,000 subject to the buyer's right to maintain a Church. The 69-acre Harlech Hill Farm in East Vincent Township, Chester County, was sold at absolute auction for William S. Laughlin to Melvin L. Kivitz for \$212,500.

The Wyngate Hall at 4931-59 Spruce Street was sold by the Traiman organization for Fidelity Bank to Ralph Heller for \$188,000. A total of 60 acres of land in Guthriesville, East Brandywine Township, Chester County, was sold at executor's auction for Ruth Baughman to John D. Schorsh for \$168,000, and a residence on over six acres of ground in Hartsville, Bucks County, was sold for the Elmi Corp. to Charles E. Brooks of Hatboro,

Pa. for \$105,500.

A centrally air-conditioned residence on 6.7 acres on Dutch Mill Road in the Poconos was sold for Joseph R. Skilling to A. Addison Roberts for \$100,000.

Also, a stone-plastered residence on eight acres on Lantern Lane, Penllyn, Montgomery County, was sold at executor's auction for Girard Trust Bank, to Francois Michelland for \$88,000.

An old four-story industrial building at 1001-09 Glenwood Ave. Philadelphia, was sold at absolute auction for North American Lace Co. to Ray Gardens Inc. for \$77,500, and two properties at Townsend's Inlet, New Jersey were sold for John N. Farri. They included a modern contemporary residence at 80th Street and the beach which was sold to William R. May of Glenside, Pa., for \$55,500 and a duplex at 13 E. 80th Street which was sold to Richard A. Widmaier of Cinnaminson, N.J. for \$60,000.

The one-and four story Powelton Industrial Building at 3915 Powelton Ave., Philadelphia, was sold by Traiman for Powelton Industrial Building Inc. to Annette M. Sharkey for \$59,000.

Other sales include a prime commercial site on the northeast corner of McDade Blvd. and Springfield Road in Darby, Pa., sold for Louis Persia to Ivan M. Popkin for \$38,500 and a modern split level residence in Warwick Township, Chester County, which was sold for Jerry N. Stanford to John J. and Marion Gilson for \$33,000.

A man very much interested in old books ran into an unbookish acquaintance of his who'd just thrown away an old Bible which had been packed away in his attic. The latter happened to mention that "somebody named Guten-something-or-other had printed it."

"Not Gutenberg!" gasped the book lover. "You idiot! You've thrown away one of the first books ever printed. A copy sold at auction recently for over \$400,000."

The other man was unmoved. "My copy wouldn't have brought a nickel," he said. "Some fellow named Martin Luther had scribbled all over it."

15th Annual Fall Meet For Tennessee Colonels

By Hubert D. Songer, Secretary

The 15th Annual Fall Meeting of the Tennessee Auctioneers Association was an outstanding success and greatly enjoyed by the 70 auctioneers in attendance. The Ladies Auxiliary also had an excellent turn out.

The meeting opened with the invocation by Vice President, Billy Hobbs of Lebanon; and Colonel Dewey Hurley led the assembly in singing "America" and then in the pledge of allegiance to the flag.

Colonel Billy Howell, Jr. was presented as the Program Chairman for the day by President E. B. Fulkerson. The Program Committee of Colonels Fred Ramsay, Ernie Hill and Jerry C. Gregory had arranged, what proved to be, one of the best fall meeting programs ever.

An outstanding feature of the program

was a very informative panel discussion moderated by Colonel Steve Anderson with Colonels Frank Walden, Jim Stevens, George Burns and Sam Furrow giving information and answering questions in their special fields of livestock, real estate, auction house operations and in liquidations.

Probably the highlight of the program was the feature "The Widow and the Auctioneers". Colonel C. B. Arnette, dressed and played the part of the widow to the hilt. Colonels Jim Stevens, Charles Rainwater and Raymond Taggart were the unsuspecting, innocent auctioneers who were called in one by one to discuss with the "widow" the matter of selling her large farm, equipment and livestock. This was a very informative, but hilariously funny, skit which was greatly enjoyed by all.

It certainly was our pleasure to have the past President of N.A.A., Colonel Morris Fannon of Pennington Gap, Virginia, with us. Colonel Fannon called our



"The Widow and the Auctioneers", from the left: Raymond Taggart, Memphis; Charles Rainwater, Morristown; Jim Stevens, Nashville; and the "Widow", C. B. Arnette, Murfreesboro.

attention to little things that occur in bidding where he felt improvements could be made, and we certainly agree.

Colonels John Horton and E. W. Patton of the Alabama Auctioneers Commission were in attendance as out of state guests.

The Annual Convention of the Tennessee Auctioneers Association will be held at Pickwick Dam State Park, June 16 and 17. This state park is near Savannah, Tennessee and features excellent motel accommodations, camping facilities, excellent swimming and an 18 hole golf course.

T.A.A. members mark these dates on your calendar now, Sunday, June 16 and Monday, June 17. We suggest you write for reservations now or send your request for reservations to the Secretary.

Virginia Auctioneers Enjoy Successful Meet

Members of the Virginia Auctioneers Association gathered at the Natural Bridge Hotel, in Natural Bridge, December 1-2 for their Annual Convention and Business Meeting. A very good group turned out and everyone thoroughly enjoyed both the fellowship and the program.

Events got underway on Saturday afternoon with classes on Farm Machinery Auctions and Real Estate Auctions. They were moderated by Harold Entsminger, Jr., Buchanan, and Stanley King, Wytheville. Morris Fannon, Pennington Gap, gave a report on his year as President of the National Auctioneers Association.

K. C. Williamson of the Animal Science Department at Virginia Polytechnic Institute, explained the future needs at VPI and requested support from the Virginia Auctioneers Association. A social hour and buffet dinner followed.

Bernard Hart, Secretary of the National Auctioneers Association, was introduced and made some brief remarks after which Ed Grimsley of the Richmond Times Dispatch delivered the main address. The evening was completed with a Fun Auction and dancing to the music of Bob Campbell and the Coachmen.

Lt. Gov. Elect, John Dalton, addressed the group the following morning after which a business meeting and election of officers was held.

Jon Cook, Staunton, was elected President; Haywood Darnell, Barboursville, is the new Vice President; and Martha

Daniel, Blackstone, was elected Secretary-Treasurer. Stafford Shewey, Bland, and Calvin Jones, Albemarle, were elected to the Board of Directors. It was voted to hold the 1974 meeting at the Hotel Roanoke, in Roanoke, Dec. 7-8.

Carl McNeil, Christiansburg, the retiring president, is to be commended on a smooth running, informative and entertaining convention.

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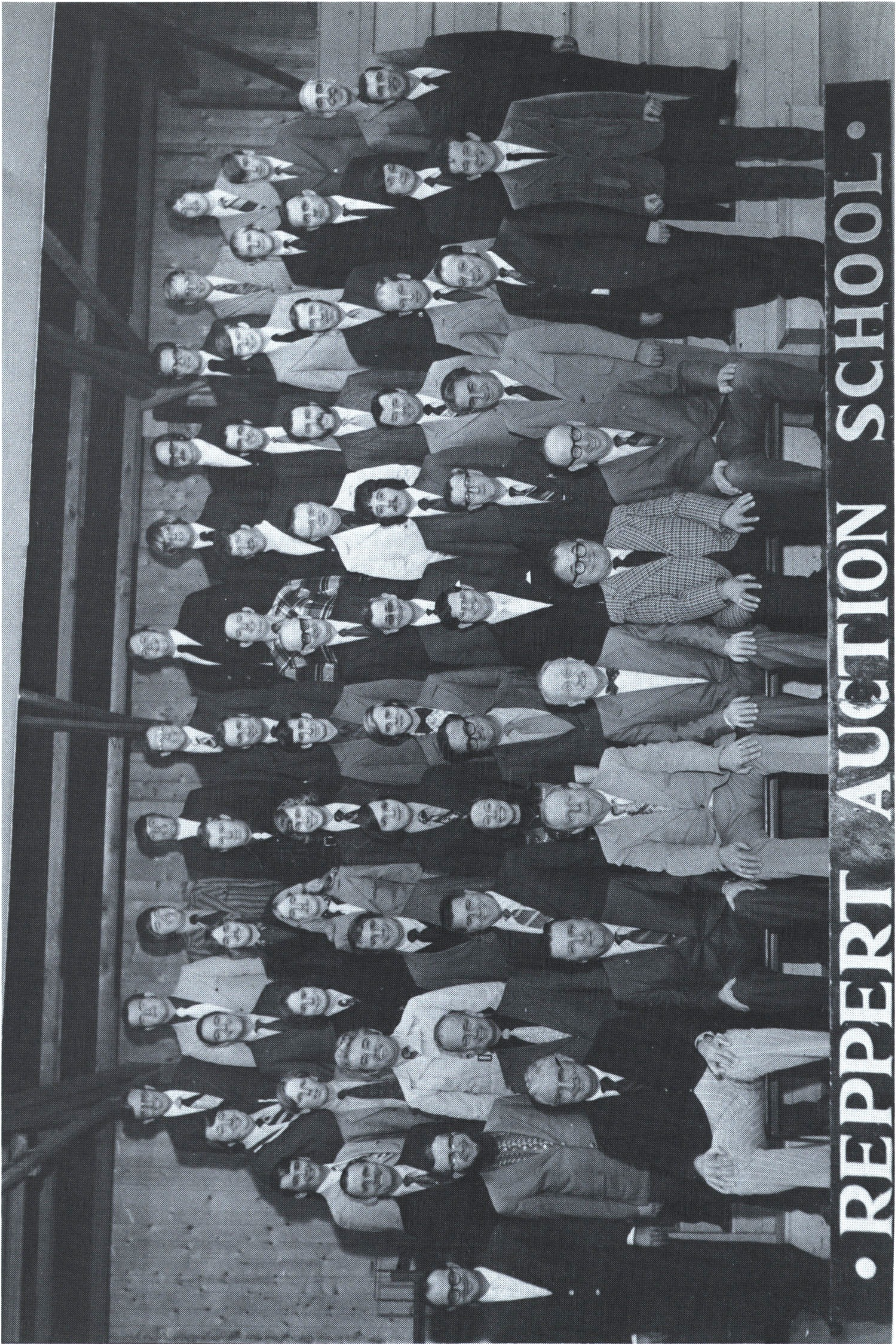
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Mrs. Willard (Avis) Arnaman,
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Mrs. Lee (Mary) Hickman,
Oklahoma City, Okla.



Reppert School Of Auctioneering

On the opposite page is the graduating class from Reppert School of Auctioneering, Decatur, Ind., class of November 26, 1973 to December 14, 1973. Identification reads from left to right in all cases.

TOP ROW: Norman N. Dennison, Ind.; Chas. E. Unkle, Ind.; Steven J. Kreigh, Ind.; Garry L. Kent, Miss.; Paul W. McVey, Ohio; John A. Josko, Conn.; Jack Waldrip, Ga.; Robert R. Schultz, Md.; Ernie Smith, Ind.; James M. Cathey, Tenn.; and Alfred R. Wheeler, Jr., Ohio.

FOURTH ROW: Carl J. Pace, Jr., Ind.; Emory W. Sanders, N.H.; Danny E. Vance, Ind.; Mal D. Elkins, Colo.; Ivan R. Yost, Pa.; Louis Houston, Ind.; Donald England, Ga.; Richard L. Maloney, Ill.; David L. Wild, Ohio; William J. Landstra, Mich.; and Gary Deaton, Ohio.

THIRD ROW: Geraldean (Kelly) Shelton, Ohio; Robert Hall, Kilterman County, Dublin, Ireland; Robert R. Bosler, Pa.; Jim Gill, Ind.; Charles K. Sauers, Ind.; Danny R. Mayfield, Ala.; Richard B. Veneman, Ind.; Wendell H. Weltzien, Ill.; John R. Bell, Pa.; Ray M. Sutton, Ohio;

Walter H. Sanders, Jr., N.C.; and Joseph L. Fortier, Mich.

SECOND ROW: Earl K. Etherington, Ont.; Jerry M. King, La.; Robert S. Long, Jr., Tenn.; Michael A. Dial, Ind.; W. Bruce Nicolls, Pa.; William E. Graham, Ind.; Terry G. Neer, Ohio; Howard W. McCormick, Ind.; Donald P. Short, Ont.; George W. Deaton, Ind.; and Arthur W. Morrison, Pa.

FIRST ROW: Fred L. Maxwell, Ind.; Richard M. Alexander, Pa.; Evert L. Pringle, Pa.; William R. Goodwin, Ohio; Gail Cherry, Tenn.; Tom V. Buskirk, Ind.; John J. Cardini, Ind.; Merle Af-folder, Ind.; Elvin D. Niles, Ind.; Frank J. Finger, N.Y.; Rodrick McLean, Ind.

SEATED, Instructors: Robert Anderson, Attorney, Decatur, Ind.; Phil Neuen-schwander, Berne, Ind.; Roland Reppert, M.D., Owner and President, Decatur, Ind.; Q. R. Chaffee, Dean, Towanda, Pa.; Paul Z. Martin, Blue Ball, Pa.; and H. D. Darnell, Cynthiana, Ky.

Power

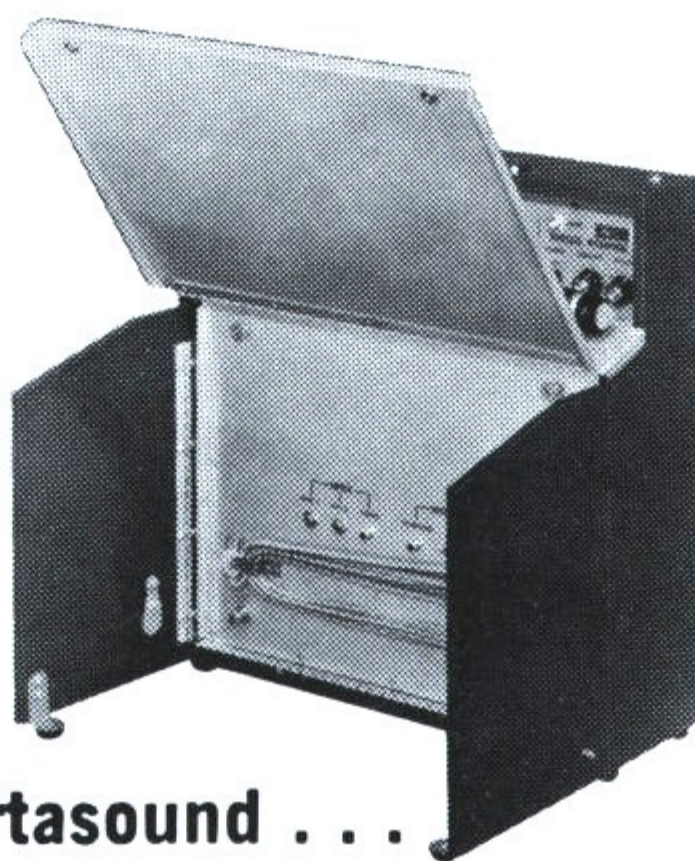
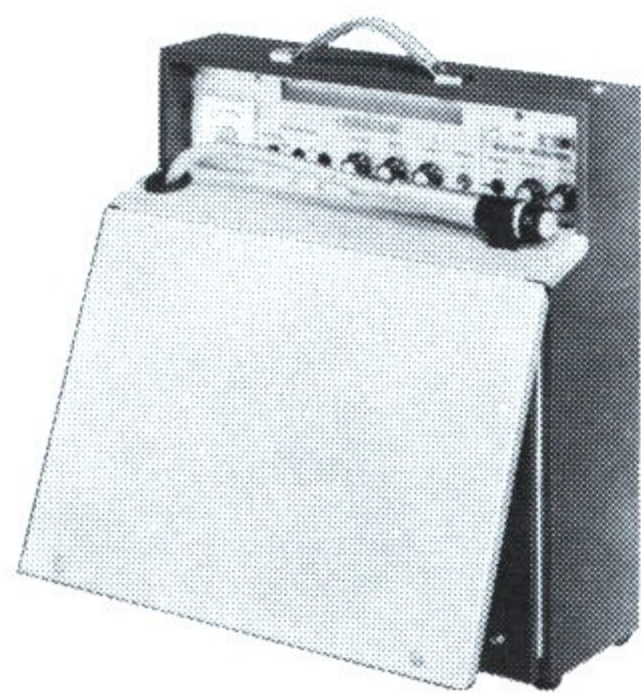
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— Marcel Proust.

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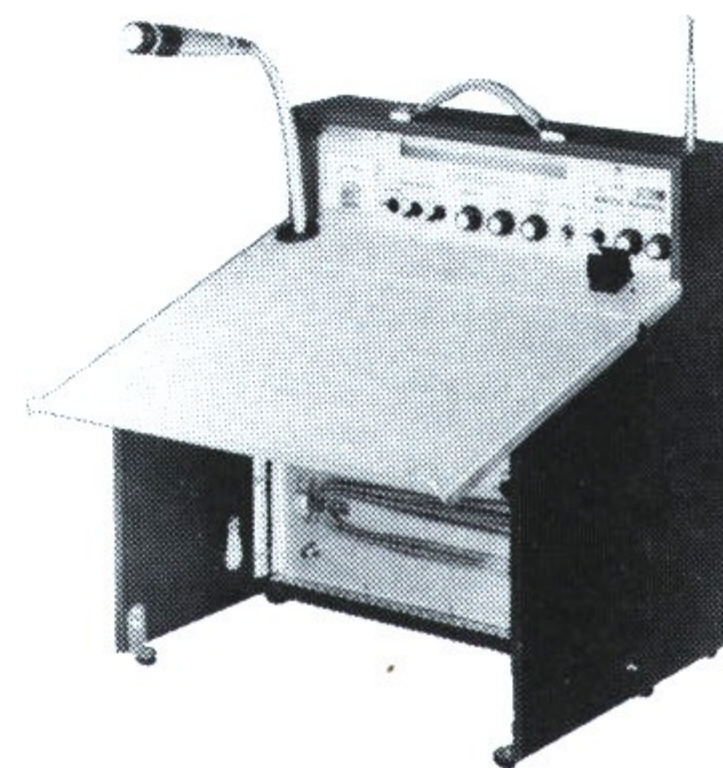
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Know Your Director

Ford Good of Seville, Ohio, has virtually grown up with the auction business. Born in Seville, Ford has lived all his life in this productive agricultural area. Ford's earliest memories include auction anecdotes by his father who was a clerk for local auctions, including some cried by Colonel "Pop" Hess. Later his interest was further aroused when an uncle, Will, became an auctioneer and another uncle "A. B." was his number-one clerk.

Memories of high school days are interspersed with things like rising early to help with the milking of a dairy herd, the usual pressures of planting and harvest, sale and trucking of hay to riding stables and race tracks in the area, participation in church activities, playing of high school basketball, mechanical interests including repair of equipment and the "invention" and building of numerous labor saving devices for the family farm.

Graduation from high school was followed by full time farming with his father and brother Paul, and a growing interest in the auction business. Ford attended and graduated from Reppert's School of Auctioneering in 1938. During his early years he assisted his uncle and other auctioneers while gradually developing an independent business including farm, livestock, and household sales. In 1960 he purchased an auction house in Creston, Ohio, which has continued with regular weekly sales of eggs, farm produce, and merchandise. Through the years, Good's Auction Service has expanded the use of the auction house by bringing in a wide variety of merchandise for special sales which have become very popular. Dispersals both at the auction house and in the field have included dispersing property of many different kinds including a dry goods store, hardware stores, grocery store, plumbing establishment, greenhouse equipment, nursery stock, farm equipment, cattle, horses, household goods, antiques, and real estate. In 1965 Ford secured a real estate salesman's license and is associated with a nephew in the R. C. Good Realty of Canton.

Ford is a member and past-president of the Ohio Auctioneer's Association and has been on the Board of Directors for 2



FORD GOOD

terms. In 1973 he won the Top Auctioneer award at the Ohio State Fair.

Ford and his wife, Adeline are members of the United Church of Christ in Wadsworth, and are active in the Grange, the Order of the Eastern Star and other community activities. They have one daughter, Barbara Good Ludwig. True to family tradition, Barbara was Ford's number-one clerk during her high school and college years. She is now employed as a 4-H agent with the Extension service in Lucas County, Ohio.

CAN YOU WRITE ONE PAGE IN WHICH THE MOST FREQUENTLY-USED LETTER in the language (E) is excluded? Almost impossible to do! Yet, Congressional Library in Washington, considered the world's most complete, confirms they have catalogued a 50,100-word novel with regular plot and continuity which does not once contain the letter "E." Incredible! How could there be a novel without a "HE said?" or a "SHE said?" The title: GADSBY. The author: Ernest Wright. Published 1939 by Wetzel Publishing Co., Los Angeles, CA.

Two-Day Antique Auction Nears \$100,000 Figure

Approximately 300 people, representing 25 states, paid \$95,000 for antiques in a two-day auction at the Convention Auditorium in Hot Springs, Ark., November 8th and 9th. Prices were extremely good and bidding was spirited during the 16 hours of selling.

A Belter Marble Top table brought \$4,000; Belter sofa, \$2,900; Belter gent's chair, \$1,700; 2 Belter side chairs, \$1,800; small pair Belter side chairs, \$1,200; plated Amberina bowl, \$1,600; Agata pitcher, \$1,300; New England peach blow bowl, \$400, satin glass Eperge, \$650.

Other prices included \$875 for a Victorian sofa; \$500 for a small Wave Crest jewel box; \$650 for a small Tiffany vase; \$1,250 for a 7 pc. Sterling tea service; \$1,475 for a Tiffany type hanging lamp; \$410 for a Victorian arm chair; \$370 for an organ lamp; and \$400 for a Gone with the Wind lamp.

A Victorian Parlour Set sold for \$970; pair of Cobalt Blue vases, \$260; cut glass bowl, \$375; Diamond Quilted Satin Glass

vase, \$295; tiny Royal Bayreuth pitcher, \$105; Sevres urn, \$300; and a Cranberry hanging lamp, \$420.

A non-refundable admission of \$5.00 was collected from all who attended the auction. James E. Wilson and Joe R. Wilson, Hot Springs, Ark., were the auctioneers.

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Mama's 'Addiction' Led to Auctions

By Billie Swank, Bremen, Indiana

"LADIES and gents, let's get this auction on the road. Step right up here. I'm gonna start with this sturdy little footstool. Who'll give me the first bid? Twenty-five cents—who'll give me 50—25, now 50" The auctioneer was just warming up for the wheedling and coaxing that would last the whole afternoon.

"Put that pretty little cushion with it, Jud, and I'll give you 50 cents." A voice broke through the droning and went straight to my heart.

Good heavens, that's Mama! But it couldn't be. Mama's not here any more. Even though reason pleaded against it, I craned my neck, half expecting to see her in her favorite spot, right under the auctioneer's nose, keeping one jump ahead of him and never missing a bargain.

I quickly placed my hand over my mouth to stifle a laugh, or maybe it was a sob, I'm not sure which, because it suddenly struck me—Mama just **might** be here today! Knowing her, a little thing like dying wasn't going to keep her away from her one and only addiction—auction sales.

As I stood there amidst the shoving, moving crowd, I recalled the hundreds of such sales I had attended with my mother. You know how some people are motivated by their craze for bingo or horseracing, and others have the alcohol and drugs habit; well, Mama, bless her heart, had this grand passion for auctions. She had absolutely no resistance. She had to go!

So I could imagine if Mama decided to attend this sale today, nobody in heaven could stop her. I could almost hear her conversation: It's Saturday afternoon, St. Peter, and there's an auction down in Walnut Grove and I just have to be there."

"But, Mrs. Johnson, this is highly irregular. You can't go traipsing back to Earth and Walnut Grove every time there's something going on. After all, we do have rules and regulations up here, you know."

"Oh, I know, and I won't want to go to everything, but this is an awfully special

sale." St. Peter didn't know it, but to her they were all special. "And I'll come right back as soon as everything is sold," she promised.

"Well-ll, I don't know" But Mama had already set her wings in action and was on her way.

I suppose I was about eight years old when I became initiated to Mama's sales, and it wasn't by accident! I had two older sisters who had been taking turns accompanying her to these auctions and they had just been waiting for me to grow up enough to take over their duties.

Why did anyone have to go along with Mama? Wasn't she able to go alone? No, she wasn't and here is the reason. Mama didn't go just to look and visit. No, sir! She went to buy!

And buy she did. It's unbelievable all the things she bought. This is why my sisters and, eventually, I had to go with her. She always took a wagon. Yes, a wagon. Not a horse-pulled one, but a kid-pulled one.

She'd buy the most awful bunch of junk, although we didn't dare to call it that, and we'd have to balance it on that dreaded wagon while she pulled it to our home. It's no wonder my sisters could hardly wait until they could palm this embarrassing job off on unsuspecting, naive little me!

At first I got a thrill out of going with Mama. I'd take the whole Saturday morning getting ready for the big adventure. My "big-hearted" older sisters did my chores. I didn't know it then, but they were so elated to get out of going with Mama that they gladly did my work for me. It me took quite awhile to catch on to the reason behind their goodness.

About 11:00 a.m., after a hurried light lunch, off we'd go. Mama'd be pulling the empty wagon and I'd be trotting behind. I know we created much amusement, and I'm equally sure no one had to read the papers to know there was a sale going on, because Mama pulling that familiar wagon, and I pacing behind her, was all the advertising the town needed.

We'd be the first ones there, and there was a sound reason for this. Mama wanted plenty of time to give each item



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a thorough going over. She'd know every flaw, every weak point of the merchandise. She'd also know the value.

There is an unwritten law about the purchases you make at an auction. After an object is bought, it invariably belongs to the buyer. Now, if he got gyped, that was his own fault. If he wanted the object bad enough to bid against his neighbor, okay, it was his.

Mama devised ways of matching wits with the auctioneer. If she caught him trying to pass off a broken or damaged article for a good one, she'd tell him. Boy, how she'd let him and everyone else know that she knew he was trying to pull a fast one.

She'd say, "Come on, Jud, that chair's got a broken spring—or that bowl on the bottom of the stack of dishes has a crack in it."

And one time he was trying to sell a gadget that was supposed to do all sorts of peeling and grinding jobs. The kind that performs wonders in the hand of the demonstrator, but get it home and it never does one blessed chore. Well, Jud was holding it up for the crowd to see and was speling off its merits, when Mama spoke up loud and clear. "That thing don't work. I got one the same time Sadie did (Sadie being the departed owner), and it never did work." I guess he finally sold it but whoever got it certainly was forewarned about its workability.

Poor Jud, he was a good auctioneer, but he never was a match for Mama.

She had another clever trick which I saw her use countless times. It's what I call "the getting what you want without anyone knowing you want it" maneuver.

This is how it worked. Mama would have her eye on a certain item, say a vase or bowl. Now, she was smart enough to know if anyone knew how much she wanted it, they would run the bid up on her. So she'd use this little subterfuge. When Jud held up the prized object she would say real loud, "You sure that's any good? It don't look like it'd hold up 'til a body got it home." That usually ended that sale.

Since it was his job to try to sell everything, he would put this thing that Mama really wanted in with some other odds and ends and sell the whole kit and caboodle. Why, I've seen her buy a pair of wire cutters; a broken bookend; a stray pillow; a ragged bedspread; maybe some old material and a worn pair of

men's shoes—all piled up in a beat-up washtub—just to get the pretty vase or bowl that was thrown in for the deal. And, all this for 25 cents!

It is easy to see now why Mama had to have a wagon and an accomplice. When she got all her "bargains" piled on, it took a good deal of juggling to keep them in place.

After I got a little older and I might say a little wiser, I became embarrassed with my role of a juggling balancer. We went right through the middle of town, pulling and shifting our load. It got so when I'd meet people on the street, I'd plunge down beside the wagon and duck-walk past them. I pretended to become invisible. This was rather a difficult thing to do: to keep my face and body hidden and yet keep the paraphernalia balanced.

Imagine the laughs the town had at my expense. I thought I had mastered my "disappearing" act and no one knew I was hiding on the other side of Mama's wagon load of junk. But this illusion faded the day I heard myself referred to as that invisible "Billie Jo Johnson, the one with the short legs and the long

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arms.”

Naturally, this “Duke’s mixture” of Mama’s sale loot had to have a resting place, but this problem was easily solved because we had a double garage with an upstairs and we owned only one car. We used the extra room to pile all the old washbasins, the wobbly stools, the endless glass cans, the broken picture frames and all the rest of her “treasures.”

When it got to the overflowing stage, which was often, Dad would patiently haul, unbeknown to Mama, the surplus to the town dump. She never missed them, for the objects themselves never interested her. She was like the hunter who enjoyed the hunt, but left his prey behind.

She would often lament the fact that none of her children inherited her love for sales. I wish I could tell her that one of my daughters has the fever. This would make her happy. I’d like to let her know, too, that although I didn’t inherit her great passion, she did leave me the wisdom of pursuing the things in life that give me the most happiness, regard-

less of what people might think.

As I stand here reminiscing, I suddenly remember one time when I asked Mama what heaven was like. She said it was a place where we did all the things that made us happy. If this is so, and if there were no auction sales behind the pearly gates when she got there, there are now! And I’ll just wager my Sunday hat her little wagon is filled to overflowing with, oh say, discarded haloes; broken harps; a torn robe or two; and maybe a pair of shoes someone brought along and now finds they’re not needed up there. Mama’s bought them.

There’s something else I’ll bet on: she’s still one step ahead of the auctioneer!

Want to make quick-money on a sure thing? Bet anyone in your office — regardless of sex — that if he stands against a wall with both his shoulder and the side of his foot touching the wall, he will not be able to lift the foot which is **not** against the wall. Have challengers first back up their confidence with money before trying. You **CAN’T** lose; **nature has seen to that!**

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R. C. Burkheimer, Elkton, Md., conducts auction of the contents of the former Immaculate Conception Catholic Church, in Elkton. Included in the auction were pews, a piano, stained glass and other items not moved to the new church building. Burkheimer is Secretary-Treasurer of the Auctioneers Association of Maryland.

Missouri Auctioneers Hold Fall Meeting

Members of the Missouri Auctioneers Association met at the Ramada Inn, at Belton, October 6-7 for their Fall Convention. This was a two-day affair with auctioneers and their families arriving throughout the day on Saturday. On hand to greet them were Ken and Mary Barnicle and Herb and Hazel Butterbaugh, the latter serving as Convention Chairmen.

By the time the Country Cols. started their entertainment that night the ranks had increased to 50. The Country Cols. really went over big with their country music with Dave Perryman as their leader. They were appreciated so much that the Motel management and personnel were looking on and some of them joined in the dancing. A good time was had by all.

On Sunday we had the usual Board Meetings of the Auctioneers and the Auxiliary. A delicious lunch was served to 57 folks. Our speakers, Allen McRey-

nolds and Joe Adelman, were very informative and really entertaining.

The Spring Meeting will be in Springfield, Mo.

Ken Barnicle, Secretary-Treasurer

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The Party's Over For the GP Hotel

By Lucille Hendrickson

Tribune Staff Writer

The ball is over.

The grande dame of Fourth Street danced her last waltzes to the tune of the auctioneer's refrain last weekend. Thousands came to bid for her last favors. Some wanted much and others only a token to remember her by.

Stripped of most of her trappings this week, the old Grand Pacific Hotel is sadly showing her age. But long after she is reduced to rubble—for urban renewal—her past grandeur will live on in the remembrances of those who worked and reveled within her walls.

Auctioneer Harry Berg has cried a lot of big sales but none more successful than the three-day sale of items from the old hotel.

Buyers cleaned the place out to the walls. A few got carried away and even began taking panelling and ceiling tiles before they were stopped by security personnel.

The Bismarck Urban Renewal Agency, which owns the building, hasn't completed the official tally yet, but Auctioneer Berg figures the more than 4,000 items brought between \$45,000 and \$50,000. Pace of the bidding was so brisk, Berg estimates between seven and eight items were sold per minute.

Even the gigantic 80-gallon soup kettle and the three-ton linen mangle were sold.

The State Penitentiary bought the soup kettle and also most of the washing equipment in the laundry area. A local contractor bought the monstrous mangle and his workmen were scratching their heads trying to figure out a way to get it out of the basement.

When the kitchen equipment went on the block, farmers vied with institution representatives in the bidding for meat saws, butcher blocks and grinders. The huge 6-7 foot electric meat saw went for \$730, Berg said.

Some 400 persons bid on the contents of the hotel's 97 sleeping rooms, cried on Thursday.

Room groupings sold from \$45 to \$125 and went in less than three hours. The Civic Center bought the 550 stacking chairs. The dining room tables and chairs—of solid oak, and sold in sets of a table and four chairs—brought \$200 a set

and some 60 captain's chairs went to \$26 apiece.

"It was fantastic," said Berg.

Bidders, some 800 all totalled, came from as far away as Denver and Minneapolis.

Even the coffee bar did a roaring business. Some 72 dozen donuts were consumed each day during the three-day sale which began Thursday morning and ended about 4 p.m. Saturday.

Dishes bearing the hotel crest went like hotcakes as collectors' items, bringing between a dollar and a dollar and a half apiece. The crested playing cards also were popular souvenir items.

THE BISMARCK (N.D.) TRIBUNE,
Nov. 6, 1973

MAGIC

A magician was performing aboard a luxury liner. He seemed to be entertaining everyone except a parrot that watched from its perch in the lounge. With everything the magician made disappear, the parrot shouted, "Faker!"

Suddenly there was an explosion and the ship finally sank. The parrot landed on a raft occupied by the solitary magician. After two days adrift at sea, the parrot finally spoke up. "All right, you win. What did you do with the ship?"



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President's Message

A new year has arrived! As we begin this New Year let everyone make a resolution to strive to be a better Auctioneer. Work just a little harder to make each sale you conduct a better one. If we do this it will give each of us a sense of satisfaction for a job well done and create a better image for the profession of Auctioneering.

The best of happiness and success during 1974.

JOE DONAHOE

Homer Pollock Suffers Fatal Heart Attack

Homer F. Pollock, veteran auctioneer and real estate broker of Delphos, Ohio, was the victim of a fatal heart attack the evening of November 28. Death struck sudden and unexpectedly.



HOMER POLLOCK

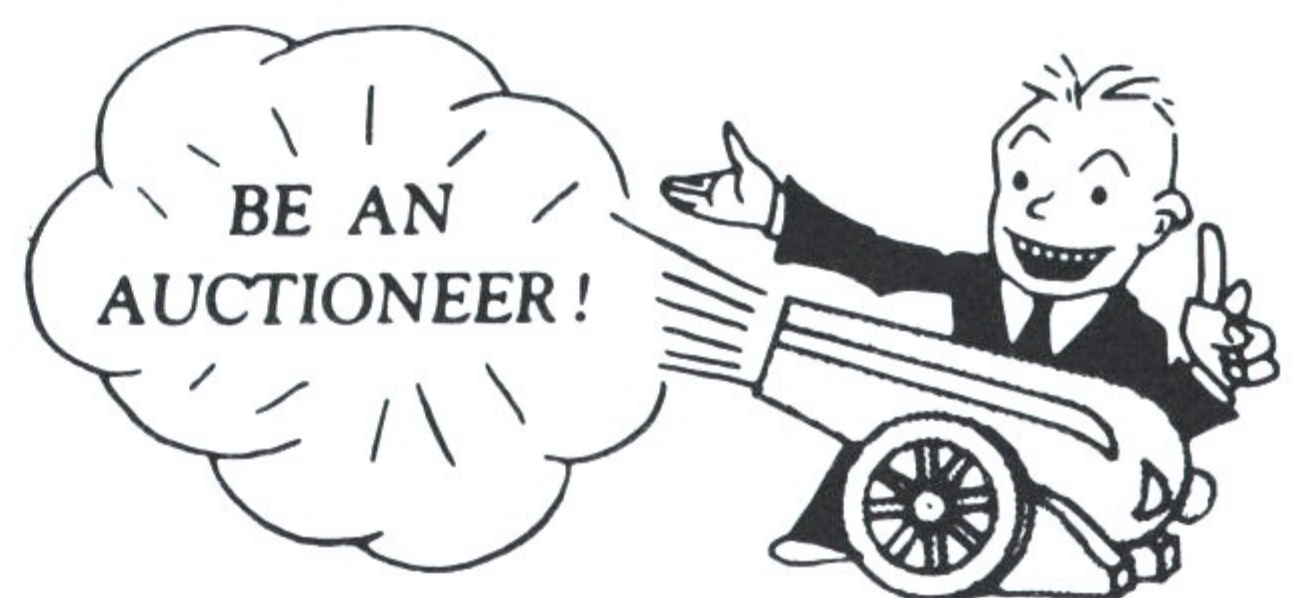
Pollock, who had been a member of the teaching staff at the Reppert School of Auctioneering, Decatur, Ind., for more than 20 years, was working with the School's Winter Term at the time of his death. He and Q. R. Chaffee, Dean of the School, were returning to the School after having dinner at a Decatur restaurant when Mr. Pollock complained of a chest pain. Mr. Chaffee drove him directly to the Adams County Hospital, in Decatur, and he was pronounced dead a few minutes after arriving there.

Pollock was born in Van Wert County,

Ohio, Jan. 1, 1913, and spent his entire life in the area. He was married December 24, 1936, to Gertrude Mox, who survives. Other survivors are his three married daughters, one sister, two brothers and six grandchildren.

A member of the National Auctioneers Association, Pollock has served on various committees and has held several offices in the Ohio Auctioneers Association. He was a member of the St. Peter Lutheran Church, in Delphos, active in several real estate organizations and was serving as a Van Wert County Commissioner at the time of his death.

Middle age is when you know all the answers, and nobody ever asks you the questions,



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The Auction

He sold the old farm, the machinery and
stock
Are now being sold on the auction block.
The cattle brought in, each one goes its
way;
The chickens and hogs are all selling
today.

While there at the edge of the crowd I
see
A weathered old man, who appears to me
As if he too, along with his stock,
Is taking his turn at the auction block.

He has grown too old and lame and worn
To care for his farm, and his heart is
torn
To see his possessions, his treasures and
stock
Going their way on the auction block.

Will he see the flush of a Country dawn,
In some strange place when it all is
gone?
Will he still dream dreams of treasures
like these

Midst the City's roar and the sighing
trees?

Somehow I know he will weather the
storm,
With a lifetime of memories to keep him
warm.

—Angie Davidson Bass
Carthage, Missouri

"We look forward to seeing all of
you in Medora, N.D., in July. We're
expecting a great convention and I
know none of us will be disappointed."
Jim Wilson, Hot Springs, Ark.

WHO WON?

Two dumbbells went into a movie
theater to see a horserace film. The first
dumbbell said to his companion. "I'll bet
you \$5 that No. 2 will win the race." The
second dumbbell agreed to the bet and
the horse won.

After the movie, the first dumbbell
said, "I have a confession to make — I
saw the movie yesterday."

The other dumbbell replied, "So did I,
but I didn't think he would win twice in
a row."

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At the Hutchinson 10 year celebration, from the left: H. Willard Arnaman, NAA Director, Unionville, Mo.; Jack Hutchinson, host; Jerri Morrison, Wendy Bagwell, Jan Buckner and Charlie Beatenbo, Jr., the latter four making up the musical group, Wendy Bagwell and the Sunliters. In the background is a portion of Hutchinson's sale bills over the years. Many people enjoyed this display especially those whose sale bills were posted.

Missourian Celebrates Tenth Anniversary

December 2, 1973, was "Appreciation Day" for auctioneer Jack Hutchinson and family, Versailles, Mo. The celebration marked Hutchinson's ten years in the auction profession and the family's joint venture, their United Farm Real Estate Agency.

The school auditorium was filled to capacity as approximately 1100 people from a 200 mile radius of Versailles turned out for the "open house" program, sponsored by the Hutchinson Family and United Farm Agency. Auctioneers from the area and NAA Director, H. Willard Arnaman, Unionville, Mo., Livestock Market Auctioneer Runner-Up Champion in 1973, opened the program by selling behind the scenes. The roar of applause indicated the approval of the auction profession and respect for Mr. Hutchinson and his participating auctioneers.

Wendy Bagwell and the Sunliters from Smyrna, Ga., singing their top hit songs, including the "Rattlesnakes", gave the audience a program to be long remembered. During the ceremonies the auc-

tioneers that had opened the program were asked to stand where they were seated in the auditorium and they and their families were introduced by Mr. Hutchinson.

At the conclusion of the program, Wendy and the Sunliters and Mr. Hutchinson were literally surrounded by guests expressing their appreciation for a superb performance.

NEW YEAR'S RESOLUTION FOR ALL NAA MEMBERS: "I will not schedule a sale between July 15th and July 30th, 1974. We want plenty of time to see the country both going to and returning home from Medora."

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Norman D. Roth (left), retiring president of the Illinois State Auctioneers Association, accepts plaque from the president, Elwood Stagen.

Convention Enjoyed By Illinois Auctioneers

"A fine convention, enjoyed by all," describes the Fall Meeting of the Illinois State Auctioneers Association. It was held November 3-4 at the Holiday Inn, in Champaign.

Col. Harlan Henderson did an outstanding job as convention chairman. The Program started with a delicious meal Saturday night. A fun auction followed the banquet and it became quite lively. After the fun auction the dance band moved in and everyone enjoyed the rest of the evening dancing.

The Sunday program started out with free rolls and coffee. About 10:30, President Norm Roth opened the membership business meeting which lasted until time for the Noon Buffet.

After dinner, Rev. Leslie Wolfe of Villa Grove, gave an interesting talk and demonstration on antique glassware. This proved to be very educational. Col. Charles P. Dunning, 2nd Vice President of the National Auctioneers Association and former president of the Illinois Association, gave a talk about professional-

ism in auctioneering. He also spoke about the NAA sponsored educational programs.

With the election of new officers and directors the convention was adjourned, "Another fine convention to be remembered."

J. C. Kornbrust, Secretary-Treasurer

Some of my most heated arguments of late have been over honesty of people in government. I claim there is **too little fairness** in questioning the integrity of public servants. To prove how right my argument is, here's an example from one of our "sources." A contractor was trying to give an official a sports car simply because he liked the fellow. The official said, "Jim, common decency and my basic sense of honor would never permit me to accept a gift like that." The contractor is reported to have replied: "I quite understand. Suppose we do this: I **sell** you the car for \$20." The g.o. thought a moment and shot back . . . "In that case, I'll take two." See what I mean?



\$5,075 was paid for this historic old school building at St. Clere, Kansas, after the contents had been auctioned piece by piece. St. Clere is now almost a ghost town but the population jumped from 13 people to 21 when the new owners moved into this 90 year old building. St. Clere was the birthplace of Jess Willard, world heavyweight boxing champion from 1915 to 1919.



Auctioneers Don Dain, Silver Lake, Kas., and Jim Kocher, Onaga, Kas., stand in front of the blackboard as they sell the items inside the old St. Clere school.

TO DECIDE OR NOT

Decision is a sharp knife that cuts clean and straight; indecision, a dull one that hacks and tears and leaves the ragged edges behind it. — Gordon Graham.

PURPOSE

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Typographical errors have been the bane of secretaries, typists and publishers for a long time. I can't say if Gutenberg (the original printer) made any, but the first really BIG TYPO recorded occurred during the reign of King

Charles I of England in a Bible. The word "not" was omitted from the commandment dealing with adultery . . . resulting in this edition of Holy Writ being known ever since as "The Wicked Bible." DID YOU KNOW THAT?



Terry Dunning swears in the new officers and directors at the Illinois meeting. Left to right, Terry Dunning; J. C. Kornbrust, Secretary-Treasurer; Elwood Stagen, President; Melvin Haak, Vice President; Directors — Duke Rath, Harlan Henderson and Kenneth Gravlin.

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Welcome Back



When Col. John R. Fishdick, Eagle River, Wisconsin, life member of NAA, returned to Carlsbad, New Mexico, the welcome sign was out to greet him. Fish-

dick, spends his winters with headquarters in Carlsbad and covers New Mexico, Arizona, and Texas during the winter months. He has now completed his 400th Benefit auction which was for the Carlsbad Area Art Association — he sold a Peter Hurd painting for \$3950.00 — in all he sold over \$8,000. in local art work in less than three hours. It was one of the most successful sales ever held in the southwest. Col. Fishdick, now has raised better than \$1.5 million dollars for non-profit groups and in all cases has donated his services. In an interview with the editor of the El Paso Times, Fishdick stated he based his success in the auctioneering profession on the following: 1. Expertise, 2. Good taste, 3. Sensitivity and Humor.

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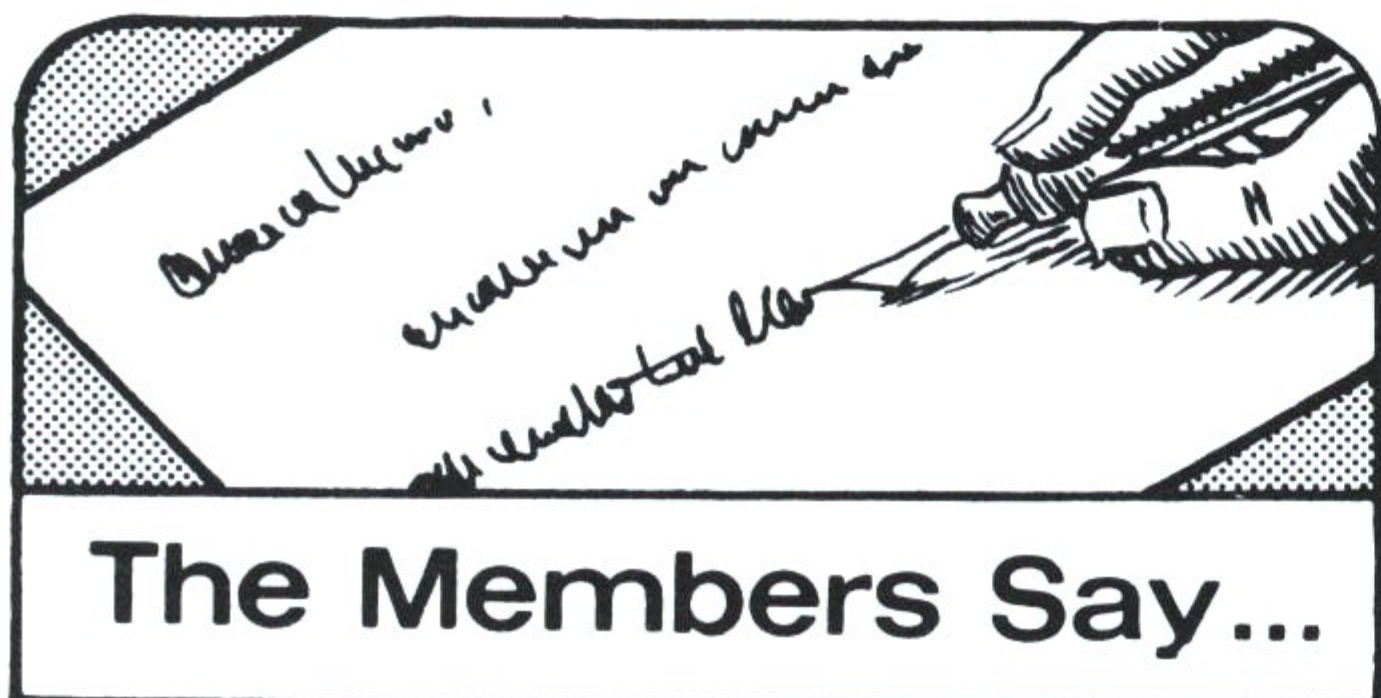
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 Ladies Auxiliary to the NAA



Dear Bernie:

I wish to extend my sincere appreciation to the National Auctioneers Association for the memorable token presented to the past presidents at the convention in Florida. I only regret that it was impossible for me to have received it in person, but do appreciate Grover Howell delivering it to me.

The plaque with the mounted gavel, now hanging in my office, will always be highly regarded as an emblem of a notable profession and a serviceable organization.

After completing this house, I know that Pearl will not be building another one anytime soon and I trust that she will not be having the extended illnesses in her family as in this past year; therefore, we hope it will be possible for us to go to North Dakota next summer.

With all good wishes for a Happy Holiday Season.

Sincerely yours,
Walter S. Britten
Bryan, Texas

Dear Mr. Hart:

Let me say I am sorry that I wasn't able to attend the National meeting this year, however, I am still working toward the growth of both the National and the Maryland Auctioneers Associations.

I have enclosed a clipping from the Wilmington (Del.) Journal as well as the photos used in the story. We received wide coverage on this sale because of the historic landmark which was closing its doors to move into a new church. My firm as well as the employees of the North East Auction Galleries donated our services to the church as we do for all similar groups. In my ten years as an auctioneer this is only the second church and contents that I have sold.

This is my first week-end out of the Hospital (day of sale) after being in a near fatal accident in which both cars were "totaled". Wearing a seat belt saved my life and as of this date I have not

been able to return to work and am still under doctors care. The accident was October 12 and it will be early January before I am back in the full swing of things.

I would like to mention how members of the association came to my help these past two months. Col. Ross Rhodes and Col. Jim Edwards, driving 50 and 30 miles from their homes, have been doing the auctioneering at the gallery, enabling me and my employees to keep the business going. These men have refused to accept pay. This is how members of the association come to the aid and help of a distressed member.

Sincerely yours,
R. C. Burkheimer
Elkton, Md.

Dear Bernie and All:

Here comes old C. B. McCarter, the fabulous auctioneer or mule skinner. I'm telling you I'm loaded with more steam than Marty Higgenbotham and all the Florida bull slingers. I just got up from Bonnie's table of steak and tomatoes and all kinds of vegetables out of our mountain garden, a little too full to think straight.

Well, well, well, the commentator in New York State must be right. He said that by 1980 the State of New York would be out of effective speakers; said TV would use them all up. They must be out now, the New York State Association called me to make a Smoky Mountain speech.

It's raining here on our Big "M" Ranch in Grundy County, a badly needed rain after six weeks of dry weather. Don't tell anyone but Grundy County is 78th behind in the 95 counties of Tennessee. We plan to make our ranch number one. Yesterday, Danny Boy, Barbara's husband (you met them with Tina at the convention), started the last frontier in Tennessee with his might machine, the biggest bulldozer ever to let its wings down in old Grundy County. This Big "M" Ranch is not the King Ranch, it's the Big "M" Ranch. If we get just a part of our plans carried out it will be absolutely beautiful.

Hope all our auctioneer friends can attend the McCarter Brothers first big three-day registered cattle auction about 1980. Then you will drive down a four-mile lane with five different leading registered cattle in each 50 acre lush,

rolling to level, field 1800 feet above sea level with pure thin air that grows grass to no end. When old C. B. gets lame, he can ride by and see from his car and change every cattle herd to our sale ring from this beautiful lane by my gentle cattle call.

I suppose you'll find me here especially when the pressure of auction runs up and I sell those auctions until my scalp begins to pop. When I sell a series of sales, off to Big "M" to mold more auctions together. I wish sometimes I could live on Big "M" endless, it is so peaceful.

Now here I come! Our annual Labor Day sale proved the sale of the year again. We had auctioneers and buyers from several states. Sale brought \$240,450. Just attended a great farm sale in Lancaster, S.C., \$189,000 well conducted by the Mullis Brothers. Scott E. and C. B. had the great honor of judging the crooked walking stick contest of some 35 crooked sticks.

Again, we've had our greatest successful year. Our little McCarter clan has really progressed in old 1973. Suppose we'll have to keep Nixon up for a while. We've had some mighty good commission sales. On the back of this handbill I'm writing the farm totaled \$270,650 although it cost me \$5,000 in attorney fees.

I booked an 80 acre farm in Blount County day before yesterday. A great man, Kenneth O'Neal, the owner, and his lovely wife and three nice daughters deserve every dime C. B. can get for their farm they have worked endless hours to pay for. Mr. O'Neal spent some six hours trying to reason with the county highway department and planning commission. He offered to widen roads

up to better than county roads in the area which would have improved the entire value of the community. They would not accept roads even though they would have benefitted several farms but told him he would have to spend \$35,000 for a mile road.

Auctioneeringly yours,
C. B. McCarter
Sevierville, Tenn.

Dear Bernie and fellow members:

I thoroughly enjoyed the Real Estate course in Chicago. You had the two top men on that one. I'm shooting for Vegas in January if possible.

We have had an excellent run on business the last three months. First six months of the year was especially slow, that's how it goes. We had a meat auction and sold \$6000.00 in fresh meat on a Sunday afternoon in two hours. We have more of those planned.

Also bought and sold two large farms in last three weeks, total \$335,000.00 plus over \$200,000 in private cattle business just the last three months.

We would appreciate having any of our fellow auctioneers and their families visit with us in this great ski valley, only 10 miles north of famous Stowe, Vt. Our

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God Bless All,
Raymond & Stephanie
Camire
Hyde Park, Vermont

Dear Col. Hart:

Enclosed you will find my check of \$25.00 to cover my membership dues and Booster club list, for the coming year. Please keep the good work going (the Auctioneer magazine) we enjoy it very much, in fact its one of a very few magazines I read from cover to cover every month.

I would like very much to attend the National Auctioneers Convention if at all possible, but I would settle for one every two or three years. I am employed as a Representative of an Aircraft Corp., and find it almost impossible to break away in the month of July, however, we did plan to drive west on our vacation in January. Now because of the gasoline problem we are not sure of our trip, but if possible we will drop by the office in Lincoln, for the first time, and say Hello to all of the fine folks there.

Sincerely,
O. W. Hadley,
Lake Zurich, Ill.

Dear Bernie:

Enclosed is my check for \$20.00 to cover my 1974 NAA dues. We are now closing out another pretty good year in the auction business. Each year seems to get a little bigger. I am sending along a newspaper clipping of a recent sale we conducted here in southeastern Ohio. I suppose it's the biggest we have ever had. Six years ago when I sat in one of those hard chairs over at Reppert School, I could hardly imagine myself undertaking such a sale.

Hope you all have a happy holiday season and a very prosperous new year.

Truly yours,
Bob Selmon,
New Matamoras, Ohio

Dear Bernie:

As we approach the end of 1973, I want to take this opportunity to thank the officers and directors of the NAA for the honor extended to me at the conven-

tion this year, and for the plaque and gavel.

Best wishes.

Sincerely yours,
Harris Wilcox,
Bergen, New York

Dear Bernie:

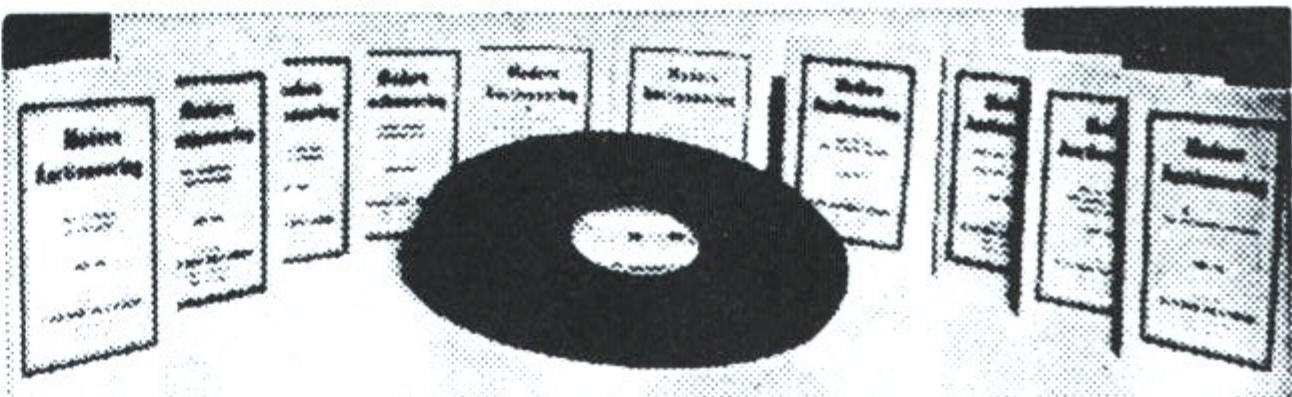
Am enclosing my check for NAA membership and the "Booster" page. It is a pleasure and privilege to belong to the NAA. I have been a member since 1949 and have attended 20 National Conventions in that time, and I consider it worth much more than the money it has cost me. I cannot understand why anyone in the auction business will not belong to their State and National Associations.

The auction business has been good this year, not so many farm auctions, but many other types of sales. In the past year we have sold out many business closeouts, many real estate sales, a number of furniture and antique auctions. I have been in the auction business continually since December 1913 and have seen the auction business come and go, but since 1940 every year has been better than the one before.

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I am looking forward to the Conventions in 1974. Our State Association will celebrate its 25th year next April. I attended the first meeting we held in Iowa and am the only auctioneer in Iowa who has never missed a state meeting since we organized. Am also looking forward to attending the National Convention in North Dakota next July.

Sincerely,
Leon E. Joy
Ames, Iowa

Dear Staff:

Another year is drawing to a close, and that means my membership in the good old organization will expire January 1, 1974. In order to remain an active member I am enclosing my check to cover dues for the coming year. \$20.00 is for membership renewal and the other \$5.00 is for the Auctioneer Booster Club.

Wishing all of you a Joyous Christmas and a Blessed New Year.

Sincerely,
Albert O. Maas,
Millville, Minn.

FDR's Lincoln Brings \$36,500 at Festival

By Virginia Bensheimer

Auburn, Ind. — The auctioneering Kruses of Auburn tuned up their sing-songs and brought antique, classic and some just plain expensive autos under the gavel. The cars began lining up on the track at DeKalb High School about 11 a.m. to await their turns under the auction tent.

Spectators of all ages and sizes jammed the bleachers, lined the fences and sat in relative comfort under the big tent to see nearly 300 cars with an estimated total value of \$2.5 million cross the auction block.

The highlight of the day, Roosevelt's 1936 Lincoln 12-cylinder Blair House limousine, took its turn with the rest about midafternoon. With siren blaring and the U.S. and presidential flags fluttering on the fenders, the car pulled into the crowded tent to a chorus of cheers.

Bidders and wishful almost-bidders clustered in close as local police and national guard officers tried to keep a distance around the car. After 10 minutes of close bidding from half-dozen individ-

uals, the contest seesawed between two men — one from Milwaukee and the other from Oklahoma.

A last-minute bidder, William Deitch of Elkhart, surprised everyone and with his call of \$36,500, took the car. Deitch, a long-time collector of antique cars and classics, said he has no immediate plans for the old-timer. He never buys cars which aren't driveable, he said, and loans his cars out to be driven in parades, antique shows and such.

Why buy it? "Well, that car has quite a past behind it — a lot of courage. As a collector, I didn't want to see it fall in the hands of someone who would use it for business purposes."

The car's former owner, Charles Schmidt, a car dealer from St. Louis, had hoped to get more. At the 1972 Auburn auction, Greta Garbo's maroon Duesenberg went for a high of \$90,000. Even the price tag on Garbo's high-priced wheels was surpassed yesterday when Norman Weise, an Indianapolis auto dealer, bid \$105,000 for a 1932 Duesenberg owner by Ray Luckert, Naples, Fla.

There were bidders at the auction, billed as the largest one-day antique car auction in the world, from 37 states and five foreign countries, including South Africa, Germany and England.

The black and gleaming Blair House limousine didn't bring the highest price of the day, since some earlier cars brought more money.

A 1931 Cadillac sport Phaeton with a V-16 engine, for example, was sold for \$49,600.

Names like Silver Shadow, Rolls Royce Corniche, DeSoto, Nash, Packard, all danced around the auctioneer's stand. Convertibles — which American manufacturers have stopped building — were popular. One 1966 Thunderbird convertible in good shape went for \$2,500.

A 1925 Stutz Bearcat was sold for \$1,000 early in the day, while the first Ford Model T on the block, a 1927, went for just \$950.

Several thousand people attended the auction, which was among the last events in a crowded four-day weekend at the Auburn-Cord-Duesenberg Festival in Auburn.

Reprinted

HOPE

Everything that is done in the world is done by hope. — Martin Luther.

Across The Country

BY BERNARD HART



I'm sure that many of you who were in St. Petersburg, Fla., last summer and attended the NAA convention will recall meeting and visiting with Col. Roland Creel, Palmetto, Fla. Roland and his wife, Jan, operate an unusual business on the outskirts of Palmetto, called the Country Fair.

Every Sunday, their Country Fair and Flea Market brings together a cross section of merchandise and people that probably isn't matched anywhere. And every Sunday afternoon, to round out the picture, there is an auction in the big auction barn that has attracted visitors and buyers from all over the North American continent.

On November 25, the BRADENTON HERALD had a full page color picture of Roland and Jan, with their home in the background, on the cover of its Magazine Section. Two other complete pages of the "Magazine" described their operation.

"There's such a friendly atmosphere at the Country Fair on a lazy Sunday afternoon . . . the hum of conversation as people actually take time to visit, the laughter of children enjoying themselves, the twang of guitars in the background, and the smell of hot-dogs and hamburgers cooking . . ." "The Country Fair is a place where the whole family can go and have fun together . . . no liquor is allowed on the premises and there are no disturbances . . . everybody just has a clean, wholesome, old-fashioned good time."

The above paragraph is the way the feature writer described the Country Fair. With so many of our members visiting Florida this time of year we suggest they make it a point to go to Palmetto and see this interesting (and profitable) venture located on U.S. 301. You'll

enjoy what you see and perhaps pick up some ideas.

From some of the "fan" mail I have been receiving it seems that Fred and Jim Quick, Aurora, Ill., have been very successful with some benefit auctions in their area. The largest was "The 8th Annual Grand Auction" sponsored by the University of Chicago Cancer Research Foundation. It resulted in \$100,000 for cancer research. We would consider this a lot of money to generate in a few hours, even in Chicago. Other benefit auctions conducted by the Cols. Quick were for the West Suburban Auxiliary of the Chicago Commons Association, the Oswego Women's Civic Club and the Naperville Junior Woman's Club. We commend the Quicks for taking time from their own busy schedule to perform these good deeds in their very efficient manner. It is good public relations for them and the auction method of selling. And, lest I forget, both Fred and Jim are enrolled in the Chicago Seminar Program — another mark of a good auctioneer.

My own travel has been light since the Florida convention, last July. A trip to Oregon to aid in re-establishing an Oregon Auctioneers Association was interesting and I trust, successful. The newly formed organization had to choose another name as it seems a certain individual had "Oregon Auctioneers Association" registered as his property — which he is willing to sell. The new group decided to take "Northwest Auctioneers Association" as their official title. They will no doubt have some members from the sister states of Idaho and Washington so it will be truly "Northwest" in scope.

One trip was the kind one doesn't want

and it was especially true in this case — the funeral services of Pop Hess. Pop had hoped to live to be 100 and had a lot of folks believing he would — and he only missed by a little more than six years.

A visit to the Virginia Auctioneers Association Annual Convention is always a treat. They have a great group of men and women who look forward to this once a year meeting and it is certainly a great family gathering. Thanks to two great Virginians, Earl Bland and Morris Fannon, I was again presented with a home-cured Virginia ham — a real treat, especially at this time of year.

Enroute home from Virginia, I arranged a stop at the Reppert School of Auctioneering, Decatur, Ind. For some 15 years I had never missed a term without a visit but this was my first time back in seven years. To admit that it was more

than 20 years ago that I was a student at the School is admitting that one is getting on in years, especially when he waited ten years too long before enrolling. But I was glad to visit with Grace in the office and Dr. Reppert and others at the School and see their new facilities, which are well adapted for the purpose.

The next several months, beginning with the Chicago Seminar, will provide more than enough travel to make up for the lack of it the past four months. The comforts of the NAA headquarters are going to be appreciated in my short visits more than ever before.

And speaking of Seminars, I don't know when the Postal Service will get this issue delivered but as we go to press, there are openings at both Chicago and Las Vegas. If you decide you want to attend at either location, call the NAA office, (402) 489-9356.



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The Lighter Side...

FORGETFULNESS

Eighty-year-old man was in a hospital recovering from an operation. It was his birthday and he had received no presents nor greetings from any of his family.

Next day three of his sons showed up, all empty-handed. "Well, I see all of you forgot it was your old father's birthday."

Embarrassed, the sons said, "Please forgive us, Pa. We've been so busy, we forgot."

"Reckon I'll forgive you, said the old man. "After all, forgetfulness runs in our family. For example, I forgot to marry your mother."

"What!" they shrieked in unison, "you mean we're . . ."

"Yes," replied the old man, "and darn cheap ones at that!"

FOOD

Meeting planner went to the maitre at the hotel to discuss the breakfast menu for the next day. "I'd like to start with grapefruit, but don't section it or take out the seeds, and serve it warm — don't chill it.

"Then I'd like the bacon burned crisp, some black toast with no butter and two boiled eggs — one boiled 20 minutes and the other boiled five seconds. Next I'd like the coffee served from an urn that hasn't been cleaned for a week or so."

"But sir," protested the maitre d', "we couldn't serve your group a breakfast like that!"

"Why not?" asked the meeting planner. "That's what you served us this morning."

PRESERVATION

A speaker was lecturing on the preservation of forests. "I don't suppose," he thundered, "that there is a person in this audience who has done a thing to preserve our national timber resources!"

First came total silence: then, from the back of the hall, a meek voice: "Sir I once shot a woodpecker."

HELPFUL CLERK

A very trying customer had handled almost every article in the hardware store but nothing satisfied her. Wearying of her criticism the harried clerk suggested inspection of a new lot of brooms just received.

"They're not even first class one," the customer grumbled. "Cheap straw, flimsily made, shoddy material and the handle is rough, too. Not like the ones they used to make. This would fall apart after one good sweep. What is it good for, anyway?"

"Well," replied the clerk, "you might ride it."

DRIVING

"Daddy, Daddy," cried the little boy when his father arrived home from work. "Mommy ran over my bicycle when she was backing the car out of the garage."

"How many times have I told you not to leave your bike on the porch?" admonished the father.

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"I wouldn't," replied the girl, "I have a baby brother that does all that. All I want is a doll."

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A young man was driving leisurely across the country and at first the wide open spaces were refreshing. But by the time he got to Kansas, he was dying for the company of a pretty girl. Pulling into a gas station in a small town one evening, he asked the attendant, "Is there any night life in this town?"

"Not anymore," said the native. "She moved to Los Angeles."

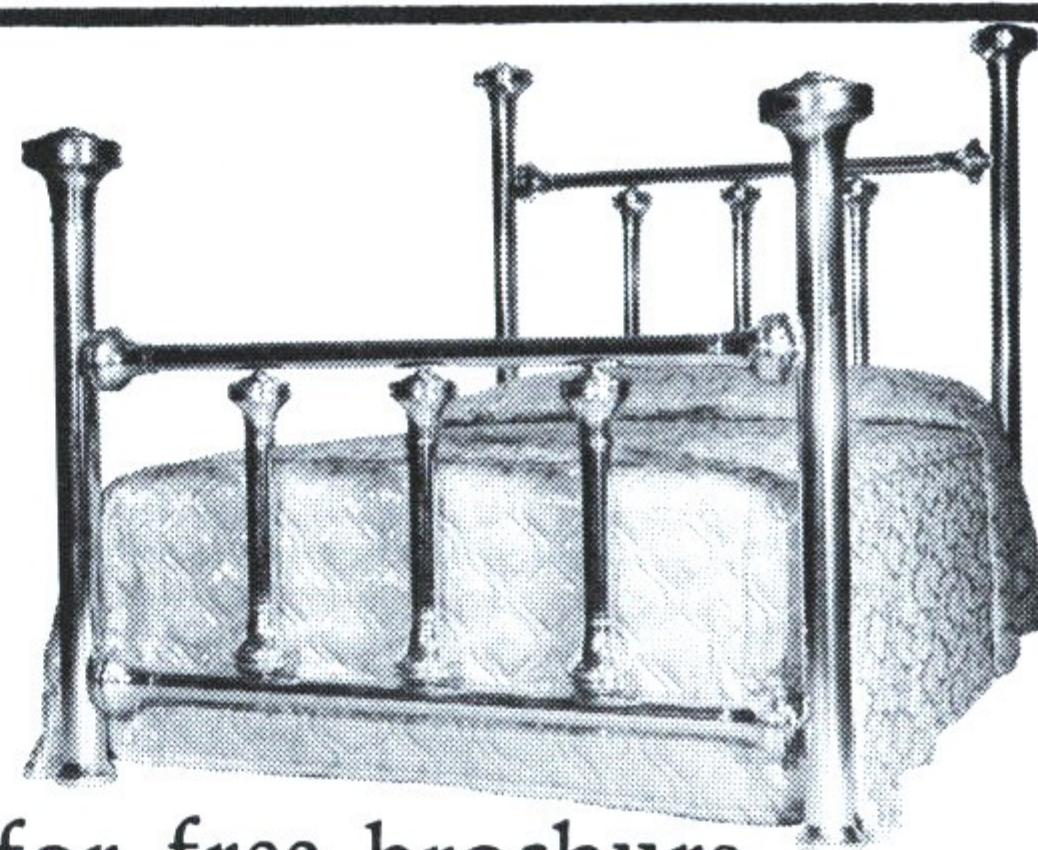
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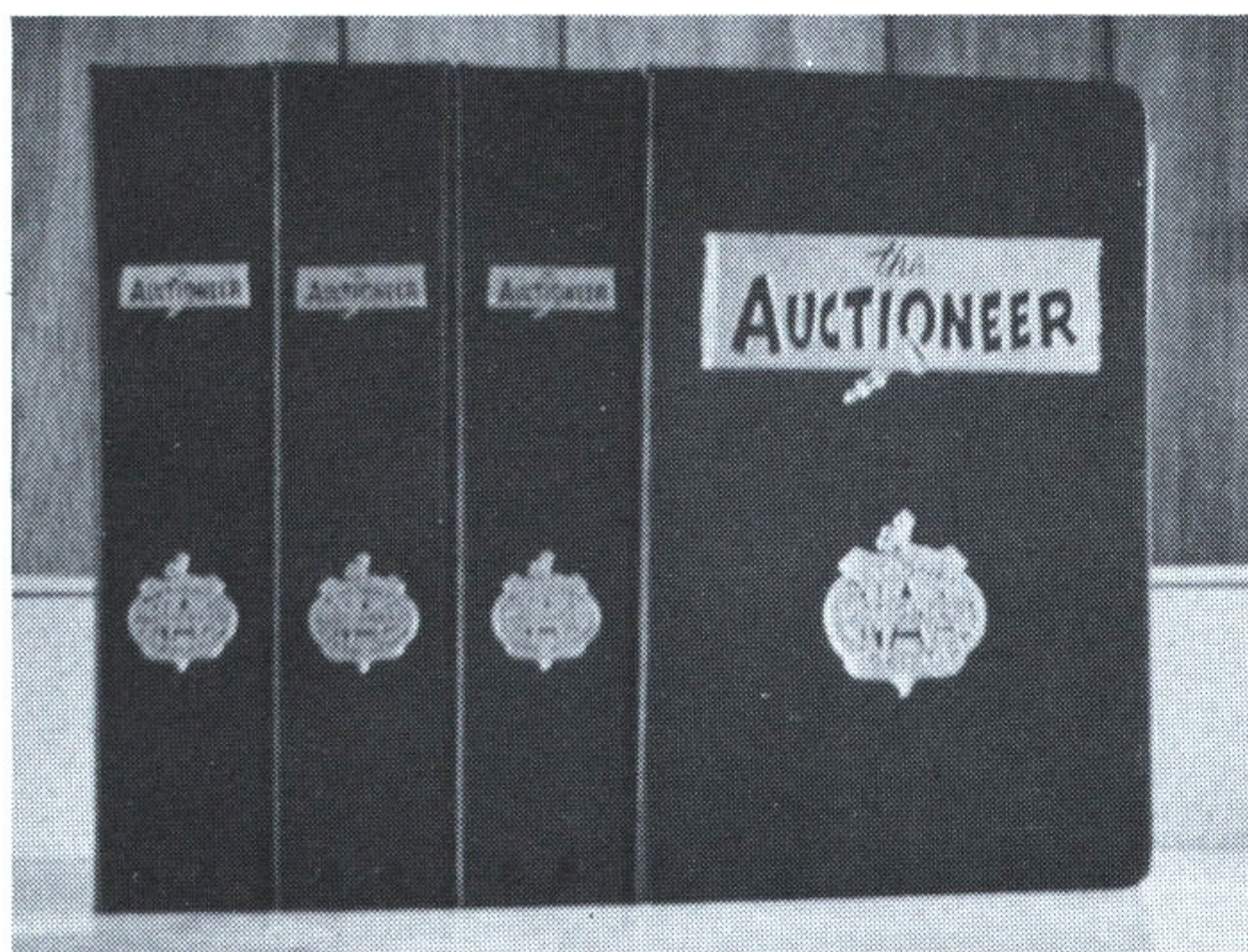
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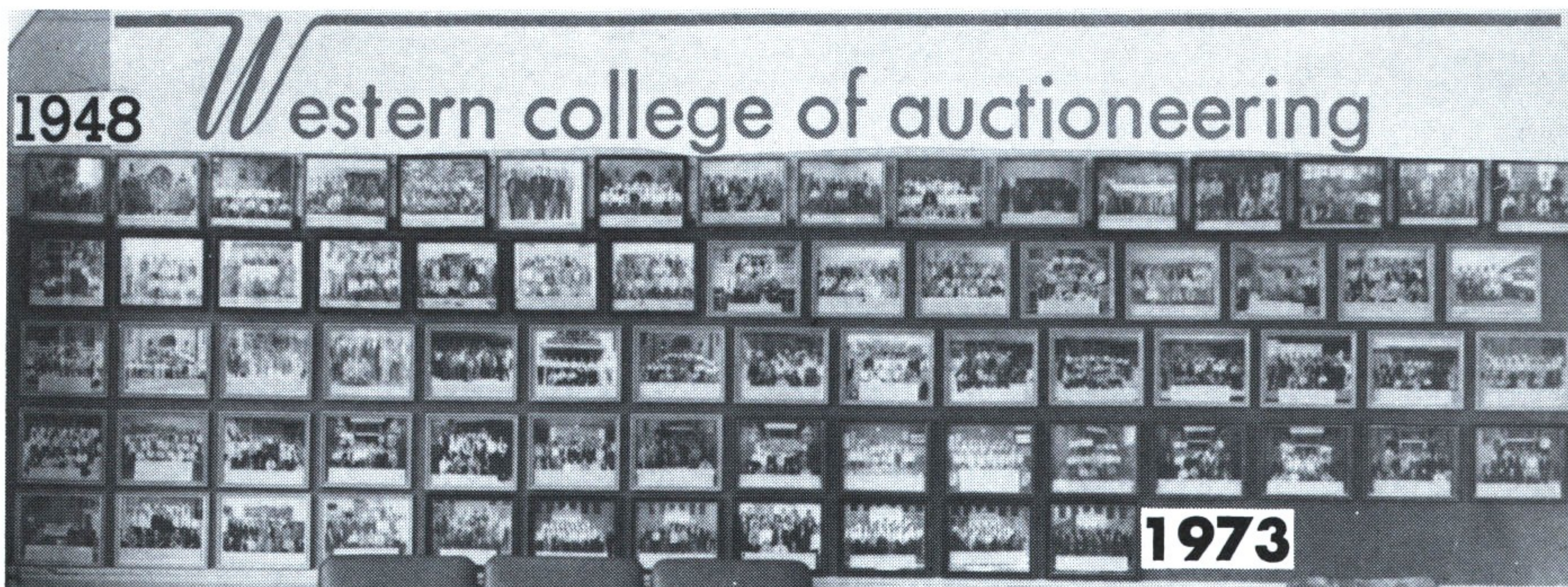
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EQUIPMENT AUCTION TAGS . . . Form No. EAT-59

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

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

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

CONSIGNMENT CONTROL . . . Form No. CC-73

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

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

FINAL SETTLEMENT FORMS . . . Form FS-69

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

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

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

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

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

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

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

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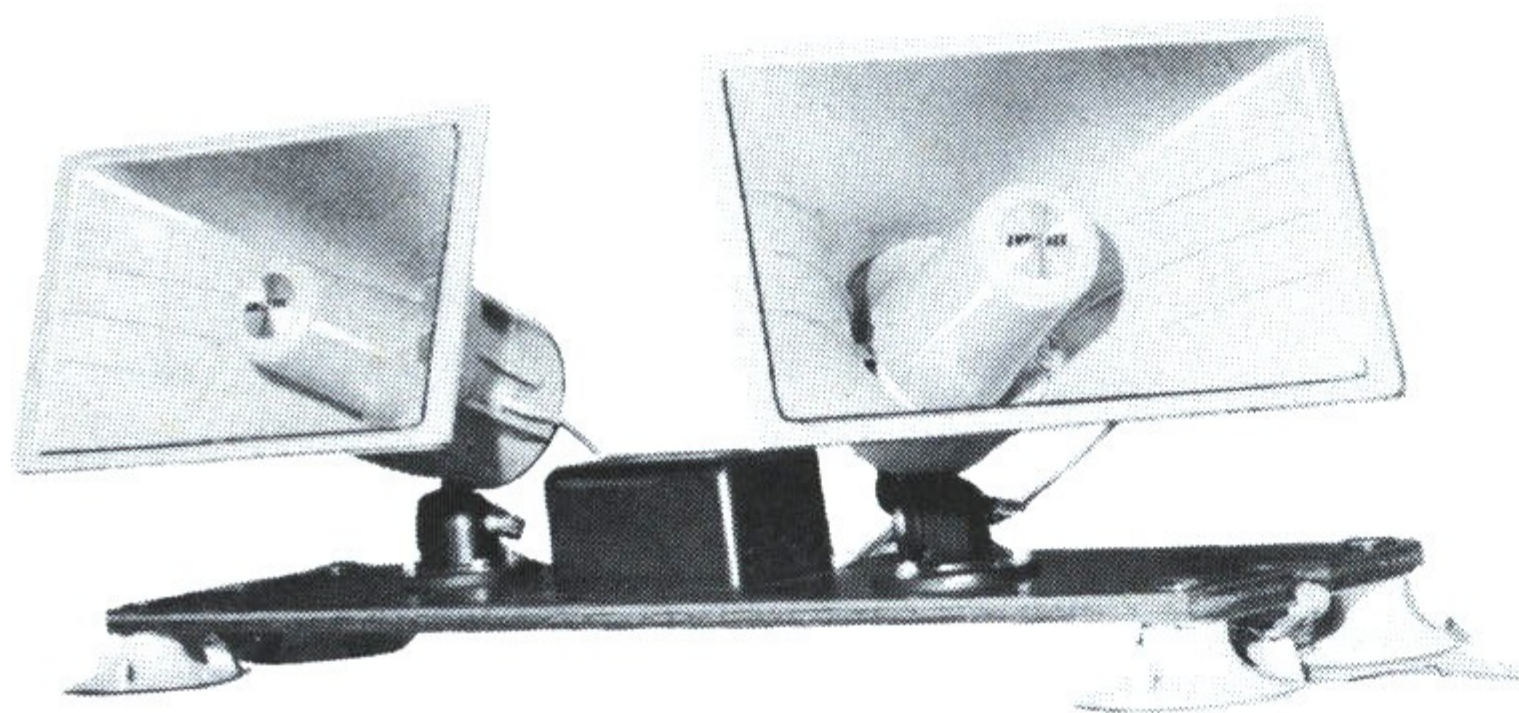


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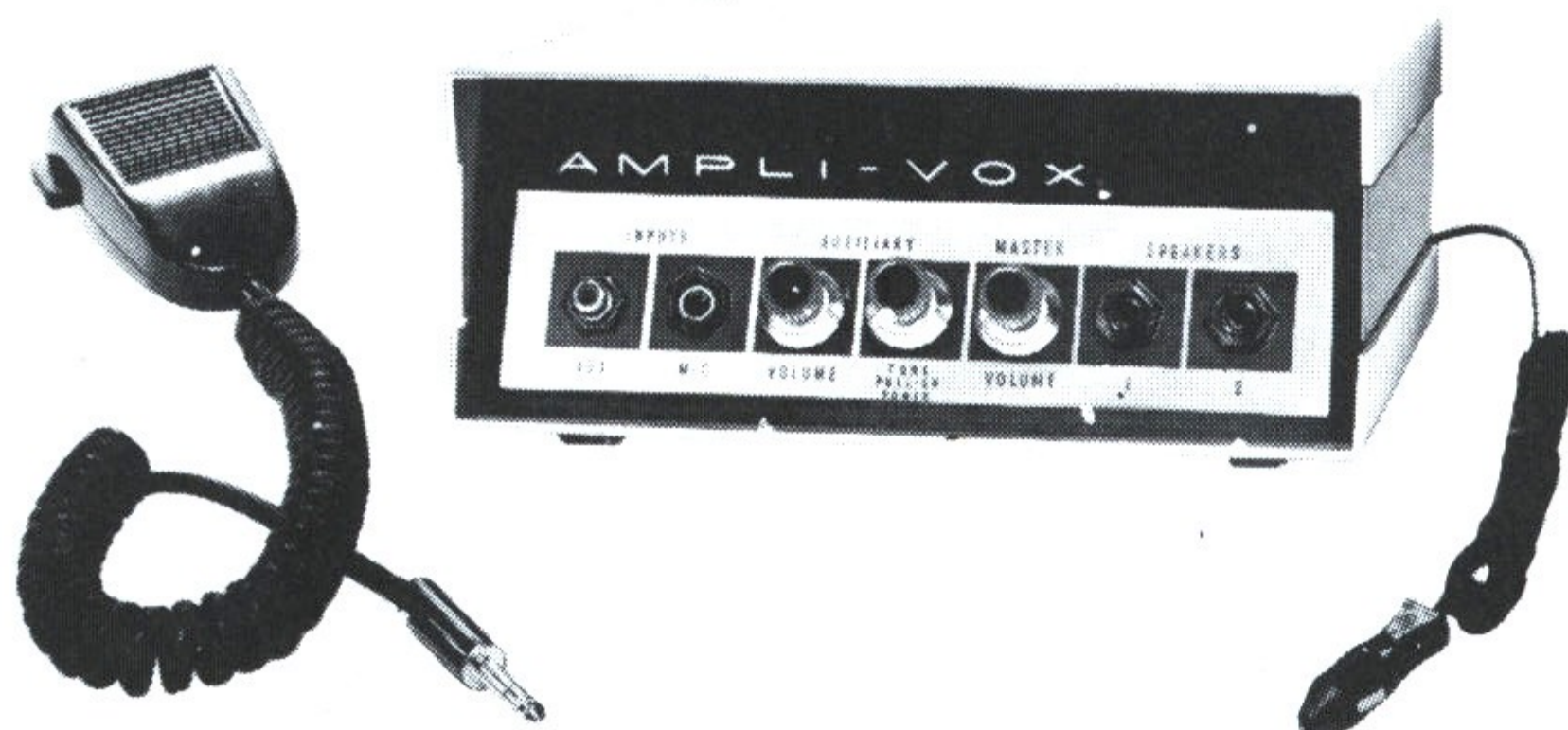
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