

VOL. XXIII NO. 2 FEBRUARY, 1972

# THE **auCTIONeer**



**INDIANA AUCTIONEERS CONVENTION — See story inside.**



**“AUCTIONEER HAT”**



**“AUCTIONEER'S GAVEL”  
TIE TACK**

Start the New Year right by wearing the beautiful “Auctioneer” hat. Designed and manufactured especially for the Auctioneer. The winter felt is Silver Belly in color with red satin lining and has the Auctioneer Emblem stamped in the lining in gold. The summer straw is cream colored and they both come in brim widths of 2”, 2 3/8” and 2 5/8”. Now that the Stetson people are no longer in the hat business, we are the only people we know of supplying this style hat.

Quite a few ladies purchased the gold tie tacs for their husbands for Christmas. I would like to take this opportunity to congratulate you men for having such wonderful wives!

These tie tacs make wonderful gifts for birthdays, anniversaries, Valentine or just because you love someone. Give him one and watch his eyes light up!

**The gavel itself is 14 K “Solid” Gold**  
with .15 High quality sparkling diamond .....\$119.95  
with .25 High quality sparkling diamond ..... 159.95  
(Prices on larger stones quoted upon request)

### **HATS**

Felt (Silver Belly Color) .....\$12.95  
Straw (Light Tan, Cream-Color) .....11.95  
Plus 4% Sales Tax

## **COLONEL W. CRAIG LAWING**

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

Telephone: Area Code 704/ Office 399-6372

Home 399-3260

# THE AUCTIONEER

IS THE OFFICIAL PUBLICATION OF  
NATIONAL AUCTIONEERS ASSOCIATION

135 LAKEWOOD DR. LINCOLN, NEBR. 68510



## EDITOR

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

## 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.

CLOSING DATES FOR ADVERTISING COPY and ALL ARTICLES FOR PUBLICATION 15th OF THE MONTH PRECEDING ISSUE OF THE 1st.

Single copies 50 cents.

## DISPLAY ADVERTISING RATES

Full Page.....	\$45.00
One-half.....	22.50
Quarter Page.....	11.25
Column Inch.....	3.00

Copyright 1972

National Auctioneers Association  
All Rights Reserved

Published the 1st of each month  
except August.

# NATIONAL AUCTIONEERS ASSOCIATION

## President:

Grover Howell, 7840 Lake June Rd.  
Dallas, Texas

## First Vice President:

Morris Fannon, R.R. 2  
Pennington Gap, Virginia

## Second Vice President:

Joe Donahoe, 627 Harriet St.  
Darlington, Wisconsin

## Secretary:

Bernard Hart, Lincoln, Nebr.

## Treasurer:

Henry Rasmussen  
St. Paul, Nebraska

## Directors:

(Terms expiring 1974)

Dean Fleming, Atkinson, Nebr.  
H. Willard Arnaman, Unionville, Mo.  
Lyle Erickson, Cresco, Iowa  
Ford Good, Seville, Ohio  
David H. Tracy, Pavilion, New York

(Terms expiring 1973)

Jim Messersmith, Jerome, Idaho  
Charles P. Dunning, Elgin, Ill.  
Martin Higgenbotham, Lakeland, Fla.  
Wayne Kessler, Campbellsville, Ky.  
Garth W. Wilber, Bronson, Mich.

(Terms expiring 1972)

Bob Penfield, Bowman, N. Dak.  
Roy L. Crume, Kokomo, Ind.  
W. Craig Lawing, Paw Creek, N.C.  
Wylie Rittenhouse, Uniontown, Pa.  
Ed Vierheller, Claremore, Okla.

## EXECUTIVE OFFICES

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

# Conventions Don't Cost, They PAY Off

By Grover Howell

"Why belong to State Chapters and National Associations?" is the question asked by so many Auctioneers.

"Why me?"

"What good will I benefit from it?"

"Why not belong to just the State Chapter?"

These are questions I hear all over the U.S. today.

The problem is, we are not informed about the benefits of Association membership, Nationally.

I have friends that believe they are too big and don't need the association. Many are quick to believe that only young men, livestock auctioneers, and business liquidators gain from the Association. So why join?

Please believe me when I say that the need for State and Local Chapters, as well as National Associations play a very important role for the interest and education and well being of everyone in the business.

To the individual member, maybe this will help you to understand. Large business and industries each have their meetings for the purpose of education but especially to build enthusiasm and interest, to place incentives, goals etc. They need to do these things to keep men from feeling sorry for themselves, and realize what others are doing, that they also can do something.

If you go to a dog race, you will see a rabbit running before the dog. The dogs will never catch the rabbit. They run faster, however, because the rabbit feast is their incentive to run faster. This is the same basic idea with State and Local Chapters, as well as National Association. They give you a lift, new interest. You see and learn from others. You gain new friends across the country.

To State and Local Chapters, and National Association officers, until we can put on a level of high degree the value of membership, we must install into our members the need to want to belong, instead of making it extra easy to belong. Let's put class importance into it, by building and upgrading the association to the point that non-members would be seeking us to become members instead of us looking for that one extra member.

A new graduate from law school has



built a desire to belong to the Bar Association of his State and National Chapters. They want to be on equal level.

All and all, they must know that they can't belong unless they meet certain requirements that will make other Auctioneers look up to them and want to become members.

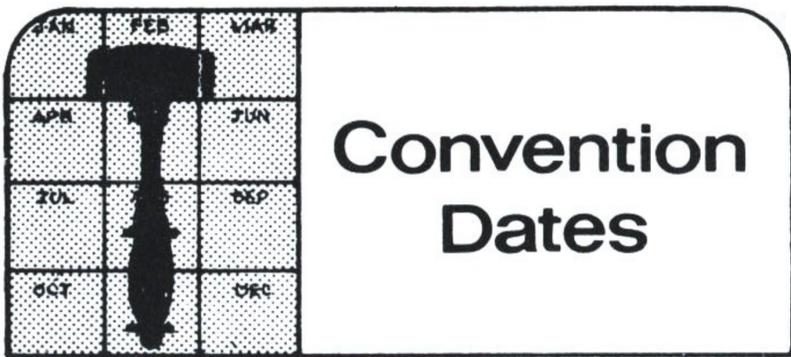
"If you really want an Auctioneer to do something, just tell him he can't". Then watch the smoke.

---

## **Real Estate Banquet Mc'd by Auctioneer**

Col. W. C. "Cliff" Ledford, Lancaster, Ky., served as Master of Ceremonies at the Grand Banquet of 44th Annual Conference of the National Association of Real Estate License Law officials, held in Miami Beach, last November. He is a member of the Kentucky Real Estate Commission.

Col. Ledford is a charter member and past president of the Kentucky Auctioneers Association. He has been elected to serve as a Director for NARELLO and joins an ever growing list of auctioneers who have been elected to important offices in various real estate organizations.



## Convention Dates

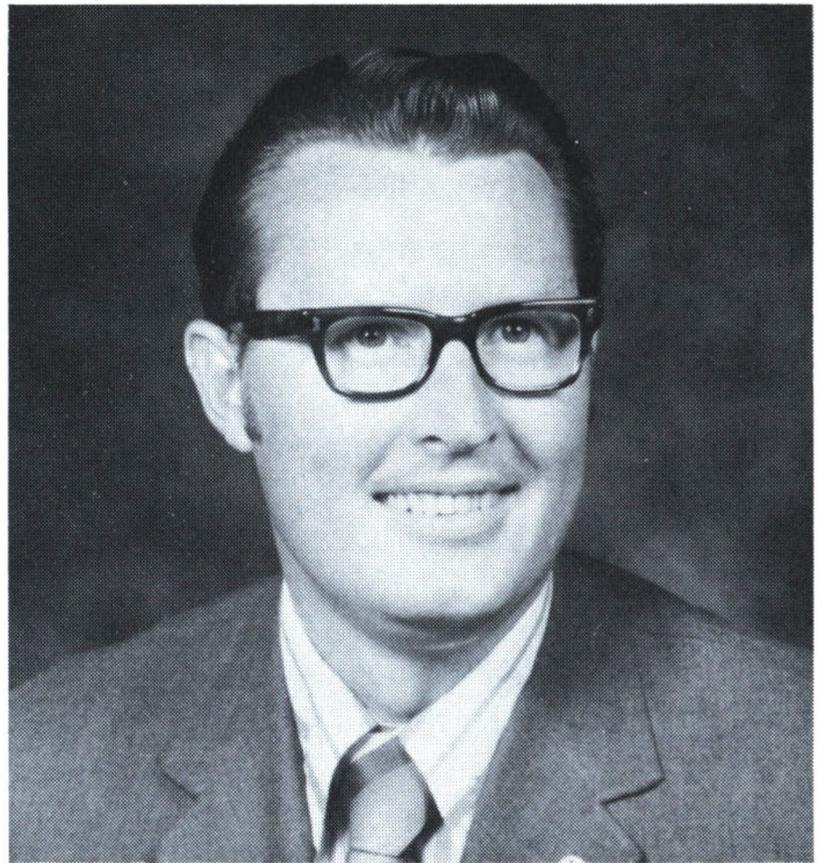
- April 9-10—Kentucky Auctioneers Association, Seelbach Hotel, Louisville.
- April 16—Illinois State Auctioneers Association, Jumer's Castle Lodge, Peoria.
- May 7—Nebraska Auctioneers Association, Albion.
- June 2-3—Texas Auctioneers Association, Austin.
- June 9-10—South Dakota Auctioneers Assn., Chamberlain.
- June 11-12—Minnesota State Auctioneers Association, Slayton.
- June 12—California Auctioneers Association, San Jose.
- June 13-14—Wisconsin Auctioneers Association, Ramada Inn, Madison.
- June 18-19—Tennessee Auctioneers Association, Regency Hyatt House, Knoxville.
- July 27-29—NATIONAL AUCTIONEERS ASSOCIATION, Fairmont Hotel, Dallas.

## Colorado Auctioneers Hold Annual Meeting

Colorado auctioneers and their wives enjoyed an evening of sociability, good food and an active discussion at the group's Annual Meeting, held at the Red Slipper Inn, in Denver, January 15. Even though weather conditions prevented those from the Western Slope from attending there were 45 present for the Dinner of roast prime rib.

Bernard Hart, Secretary of the National Auctioneers Association, was the principal speaker on the program. He stated that the completion of the new office building by the National Auctioneers Association was a definite milestone in the progress of auctioneering and only the beginning of better things to come, providing proper leadership was administered. He also cited the members of the Colorado Ladies Auxiliary as being the first group to make a donation to the Building Fund.

IN UNITY THERE IS STRENGTH



Col. Chuck Cumberlin, Greeley, Colo., is the 1972 President of the Colorado Auctioneers Association. He graduated from Western College of Auctioneering, in 1960, and completed the Real Estate Auctioneering and Auction Sales Management course at Misosuri Auction School, in 1969. He is active in all phases of the auction and real estate business and since 1966 he has been associated with the firm of Austin & Austin, Greeley.

Chuck Cumberlin, Greeley, was elected to the office of President, for 1972. Reuben Stroh, Loveland, was selected as Vice President, and Jack Salisbury, Fort Collins, is the new Secretary-Treasurer. Bill Hauschildt, Denver; Gene Adams, Salida; and Troil Welton, Wray, were elected to three year terms on the Board of Directors. Bud Zaiss, Brighton, was elected to a two year term, replacing Reuben Stroh.

The meeting was in charge of Jim Odle, Brush, the retiring President, and arrangements were handled by J. Lee Sears, Fort Lupton, retiring Secretary-Treasurer.

### HANDY SIZE

Voice at the front door of the House: "Ma'am! Your dog has just been run over by a steam roller!"

Woman from inside the house: "I'm in the tub — just slip him under the door!"

# Association Grows With

## 368 More Members in 1972

Membership in the National Auctioneers Association reached 3,240 on December 31, 1971, to make it the largest growth year in the organization's history. The net gain of 368 members exceeded that of 1968, our first in Nebraska, when we added 329 members.

These two significantly successful years coincide with two of the major milestones in the life of the organization, the moving of the national headquarters to Nebraska, and the completion of our own home office building.

During the past five years we have enjoyed a gain of more than 41% in our membership roles. Five years ago (December 31, 1966) we had 2,293 members or 947 less than the latest count.

Ohio continues to lead all other states in members with 242. Even though Illinois gained in membership, the gap between the top two states was widened. Tennessee, Kentucky and Indiana round out the top five states with 175, 169 and 164 members, respectively.

Nebraska, with 156 members, dropped to sixth position, followed in order by Missouri (138), New York (134), Pennsylvania (132) and Wisconsin (126). The following table gives the membership by states along with the figures of one year ago and five years ago:

	Dec. 31 1966	Dec. 31 1970	Dec. 31 1971
Alabama	15	14	34
Alaska	0	2	3
Arizona	9	9	12
Arkansas	44	61	56
California	65	83	87
Colorado	51	41	41
Connecticut	10	17	20
Delaware	5	5	7
District of Columbia	2	3	3
Florida	47	58	77
Georgia	15	33	40
Hawaii	3	3	2
Idaho	14	16	13
Illinois	160	208	216
Indiana	154	136	164
Iowa	92	106	111
Kansas	93	98	115
Kentucky	94	144	169
Louisiana	8	17	25
Maine	4	9	9

Maryland	26	36	40
Massachusetts	24	36	44
Michigan	70	90	99
Minnesota	23	34	33
Mississippi	15	20	17
Missouri	60	93	138
Montana	34	48	40
Nebraska	130	149	156
Nevada	2	3	2
New Hampshire	6	12	14
New Jersey	37	54	49
New Mexico	13	17	19
New York	78	108	134
North Carolina	35	67	58
North Dakota	21	22	24
Ohio	171	209	242
Oklahoma	40	72	81
Oregon	19	26	28
Pennsylvania	125	113	132
Rhode Island	6	4	4
South Carolina	15	19	20
South Dakota	25	29	30
Tennessee	107	163	175
Texas	87	90	123
Utah	0	3	3
Vermont	5	5	9
Virginia	50	68	79
Washington	25	29	31
West Virginia	31	36	46
Wisconsin	84	113	126
Wyoming	19	16	16
Canada	22	24	24
Australia	1	0	0
Thialand	1	0	0
West Indies	1	0	0
Puerto Rico	0	1	0
Totals	2293	2872	3240

### Building Fund Notes

The closing days of 1971 brought a flurry of activity in the Building Fund. The following new names have been added to the list of FRIENDS that will be cast in bronze and placed in the building:

- Orlin Cordes, Red Wing, Minn.
- Chuck Cumberlin, Greeley, Colo.
- Harry B. Davis, Pittsburgh, Pa.
- John W. Doane, Mt. Vernon, Ind.
- Orval & Gladys Free, McAlester, Okla.
- J. R. Gillespie, North Platte, Nebr.
- Laws Auction Co., Manassas, Va.

William Magee, O'Fallon, Ill.  
Jerry D. Popplewell, Amity, Mo.  
Taylor & Martin, Inc., Fremont, Nebr.  
David & Laura Tracy, Pavilion, N.Y.  
J. Vernon Trageser, Java Center, N.Y.  
Louis Traiman Auction Co., Philadel-  
phia, Pa.  
Lee Waldrip, Gainesville, Ga.  
Garth & June Wilber, Bronson, Mich.  
In Memory of Henry F. Wilber,  
Bronson, Mich.  
Allan D. Woodward,  
Broken Bow, Nebr.

Ronald G. Woodward,  
Broken Bow, Nebr.  
Additional changes in lists previously  
published in THE AUCTIONEER include  
two additions to the BUILDERS heading:  
Morris F. Fannon, Pennington Gap, Va.  
(From SPONSORS)  
Tony Thornton, Auction Service,  
Springfield, Mo.  
(From FRIENDS)

Popular prices seem to be losing some  
of their popularity.

## ADVERTISING CONTEST 1972

Our second annual advertising contest is now being formulated and although our first was very successful we are hopeful our second will be bigger and even more successful.

Advertising is such a key ingredient in a successful auction it is necessary for all auctioneers to be constantly looking for new ideas. I know that many of us were able to pick up a few new slants from the many brochures and sale bills submitted last year. Our display area will be larger in Dallas and therefore will be much more effective.

The rules and guidelines will be about the same as last year with two additions. First, all entries must include either the NAA insignia or the words "member of National Auctioneers Association". Second we will categorize all entries and award certificates to all category winners. The categories will be: 1. Industrial and commercial 2. Real Estate 3. Farm and Implement. 4. Antique and Household Misc. Each category will be divided into black and white and color.

Winners will be selected on overall presentation and eye appeal. Neither size nor magnitude of the sale is important. Judging will be done by the advertising committee and a representative from a major advertising agency or newspaper in Dallas.

All entries will be on display at the convention. The winner's name will be engraved on the permanent plaque now hanging in our national headquarters. In addition he will be awarded a fine trophy.

Select up to five of your best sale bills or brochures from auctions held between August 1, 1971 and July 31, 1972. Please do not send several from one sale, however, as it makes our job more difficult in sorting them out. Entries must be at national headquarters one week prior to the convention.

Everyone must help to make this contest successful. Send your best ads to headquarters then on to Dallas for a great convention.

TERRY DUNNING, Chairman  
Advertising - Promotion - Membership Committee



# Reppert School of Auctioneering

Pictured opposite is the Class of November 29, 1971 to December 17, 1971 at the Reppert School of Auctioneering, Decatur, Indiana. Following is their identification by rows reading from left to right in all instances:

**TOP ROW:** Roger L. Neal, Georgetown, Ohio; Mervel T. Leffler, Marion, Ind.; Jon H. Overmyer, Elmore, Ohio; Foy E. Price, Polas Verdes, Calif.; Albert Wayne Stoll, Litchfield, Ky.; Barry L. Curtis, Ontario, New York; Harry W. Moyer, Elkhart, Ind.; Dennis E. Minton, Evansville, Ind.; A. Vance Caskey, Edmonton, Alberta; Gerald G. Leiby, Allentown, Pa.; Robert L. Tom, Camden, Mich.; Leslie J. Love, Kleinburg, Ontario; James A. Knepp, Bourbon, Ind.

**THIRD ROW:** Stanley O. Sullivan, Oakland Mills, Pa.; Charles W. Hoffman, Berne, Ind.; Lester D. Wheeler, Flint, Mich.; William V. Englert, Hamilton, Mo.; Jack Christy, Indianapolis, Ind.; Hubert C. Wise, Craigsville, Va.; Paul Z. Martin, Blue Ball, Pa.; Randy H. Geise, Waldron, Ind.; Virgil Coil, Washington Court House, Ohio; Greg Hitchcock, Winona, Minn.; Robert K. Burke, Syracuse, Ind.; Howard L. Smith, Dexter City, Ohio.

**SECOND ROW:** Billy R. Sorrell, Miamisburg, Ohio; Daniel E. Dohm, Traverse City, Mich.; William D. Martin, Huntington, Ind.; Howard D. Neuenschwander, Geneva, Ind.; Larry McBride, Sturgis, Mich.; W. M. Anderson, Winchester, Tenn.; William Branch Lilly, Norwood, N.C.; Gregg Heath, Pittsburgh, Pa.; Paul M. Kevil, Carlsbad, N.M.; William S. Stewart, Louisville, Ky.; Donald H. Brink, Holland, Mich.; Ralph H. Bolinger, Decatur, Ind.; Raymond W. Napier, Columbus, Ohio.

**FIRST ROW:** Delmar L. Auer, Columbia City, Ind.; Dallas Sparks, Missoula, Mont.; John Phillip Haynes, Orlando, Fla.; Michael Mitten, Greendale, Wisc.; Michael W. (Mike) Marshall, Hyde Park, N.Y.; Joseph Lynn Blake, Evansville, Ind.; George M. Ungar, Sturgis, Mich.; Philip L. Noggle, Greenville, Ohio; James Richard Lamb, Manchester, Conn.; Michael Long, Chattanooga, Tenn.; William Robert Groendyke, Newark, N.J.; Kermit R. Wesner, Campbellsburg, Ind.

**INSTRUCTORS:** (Seated) Gene Slagle, Ohio; Homer Pollock, Ohio; Roland Reppert, M.D. Owner and President, Decatur, Ind.; Q. R. Chaffee, Pa.; Phil Neuenschwander, Berne, Ind.; Paul Z. Martin, Pa.; H. D. Darnell, Ky.

## Auto Show Auction Was A Hit For Second Year

DETROIT — The nightly auction of an automobile proved to be a highlight of the recently concluded Detroit Auto Show at Cobo Hall for the second year in a row.

With veteran auctioneer Joe Tate, who handles auctioneering chores at Owosso, Mich., and Toronto, Canada, directing the bidding, nine new cars were sold, with the average return being about more than 80 percent of sticker.

Actually, an Olds Cutlass went for the smallest discount, bringing \$3,000 on a sticker price of \$3,401, or approximately a little better than a 10 percent discount.

Other cars sold (with percentage of sticker) included a Mercury Comet (85%), Dodge Colt and Plymouth Cricket (81%), Chevy Vega and Ford Pinto (84%), an AMC Gremlin (89%), a VW Super Beetle (83%), and a Pontiac Ventura (89%).

## Sertoma Auction

Col. Orval Free, McAlester, Okla., conducted a two day auction for the McAlester Sertoma Club that brought in approximately \$5,000. The auction was held from 6:30 to 10:30 P.M. each evening and was broadcast over KNED radio.

Those losing their head have the most headaches.

### TIE BARS

Order your "Souvenir" tie bar now with reproduction of our new building on it.

**Yours for only \$2.50**

Send orders to:

**N.A.A.**

**135 Lakewood Dr., Lincoln, NB 68510**

When ordering specify you want the souvenir item.



## The Ladies Auxiliary

Hi,

As we move into the second month of the New Year, we still have a fresh new year ahead of us. Let us make the most of it to improve ourselves and to help others.

I expect a lot of our New Years resolutions have been broken by now. There is one I hope all of you made and will keep, that was to attend the Convention in Dallas this year. It is always such a pleasure to see old friends and to make new ones. The conventions seem to get better each year.

Going back to Texas is always a welcome experience for us, since we spent a year there during the 40's and came to know some of the nicest people. We always enjoy going back visiting and touring the state, there are so many interesting places to see.

The Auctioneer Association of North Carolina was fortunate to have the N.A. A. president, Col. Grover and Willie Howell, with us at our annual meeting in August. I am sure all will agree that two nicer Texans would be hard to find. So come July, and the Convention, we can be sure there is a great treat in store for all.

The year has started off well for us, looks as if there is a lot of hard work ahead. We have always enjoyed the auction business and wouldn't want to be doing anything else. Enjoying your work is half the battle won.

Best of luck to all of you,  
Nan Gilbert  
Lincolnton, N.C.

\*\*\*\*\*

### SOUVENIRS

Ladies, order your "Brooch and/or Bracelet" which are souvenirs of our new building.

Each ..... \$2.50

Greetings from the South!

Traditionally we think of a new year as a time to make new resolutions to ourselves. I prefer to think of it as a time in which to take inventory of the past years and to rededicate myself to the things that I feel are most important to my future.

Having just spent a very enjoyable Holiday Season being hostess to two of our nations leading auctioneers and their families, I am all the more enthused concerning the role I play as an auctioneer's wife. I have always been very proud and happy to be married to an auctioneer. It is one of the few professions in which a wife may take an active part and feel that she is directly contributing to the future of her family.

From my observations, I have concluded that most successful auctioneers are highly dedicated and enthusiastic. Our attitudes, as wives, can constructively add to this dedication and enthusiasm. We can also give our support by attending all State and National Conventions and taking an active interest in the Auxiliary. The sharing of ideas and experiences at these meetings can be very rewarding.

During the comparatively few years we have attended the National Conventions, we have met so many talented and sincere people. We find ourselves looking forward not only to the seminars, the banquets and the entertainment, but most of all to the many familiar faces. The lasting friendships of others so far away from home is a heartwarming and indescribable experience. We have already set aside our convention dates and hope you have done the same.

Sincerely,  
Brenda Higgenbotham  
Lakeland, Florida

### SAD STORY

Song of the farmer's wife: On Christmas Day my true-love gave to me 5 packs of seed, 4 sacks of fertilizer, 3 cans of weed spray, 2 bottles of insect killer, and a pruning knife for a pear tree.

# Old Wedgies Never Die

By **BOB KRAUSS**

Advertiser Columnist

The hottest thing in high fashion footwear this month in Honolulu are World War II Wedgies with ankle straps selling for \$1 a pair at Lou Stambler's Auction Store on King Street.

"Kids are going wild over them," said Betty, the clerk, who makes change from her purse. The shoes are stacked amidst secondhand adding machines, used refrigerators and old sets of Charles Atlas exercisers.

**OFFICE GIRLS** who work downtown are buying the shoes seven and a dozen pairs at a time.

"It all started about a month ago when somebody discovered our stock of 30-year-old shoes," said Betty. "I guess they're coming back into style. They have never been worn. Some of them once sold for \$40 a pair.

Yesterday noon, visiting New York artist Madelynn Applebaum bought three pairs of \$1 a pair shoes: a pair of sturdy kibbutz sandals and two pairs of white suede Wedgies.

"How do you keep the suede white?" I asked.

"**YOU DON'T,**" she answered. "When they get dirty, I'll wear a tan outfit. When they get real dirty, I'll wear yellow."

Carol Olson, Aloha Magazine editor, bought a pair of green, snake-skin Wedgies trimmed in red which made her feel like either Carmen Miranda or Mamie Stover, she said.

As she was browsing she exclaimed, "Good heavens, my mother had a pair just like these!"

One of the boxes she pulled out advertised Paulette Goddard Elegantes. There were also boxes of Paulette Goddard Swankies and Paulette Goddard Campus Gliders.

The unexpected run on old shoes caught auctioneer Stambler, if you'll pardon the expression, flatfooted.

**WHEN** I asked him where he got the shoes, he insisted they are only 3 or 4 years old, that he had picked up at Liberty House.

"These are very high class shoes," he said. "They sell for \$5."

Finally, he confessed that the shoes come from odd lots he picked up over

the years when Honolulu shoe stores went out of business.

Honolulu Advertiser

My philosophy for 1972:

"What I gave I have. What I did not give I have lost forever."

"You make a living by what you get; you make a life by what you give."

Col. John W. Fishdick  
Eagle River, Wis.

## THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1971-1972

### PRESIDENT:

Mrs. Grover (Willie) Howell,  
Dallas, Texas

### 1ST VICE PRESIDENT

Mrs. G. T. (Nannie) Gilbert,  
Lincolnton, N. C.

### 2ND VICE PRESIDENT:

Mrs. Dean (Jean) Fleming,  
Atkinson, Nebr.

### SECRETARY-TREASURER

Mrs. Morris (Velda) Fannon,  
Pennington Gap, Virginia

### HISTORIAN:

Mrs. Garth (June) Wilber,  
Bronson, Mich.

### DIRECTORS:

(TERMS EXPIRING 1974)

Mrs. Lyle (Irene) Erickson,  
Cresco, Iowa

Mrs. Marty (Brenda)  
Higgenbotham,  
Lakeland, Fla.

Mrs. Don (Eileen) Standen,  
N. Ridgeville, Ohio

(TERMS EXPIRING 1973)

Mrs. Dick (Virginia) Brewer,  
Mt. Hope, Kansas

Mrs. Curtis (Violet) Cunningham,  
Greenwood, S. C.

Mrs. Bud (Dorothy) Chapman,  
Seattle, Wash.

Mrs. Romaine (Ruth) Sherman,  
Goshen, Ind.

(TERMS EXPIRING 1972)

Mrs. V. K. (Alma) Crowell,  
Oklahoma City, Okla.

Mrs. Fred (Ruth) Sherlock,  
St. Francis, Kansas

Mrs. J. W. (Ann) Donahoe,  
Darlington, Wisc.



# Pop's Ponderings

## Active Winters Characterize Life of Modern Auctioneer

By COL. POP HESS

This "pondering" begins on January 5th and before I get too far along with "ponderings" for February that will fit your approval, I wish to say many thanks to all who took time out to send me seasons greetings which arrived from many parts of the country plus from my friends in Canada. TO ALL, THANKS! (and) My wish to all for A GREAT 1972!

While the new year came in like a lamb, (like they say about March) before many hours the lamb became more like a RAM with curly horns and bumped us here in this area by January 5th. with a fine blanket of nice white snow with the usual highway slippery spots and we can now say that we have winter. A few weeks back, we had so many high winds and mild days, I thought March was trying to arrive ahead of January and February and shoot us into spring, but I now admit that my thinking was wrong.

Recently, I received a fine letter from Bernie at the Lincoln Home Office, telling us of their winter weather and advising that he was heading for New Orleans and the NAA Board Meeting, and I had a hunch he might follow the Nebraska TOP FOOTBALL TEAM on to Florida, but guessed wrong as he was back in Lincoln, looking on the same as we here in Ohio did seeing the Nebraska Boys are really IT when it comes to football! The grapevine tells us all Nebraska was tuned in and that special game was the main topic in that state for some time.

Through the past few weeks our mail has been quite good, some advising they will be our callers later on. Yes, I like to have visitors. I live almost next door to our Logan County Fairgrounds. Maybe if we ever get over-crowded, we could persuade the boys to let us move in for a day's visit in the fairgrounds. We have plenty of room here at the Hess home to take care of our visitors. If passing through, our phone is listed. To

find Ontario avenue, go to the fairgrounds and we are just two blocks south.

While on the subject of visitors, we had the pleasure recently of having a welcome visitor: IN PERSON, MY LONG TIME FRIEND, COL. H. EARL WRIGHT, who now makes his home in Florida. Now somewhat retired, he did a great job as one of Ohio's leading farm, livestock and real estate sales Auctioneer. Col. Wright was passing through our city on his way home from his duties as an instructor at the Reppert Auction School. We had a very real old time visit and many of the hot spots of past Auctioneering was weighed and reviewed during our short visit. The Colonel was in health considering his age and past illness, yet I think I convinced him that he was still quite a young man. In fact, that was one point we did not altogether agree on. He tried to convince me that I look as young as when he saw me some ten years ago. While I did not contradict him, I should have informed him that many days I felt ten years older than I am. We enjoyed going over the profession past and present and both were sorry the visit was way too short.

Our Ohio Auctioneers Association's Annual Meeting comes this January, 8th thru 9th., in Columbus. At this writing, I hope to be able to attend. Much depends on driving conditions, and at my age, my general health condition. I hope I can have a report into Lincoln for this issue. Of course, our Secretary, "Newt." as we all call him, will get this through more correct than if I were to get it done. We Ohio Auctioneers are very proud of our Ohio Association, with leaders in total state membership and also in the NAA.

Our State and National Associations are a matter where pondering is not required. This new year of 1972 finds these Associations firmly established with the National Association firmly lo-

IN UNITY THERE IS STRENGTH

cated in Nebraska's Capital City, Lincoln, in a fine building BOUGHT AND PAID FOR BY OUR MANY AUCTIONEERS THROUGHOUT THE U.S. AND CANADA, a tribute to the many officers and members who held the line and completed the job for the benefit of all of us today and those who follow us in the future!

Here in our Ohio, the first week of this new year and through the first two months, indicates a strong line of big sales listed by many of the boys. We used to think that with the end of May, through early September, we Auctioneers would have quiet period with no sales to speak of. Now however, this is all changed and we now find there are sales in progress throughout the entire twelve months regardless.

The Auctioneer of today is like your doctor, more than busy. It is always interesting to note the volume of our top busy Auctioneers listed in each state through their State License Law, wherein less than half the list shows the youngsters now fully licensed and filling in the need of another Auctioneer as the toll each year of those retiring continues on.

I was asked recently during a conversation on Auctioneering as a profession as to it being worth while. My answer was the present example of large demand for sales to be held and the volume of items to be sold. The field as of today is the brightest to date. However, the beginners must first determine to make the goal. Two thirds of the effort is up to him or her who wants to be a leader, while the one third left is the training and preparation in the beginning and is most important.

Training and preparation, these words remain outstanding to one who "has been there" and is the foundation for the beginning before you can convince today's John Q. Public that you are equipped to sell his sale offering. You must sell first of all, both yourself and your qualifications before he will make a selection of an Auctioneer for his sale. You may secure sales the easy way, from friends, or upon another Auctioneer's recommendations but after all these openings are exhausted, the above outlined points will govern your future progress!

Not so long ago, a young Auctioneer told me of one man he made mad due to



## Promotional Items

**LAPEL BUTTONS:** "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

**INSIGNIA CUTS:** Add distinction to your cards, letterheads and advertising. (7/8" or 2/3" wide.) **\$2.50 each**

**DECALS**—3 color, reversible, @ **25c each; 4 for \$1.00.**

**BUMPER STRIPS**—Advertising the Auction method of selling. **25c each; 4 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

**THE AUCTIONEER**

**135 LAKEWOOD DRIVE**

**LINCOLN, NEBR. 68510**



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

refusing to accept a one dollar bid, where the bids in progress were from five to ten dollars a jump. This error cost him some good future sales going as a result, to his competitor, because of his style in treating the situation, and it required him some little time to recover. How well I know how a small dollar bid will jar you when you are riding on a high score. It is best to wind it up with all concerned in a happy mood and it soon will be forgotten by all but the would be bidder, but leave him happy and smooth over the situation with wisdom.

This reminds me also of another young man who got badly twisted while conducting a sale. As he explained it to me, he failed to get the complete attention of both bidders and the entire attendance, when at all times, every Auctioneer must have his entire crowd fall in with him, or he will surely get lost! These are just a few points on items that I myself did live through in the fifty years of full sale employment as an AUCTIONEER.

#### **ROBIN HOOD**

"Here's \$1,000," said the masked stranger as he handed a stack of bills to the astonished peasant.

"What's this for?" asked the peasant.

"I steal money from the rich and give it to the poor," the masked man explained.

"Gee, thanks. Wow! I'm rich," shouted the peasant.

"Okay," said the stranger, "stick 'em up!"

## **Florida Auctioneers Elect Vince Simmons**

At the Annual Convention of the Florida Auctioneers Association, at Lakeland, December 12, Vince Simmons, Jr., was elected President. Simmons has served as Secretary-Treasurer of the Sunshine State organization and is a Lakeland real estate and automobile auctioneer.



#### **Vince Simmons**

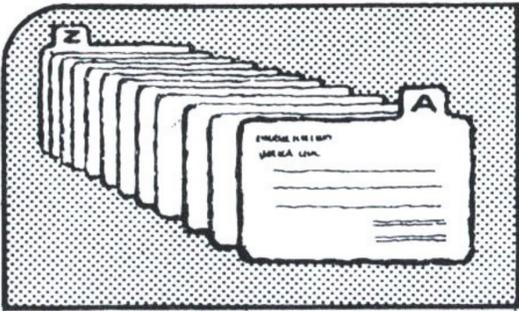
Elected Vice President was Jim Graham, North Palm Beach, while Joseph Sedmera, Lakeland, became Treasurer, and George Van Deree, Venice, Secretary. It is noteworthy that all officers elected were in attendance at the National Auctioneers Convention, last July.

Highlight of the meeting was an address by Col. Ronnie Woodward, Broken Bow, Nebr., 1971 World's Champion Livestock Market Auctioneer, who attended the meeting with his wife, Mollie, and the two Woodward youngsters. This family thoroughly enjoyed the warm Florida sunshine and 85 degree temperatures.

**GEORGE F. VAN DEREE, Secretary**

#### **INTERESTING FACTS**

Five or six areas needed oiling each day on some of the earliest automobiles—transmission oil required changing once a week—tires lasted about 500 miles . . . The average person walks the distance from coast to coast every year . . . Smoking is said to reduce hearing—on low-pitched sounds in particular . . .



# Membership

Memberships processed Dec. 16 through Jan. 15, 1972.

- Stanley Solon, New York  
 Kenneth Paden, Delaware  
 \* Clarence A. Hollandsworth, Missouri  
 \* Frank Patterson, Oklahoma  
 \* Elvis Hardin, Oklahoma  
 W. H. Owens, Kentucky  
 \* Roger M. Keyes, Alabama  
 John Shibley, Massachusetts  
 \* Wylie Cobb, Florida  
 \* Arnold L. Coffield, Wyoming  
 \* Mrs. Regina Dowling, Washington  
 Mary Parkhurst, Minnesota  
 Don E. Bennett, Iowa  
 Leon Joy, Iowa  
 Johnny Foster, North Carolina  
 Delbert Winchester, Oklahoma  
 George Shults, Oklahoma  
 Morris Weinstein, New York  
 Vincent Di Giacobbe, Ohio  
 Richard C. Wright, Virginia  
 Robert Cudd, Minnesota  
 \* Robert White, California  
 Francis Riley Cummings, Wisconsin  
 \* Dorothy M. Rosebush, Colorado  
 A. T. Morris, North Carolina  
 George P. Pechilis, South Carolina  
 \* Kenneth Clampitt, Texas  
 Harvey Peyton, Tennessee  
 \* J. W. Conn, Jr., Georgia  
 Joe Reisch, Iowa  
 Doyt McGinnis, New York  
 \* Richard L. Wise, Indiana  
 Russell Beams, Kentucky  
 John Cummins, Kentucky  
 Billy Arbaugh, Kentucky  
 S. P. Appleby, Kentucky  
 H. P. Brooks, Kentucky  
 Edward E. Bach, Kentucky  
 Lee Gaston, Kentucky  
 Jack S. Gray, Kentucky  
 Norman B. Hudson, Kentucky  
 Allen Hudson, Kentucky  
 Ronald T. Hurst, Kentucky  
 Patrick A. Hayden, Kentucky  
 Cecil Johnson, Kentucky  
 Edward Maupin, Kentucky  
 Joe Martin, Kentucky  
 Julius Wise, Kentucky  
 George Webb, Kentucky  
 Thomas M. Watson, Kentucky  
 George M. Kurtz, Kentucky  
 Arthur Everman, Kentucky  
 John P. O'Connor, Kentucky  
 Donald Cady, Kentucky  
 Elbert J. Smith, Kentucky  
 Ira Potter, Kentucky  
 Clarence Proffitt, Kentucky  
 Walton R. Haddix, Kentucky  
 Walter Fritts, Kentucky  
 George E. Elkins, Kentucky  
 Frank Bishop, Kentucky  
 George D. Scott, Jr., Kentucky  
 Joel Sullivan, Kentucky  
 Edward H. Sutherland, Kentucky  
 Howard Staton, Kentucky  
 Carl E. Spain, Kentucky  
 H. T. Derickson, Kentucky  
 Rex Proffitt, Kentucky  
 C. Roger Lewis, Kentucky  
 Charles R. Nichols, Kentucky  
 George Swinebroad, Kentucky  
 John T. Denton, Kentucky  
 Robert L. Selmon, Ohio  
 Donald Muirhead, Texas  
 Charlie Hope, Virginia  
 Delbert Manske, Nebraska  
 \* Emmitt Cobb, Utah  
 Abe Levin, Massachusetts  
 Allen Kessler, Indiana  
 Robert L. Fetters, Ohio  
 Emil J. Lauter, Illinois  
 Ralph L. Zabel, Illinois  
 Joe M. Goldberg, Illinois  
 Ron Rodenberger, Colorado  
 J. D. Cobb, Missouri  
 Jim Trunk, Illinois  
 Abe Cantor, Illinois  
 Robert Ellenberger, Indiana  
 Jerry Finnell, Florida  
 Lloyd Sitter, Illinois  
 William C. McDonald, Michigan  
 Gordon Clingan, Illinois  
 Emmert R. Bowlus, Maryland  
 James Franks, Illinois  
 J. Gordon Hannagan, Illinois  
 Jerry Blice, Indiana  
 \* James H. Wilson, Tennessee  
 \* Walter Glenn Blankenship, Tennessee  
 \* Dewey C. Smith, Tennessee  
 \* Reel D. Blair, Tennessee  
 \* Terry L. Evans, Tennessee  
 \* H. Davis Hayes, Tennessee  
 \* Charles M. Conner, Tennessee  
 Kenneth E. Sherbahn, Indiana  
 James D. Bayman, Indiana  
 Glenn C. Merica, Indiana

Richard C. Brodie, Michigan  
 Ordell Darst, Missouri  
 Tom H. Riddell Jr., Missouri  
 Edward H. Ahrens, Illinois  
 Lawrence Callis, Indiana  
 Bill E. Cooke, Indiana  
 Amos M. Wittmer, Indiana  
 Robert L. Harrison, Indiana  
 J. L. Henderson, Mississippi  
 \* E. W. Umfleet, Missouri  
 Lewis E. Smith, Indiana  
 LaVerna Smith, Indiana  
 C. H. Bud Anderson, Indiana  
 Earl L. Witzel, Washington  
 Carl Ronnow, Illinois  
 Richard Bronstein, New York  
 Gene Clark, Kentucky  
 C. B. Charles, Michigan  
 Joe Rosenberg, Illinois  
 William A. Woodworth, Indiana  
 Paul A. Taylor, Indiana  
 John Anderson, Indiana  
 Frank Hollenbeck II, California  
 Lee Pierce, Florida  
 Hardy Ward, Idaho  
 William H. Williams, Illinois  
 Fred McFarland, South Dakota  
 Don Decker, Illinois  
 R. K. Beebe, Florida  
 A. C. "Whitie" Thompson, Illinois  
 Archie Shore, Illinois  
 V. K. "Doc" Crowell, Oklahoma  
 Melvin Lindauer, Illinois  
 George G. Ragsdale, Indiana  
 David A. Norton, Michigan  
 Theodore R. Grossman, Massachusetts  
 M. S. Pennington, Alabama  
 Stan Perkins, Michigan  
 \* David W. Scyphers, Virginia  
 Carl Busby, Illinois  
 Franklin Bohn, Illinois  
 Riley T. Jefferson, Delaware  
 L. E. Drake, Michigan  
 Maurice Price, Michigan  
 James Lewis Ockerman, Michigan  
 C. D. Foster, Texas  
 \* Jerry Lee Austin, Mississippi  
 Ray Vellinga, Iowa  
 Dennis Bandstra, Iowa  
 Don Smock, Indiana  
 Vernon St. John, Arizona  
 Earl S. Ray, Indiana  
 Gail Cowser, Illinois  
 Max D. Cater, Ohio  
 Harvey Campbell, Ohio  
 \* Doris Muntzs, Illinois  
 H. "Doc" Grizzle, Illinois  
 Virgil Munion, Oregon  
 Clayton Tschirgi, Idaho  
 Don M. Johnson, California

Herman L. Hunter, Ohio  
 Monroe Goree, New Mexico  
 Samuel W. Savedow, Florida  
 Sanford J. Blau, California  
 O. J. Hawthorne, Missouri  
 Joy D. Workman, Florida  
 S. Braden King, Maryland  
 Louis P. Dansky, Massachusetts  
 Mildred Alexander, Kansas  
 Arnold Obendorf, Indiana  
 M. M. Mobley, Illinois  
 Carl A. Tangner, Jr., Oklahoma  
 James H. Stevenson, Missouri  
 \* Lester D. Wheeler, Michigan  
 \* Donald R. Kolkman, Indiana  
 Gene Wilson, Illinois  
 Eddie Douglas, Oklahoma  
 Richard Marsh, Ohio  
 Gene Phillips, Indiana  
 Freeman F. Glenn, Michigan  
 Edward P. Oparowski, Maryland  
 Edwin E. Ringler, Michigan  
 Dale A. Dean, Michigan  
 Bob Potter, Missouri  
 E. E. Martin, Indiana  
 William H. Amos, Maryland  
 Dean Waterman, Illinois  
 Elbert Allyn, Indiana  
 Joe Ellis, Georgia  
 Floyd McCaskill, Illinois  
 Eldon Shelley, Oregon  
 Harvey Crittenden, Jr., Louisiana  
 O. J. Mader, Wyoming  
 Amon H. Miller, Indiana  
 John F. Andrews, Ohio  
 Jerry D. Popplewell, Missouri  
 Dean H. Parker, California  
 Elias H. Frey, Ohio  
 Harold E. Dlugo, Florida  
 Stephen Kral, Missouri  
 Jack Stolman, New Jersey  
 Calvin "Tink" Brown, Michigan  
 Walter M. Szary, Massachusetts  
 Leonard Austerman, Illinois  
 E. Dewey Anderson, Indiana  
 Joseph J. Maas, Jr., Minnesota  
 William C. Rash, Delaware  
 Sid Schwadron, New Jersey  
 Chuck L. Myers, Indiana  
 \* Richard P. Leach, Illinois  
 Clare Brown, New York  
 Mike Lowrey, Missouri  
 Richard Lee, Oklahoma  
 Charles P. Dunning, Illinois  
 Richard D. Engstrom, Oklahoma  
 Noble Stokes, Jr., Indiana  
 Coyte D. Carpenter, North Carolina  
 Clarence D. Hedger, Ohio  
 Edward O. Rogers, Jr., Minnesota  
 Harley O'Day, Ohio

**Q:**

WHAT IS THE MD SMOKER'S KIT?

**A:**

A scientific withdrawal system that breaks the smoking habit without pills, drugs, hypnosis or will power . . . and is accomplished by smoking!

**Q:**

HOW DOES IT HELP ME QUIT?

**A:**

The Smoker's Kit is composed of five different, specially designed cigarette holders called "Kickers." Starting with kicker number 1, 50% of all tar and nicotine is removed. Each successive kicker gradually reduces the intake of tar and nicotine until a 90% reduction is achieved with number 5. Each kicker is used for 14 days. Complete withdrawal takes 10 weeks.

**Q:**

IS THE MD METHOD MEDICALLY PROVEN?

**A:**

Yes! Many physicians prescribe the MD Smoker's Kit for their patients. In fact, a team of physicians conceived, clinically tested and perfected the MD Kit over a period of five years.

**Q:**

WHY IS THIS METHOD SO SUCCESSFUL?

**A:**

Because you don't have to stop smoking abruptly . . . and withdrawal symptoms of other methods are thus avoided.

**Q:**

WHAT IS THE PRICE OF THE KIT?

**A:**

Only \$10.00 .



MD Smoker's Kits may be purchased from:

**Col. Hugo Settle**  
**215 S. Taylor St.**  
**Amarillo, Texas 79101**  
**806-373-8501**

*Scientific, Medical Withdrawal System*

A team of physicians and surgeons who wanted an easy, safe and sure way to break the cigarette habit have developed the MD Smoker's Kit . . . a scientific, medical withdrawal system that is an effective and pleasant way to stop smoking . . . by smoking!

Please rush me \_\_\_\_\_ MD Smoker's Kits at \$10.00 each.

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Enclosed is \$ \_\_\_\_\_ (add \$.50 for postage and handling and include sales tax where applicable)

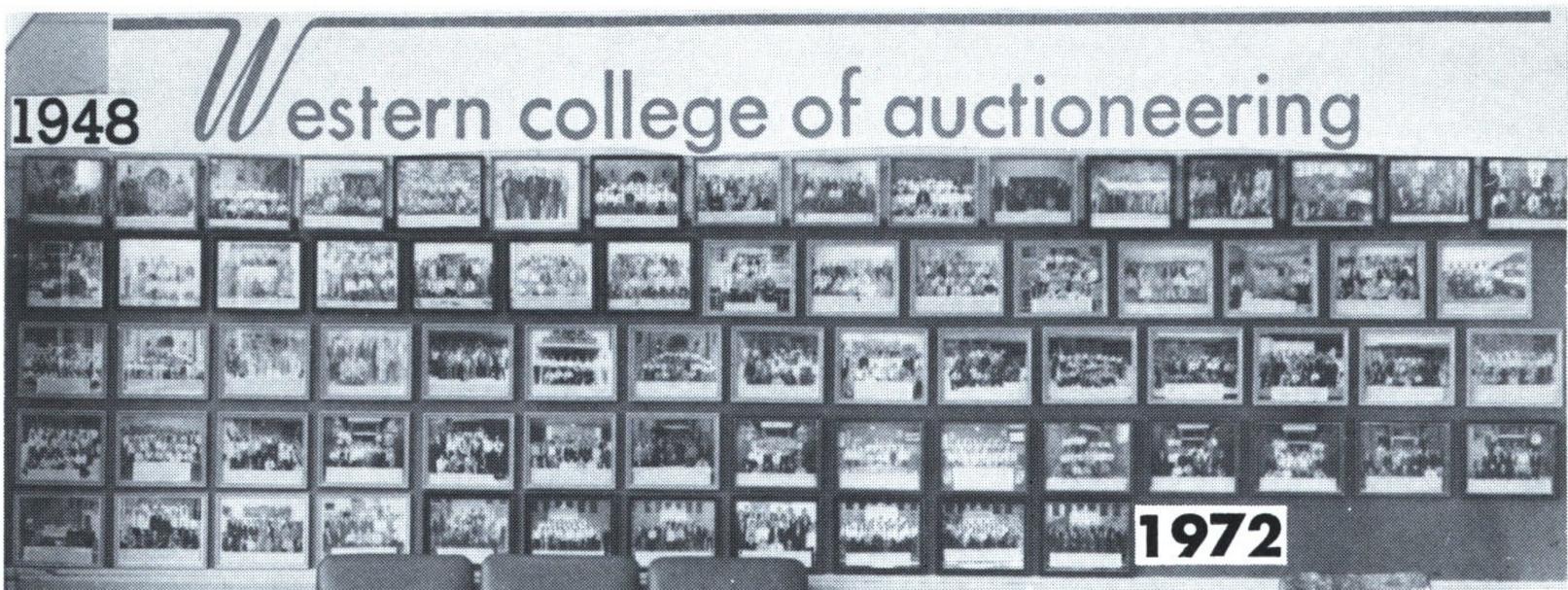
**Distributorship available.**  
**For further information**  
**contact Hugo Settle.**

Benjamin Weschler, D. C.  
 William P. Weschler, D. C.  
 R. Charles Backus, New York  
 Robert Danzy, Jr., Louisiana  
 David H. Gladstone, Virginia  
 A. J. Billig, Maryland  
 Larry P. Carlon, California  
 Rex Fleming, Illinois  
 C. M. Parrish, Virginia  
 Clayton Dykema, Illinois  
 Oral Roberts, Missouri  
 Leo H. Barta, Illinois  
 John DiBello, New York  
 Claude D. Myers, Ohio  
 Paul A. Warner, California  
 Stuart Maguire, New York  
 M. J. Manasse, New York  
 Everett Miller, Michigan  
 Paul W. Lawton, New Hampshire  
 William E. Ransom, New York  
 Vern Trageser, New York  
 R. D. Bentley, Oklahoma  
 Harold B. Lee, New York  
 Ed Duren, Idaho  
 Ralph S. Day, New Jersey  
 Robert Gallow, New York  
 James F. Gebhardt, Ohio  
 Ronald K. Stephenson, Illinois  
 \* John Phillip Hanes, Florida  
 Edward A. Short, Arizona  
 Diz Carleton, Illinois  
 T. M. Dunlevy, Indiana  
 Jack Colson, Kentucky  
 Gordon R. Taylor, Kentucky  
 Johnnie W. Taylor, Kentucky  
 James Turbeville, Kentucky  
 Jewel Vice, Kentucky  
 W. R. Walters, Kentucky  
 Stanley Fritz, Kentucky  
 Harold E. Cox, Kentucky  
 L. Gregg Goins, Kentucky  
 H. Barry Smith, Kentucky  
 \* Bill W. Willard, Kentucky  
 J. C. Reed, Kentucky  
 Chris Rosser, North Carolina  
 C. W. Shelton, Kentucky  
 Glenn Birdwhistle, Kentucky  
 Wanda C. Cummings, Kentucky  
 Irvin H. Connell, Kentucky  
 Aleck Gribbons, Kentucky  
 Bud Greenup, Kentucky  
 W. C. Ledford, Kentucky  
 Howard Prince, Kentucky  
 James G. Prewitt, Kentucky  
 Charles Switzer, Kentucky  
 Haskell Stratton, Kentucky  
 Thomas G. Turner, Kentucky  
 \* George W. Wallace, Kentucky  
 William Ray Wilson, Kentucky  
 John S. Baldwin, Kentucky

David Bailey, Kentucky  
 Melvin Conley, Kentucky  
 W. L. Crowder, Kentucky  
 Edwin Freeman, Kentucky  
 Sammy L. Ford, Kentucky  
 Wilber E. Glover, Kentucky  
 Bruce S. Goodlett, Kentucky  
 Samuel Ray Godby, Kentucky  
 Ray Hammonds, Kentucky  
 Ellis Hamilton, Kentucky  
 Dale Ray Harris, Kentucky  
 James L. Kachler, Kentucky  
 Kindell Keeton, Kentucky  
 James A. Kannady, Kentucky  
 Wallace McCord, Kentucky  
 Ken Morris, Kentucky  
 K. L. O'Bryan, Kentucky  
 John Pound, Jr., Kentucky  
 Art Roberts, Kentucky  
 Dana Woliver, Virginia  
 Vincent Kennelly, New York  
 Albert Robertson, Missouri  
 William Lee Holton, Ohio  
 Robert Ruggles, Ohio  
 Sam Hutchins, Indiana  
 Paul L. Good, Ohio  
 Virgil Heins, Iowa  
 Howard Parrish, Ohio  
 James R. Keeler, South Carolina  
 J. C. Horney, Virginia  
 R. E. Featheringham, Oklahoma  
 Duane Campbell, Ohio  
 Bill Patterson, Ohio  
 Don Bruns, Ohio  
 L. W. Gindlesberger, Arizona  
 Harold Vaughn, New Mexico  
 Gywin E. Sponsler, Illinois  
 Charlie O. Wolfe, South Carolina  
 Robert Eby, Ohio  
 Orison R. Seibert, Illinois  
 Hobart W. Farthing, Ohio  
 Loyal K. Smeltzer, Indiana  
 W. Virge Meador, Illinois  
 Emmett Hostmeyer, Illinois  
 Orlin F. Cordes, Minnesota  
 Leo Grindley, Nevada  
 Roy Wheeler, Virginia  
 George D. Hand, New Jersey  
 J. M. Casey, Alabama  
 Howard B. Overmyer, Ohio  
 George C. Naylor, Maryland  
 Noble Ratts, Indiana  
 Gary M. Knight, Missouri  
 Harold Nordwall, North Dakota  
 Roger Permenter, Jr., Mississippi  
 Richard Byer, Ohio  
 Hubert Amos, Ohio  
 Dorothy Knapp, New York  
 \* Robert L. Tom, Michigan  
 \* Robert Barron, New Jersey

\* Robert Franklin, Virginia  
 \* Curtis T. Bellamy, Tennessee  
 \* Michael Mitten, Wisconsin  
 Louis Stambler, Hawaii  
 Glenn T. Powers, Iowa  
 Pete Younger, Missouri  
 Bob Newton, Ohio  
 Kenneth Aycock, North Carolina  
 Lew Winston, California  
 John A. Rodgers, Ohio  
 Ernest O. Maine, Rhode Island  
 James P. Read, Illinois  
 Ernest E. Ogburn, Oklahoma  
 Bob Berger, Washington  
 Alvin Kohner, Minnesota  
 Victor A. Garrison, New Hampshire  
 Bobby F. Cheek, North Carolina  
 Anthony Ferolito, Massachusetts  
 Lyle M. Paddick, Illinois  
 Phil Goldstein, Massachusetts  
 Gordon Drury, Wyoming  
 Ronald D. Rhodeback, Ohio  
 Ronald I. Tull, Virginia  
 George W. Gartner, Virginia  
 Donald Steinke, Ohio  
 Orville Sherlock, Washington  
 Robert Payne, New Mexico  
 Earl Glover, Oklahoma

Ben G. Hoffmeyer, North Carolina  
 T. A. Merkt, New Jersey  
 Carl C. Stanton, Ohio  
 Walter A. Hartman, Ohio  
 Andrea Liccardello, New Jersey  
 Ken White, Ohio  
 Dale Sandberg, Wyoming  
 Leo R. Kramper, Illinois  
 Paul L. Alford, Oklahoma  
 Bud Mercer, Ohio  
 James L. Thompson, Oklahoma  
 R. F. Armantrout, Illinois  
 Edgar Adams, New Jersey  
 Lloyd Yates, Illinois  
 Thomas Newman, West Virginia  
 David Leonard, Virginia  
 Bill Elswick, Maryland  
 O. L. Lansaw, Ohio  
 Joseph Finn, Massachusetts  
 O. B. Harris, West Virginia  
 Harry H. Hawk, Ohio  
 Bud Mason, Iowa  
 Lawrence Vogel, Indiana  
 C. A. Morrison, Oregon  
 Clyde Jones, Oklahoma  
 Wilbert Kroh, North Dakota  
 Ronnie Causby, North Carolina  
 John A. Horton, Alabama



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

A two week term, equal to a College Semester in hours used.

You will be on your feet for 60 some hours of bid calling practice.

14 Instructors assist you. Night and Day.

All classes limited to thirty men. You are an individual here, not a number.

Diploma issued if you qualify.

We do not need more Auction Schools, but more Qualified Auctioneers. Tuition is based on what we can do for you. Tuition, including room and board, is \$350.00. Compare to a College semester, and realize you can make money after one term here.

*Write Today, to:*

**Box 1458, Billings, Montana**

T. J. Moll, Illinois  
 W. Wayne Austin, Michigan  
 Wendell Knutson, Illinois  
 Charles D. Garrison, New York  
 Charles D. Garrison, Jr., New York  
 Charles A. Tinnin, Mississippi  
 J. Hughey Martin, Illinois  
 Carroll Woodward, West Virginia  
 David L. Sawyer, California  
 Harry D. Francis, Virginia  
 Helen A. Mylow, Illinois  
 Robert Goldstein, Illinois  
 Myron Berman, Massachusetts  
 Clifford Swan, Maine  
 John L. Friedersdorf, Indiana  
 Robert Moore, Washington  
 Mike Sutton, California  
 Terry Belville, Nebraska  
 Ralph Medley, Ohio  
 Joseph A. Cooper, Maryland  
 Harold E. Nash, North Carolina  
 David A. Taylor, Indiana  
 Jim Clingan, Illinois  
 Robert Sutton, Missouri  
 Milton J. Dance, Maryland  
 Linville Burleson, California  
 Joe Beck, South Dakota  
 Kenneth E. Light, Virginia  
 Clarence Meyer, Iowa  
 Robert L. Knapp, New York  
 Willis Hicks, Vermont  
 Anthony P. Zifcak, Rhode Island  
 William J. Stanton, Michigan  
 Lowell Wagner, Minnesota  
 R. E. Knotts, Ohio  
 W. E. "Bud" Scifres, Florida  
 N. J. Steidinger, Illinois  
 James E. Houk, Indiana  
 Mearl Maidment, Ohio  
 Richard B. Lackey, Virginia  
 Joe Perlich, Alberta  
 Robert W. Hoffman, Wisconsin  
 \* Bob Behmer, Nebraska  
 Clarence Latham, Ohio  
 Theodore J. Lestock, Ohio  
 \* Kenneth W. Reich, Ohio  
 \* Larry Weyant, Ohio  
 Richard Coleman, Arizona  
 Ed Vierheller, Oklahoma  
 Frank F. Quillen, Delaware  
 Wesley A. Sager, Jr., Connecticut  
 Ray Holloway, California  
 Ted C. Moyer, Georgia  
 Dick Pfarr, Ohio  
 Robert Perry, Michigan  
 Ken Gouldner, Ohio  
 Michael Fox, Maryland  
 Herman Gaspard, Louisiana  
 Clarence L. Marshall, Virginia  
 Romaine Sherman, Indiana

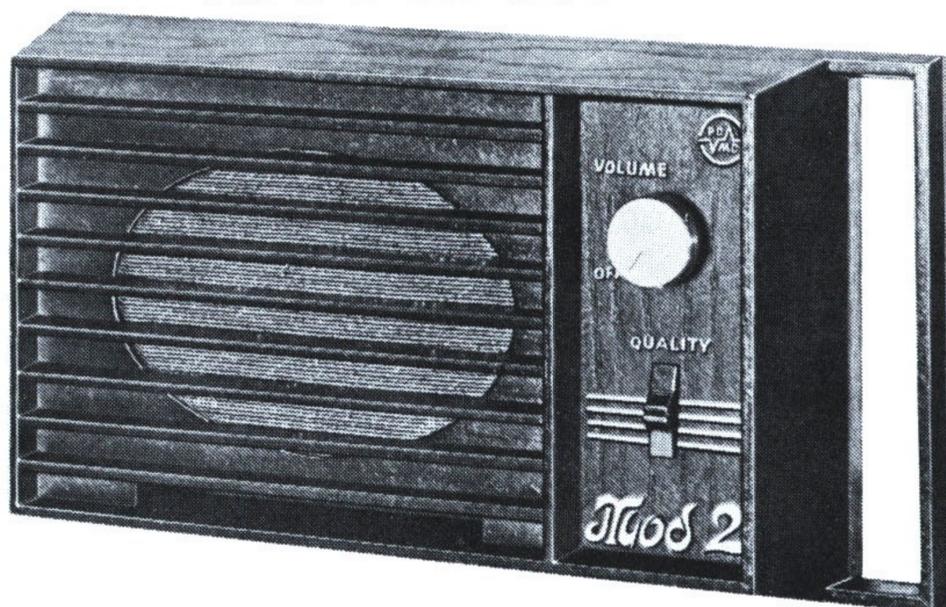
Arthur Borton, Ohio  
 Glenwood Adams, Ohio  
 H. Layton Laws, Jr., Virginia  
 Robert Wuebbels, Illinois  
 Dick Williams, Washington  
 Ray Hansen, Missouri  
 Gerald N. Mead, New York  
 Bill McClain, Indiana  
 Thomas A. Bair, Ohio  
 Thomas A. Nero, Ohio  
 \* Fred Lehman, Wisconsin  
 Esler G. Heller, New Jersey  
 A. R. Barkley, North Carolina  
 Keith Lanning, Michigan  
 Robert Campbell, Maryland  
 James E. Bridgman, North Carolina  
 Archie D. Moody, South Carolina  
 Joe L. Pence, Indiana  
 Robert E. Musser, Wyoming  
 Roy J. Viall, Ohio  
 David Kaufman, Ohio  
 George Roman, Ohio  
 Donald Kennedy, Oregon  
 John L. Leibel, South Dakota  
 W. D. Williams, Oklahoma  
 Harold Henry, California  
 Walter Flatow, Vermont  
 \* James R. Lamb, Connecticut  
 Graham Clark, North Carolina  
 \* Joseph P. Adzima, Connecticut  
 Ivan Childers, Kentucky  
 Gene Dunning, Kentucky  
 Carl K. Eley, Kentucky  
 William C. Lillard, Kentucky  
 J. R. McGowan, Kentucky  
 Ray Reams, Kentucky  
 Fraiseur Reesor, Kentucky  
 Joseph M. Satterfield, Kentucky  
 Robert E. Williams, Kentucky  
 Paul Wilkerson, Kentucky  
 Bennie Wilkerson, Kentucky  
 J. H. Barnard, Kentucky  
 C. W. Borden, Kentucky  
 J. O. Briggs, Kentucky  
 Earl M. Davis, Kentucky  
 Gene Evans, Kentucky  
 Richard G. Eversole, Kentucky  
 William D. James, Kentucky  
 Billy Kachler, Kentucky  
 Wayne Kessler, Kentucky  
 R. E. McConnel, Kentucky  
 Cecil Meier, Indiana  
 Nelson Mahoney, Kentucky  
 Perry Poe, Kentucky  
 Harlan H. Veal Sr., Kentucky  
 Wilmont P. Veal, Kentucky  
 Harlan P. Veal, Kentucky

\* Denotes new membership



# AN INSTANT PORTABLE PUBLIC ADDRESS SYSTEM

## MODEL 131



- A complete P.A. system in an impact resistant cabinet
- Sets up anywhere in seconds – Lightweight, only 10 lbs.
- Battery or AC powered
- Ample for Large Audiences – Up to 500
- Clear distinct powerful sound

A compact P.A. System goes wherever you go – Lightweight – Easy to Carry and Use – Completely Self-Contained – Uses Standard "D" cell batteries – Additional Self-Powered extension speakers are available.

### Specifications

<b>Power Supply:</b> with AC Adapter	9 V DC Internal Batteries, 115 V AC 60 Hz
<b>Microphone:</b>	Cardoid dynamic microphone with 15db discrimination, 6' cable and lavalier
<b>Speaker:</b>	Full Fidelity Speaker with 25' cable or shoulder strap
<b>Inputs:</b>	For microphone
<b>Auxillary Jack:</b>	Output for Extension speaker Input for tape players, etc.
<b>Dimensions:</b>	14" x 7½" x 3¾"
<b>Weight:</b>	10 lbs. with batteries
<b>Price:</b>	Model 131 complete \$99.95 with batteries and AC adapter Additional Speaker – Model M2 – Self powered AC/DC with 25' cable – Only \$39.95.

One year warranty included

## PULSE DYNAMICS MANUFACTURING CORPORATION

Colchester, Illinois

62326

Write for free literature on Additional P.A. Systems for Auctioneers.



**Col. Gene Grafton sells an old Case tractor in the Gollnick Estate auction, just one of the many reminders of yesteryear that attracted a record crowd.**

## **Auction Draws Record Attendance and Prices**

One of the largest crowds ever to attend an auction in the area turned out for the liquidation of the personal property of the Gollnick Estate at Cedarburg (Ozaukee County) Wisconsin. It took seven and one-half hours for auctioneer Gene Schmit, Grafton, Wis., to find new owners for a large and varied accumulation of items many of them in the antique category.

A round oak table brought \$125, four matching chairs with needlepoint covers sold for \$50 each, antique dolls up to \$115, and other items sold for prices generated by the spirited competition of the large crowd.

Two days later, the farm was sold for \$174,000. It consisted of 62 acres of rolling land, cedar creek frontage and a 100 year old fieldstone house. This was a much higher figure than most people ex-

pected. Col. Schmit sold the farm via auction.

## **Successful Auctions Of Indiana Farmland**

Col. Ernie Niemeyer, Lowell, Ind., reports two very successful real estate auctions held during the fall. A 150 acre farm, located 7½ miles southeast of North Judson, Ind., brought \$360 per acre. This farm had been on the market for a year and had an appraised value of \$350 per acre.

A 20 acre tract, located 9 miles northeast of Lowell, brought \$1,350 per acre. The appraised value of this one was \$650 per acre.

### **THE LAST TURN**

I shall grow old, but never lose life's best, because the road's last turn will be the best.

## Indiana Convention Pictures

On the next two pages are pictures from the Indiana Auctioneers Convention, held at the Holiday Inn, in Indianapolis, Jan. 9 and 10. The pictures are keyed by numbers and the respective identifications follow:

1.) The lobby of the Holiday Inn, Indianapolis, Ind., was filled to overflowing as auctioneers and their wives converged on it for the 1972 Indiana Convention. Helping at the registration desk at the extreme left is Mrs. Lola Friedersdorf, Franklin, Ind.; wife of the Chairman of the State Auctioneers Commission.

2.) A "Memorial Service", with Mrs. James Buckley placing a carnation on a cross for each who had passed on, opened the Sunday afternoon program.

3.) State President, Franklin Wakefield, presented his Convention Chairman, Kenneth Sherbahn, to the large crowd and turned the program over to him.

4.) Tony Mason, assistant football coach at Purdue University took us into the locker room and down onto the field as he related tales of college coaching. This was at our Sunday luncheon.

5.) The "Grand Banquet" was entertained by Dr. Cleo Dawson Smith, Ph.D., popular TV personality seen many times on the Carson and the Mike Douglas shows. She is an advocate of "keeping your pipes clean for good health and humor".

6.) Col. R. G. Eversole, Morehead, Ky.; "Selling Antiques at Auction".

7.) Col. Henry L. Jones, Winchester, Ky.; "Selling Real Estate at Auction".

8.) "Phase I - Phase II and after?" Jerome Seibert, U.S. Dept. of Agriculture, Washington, D.C.

9.) Dr. David Smith, State Veterinarian, brought us up to date telling us about "Livestock Legislation Laws for Indiana".

10.) Three serious women pouring over items to be sold at the fun auction.

11.) Interested auctioneers and their wives during a question and answer session.

12.) Wide angle view of the large Sunday afternoon crowd.

13.) Pres. elect Bob at the Monday morning coffee.

14.) Col. Adrian Atherton and his lovely wife, Secretary-Treasurer of the Kentucky Association, from Hodgenville, Ky., shown at the punch bowl with snacks which were served after the fun auction on Sunday night.

15.) N.A.A. Pres., Col. Grover Howell selling a "Six Flags Over Texas" tray at the fun auction.

16.) Ventriloquist Cletus Graber, Middlebury, Ind., brought the only dummy there was to the convention - and his name was "Jerry".

17.) Proud as a peacock was National Director Roy L. Crume, Kokomo, Ind., as he was awarded the "Auctioneer of the Year" plaque which is voted by the districts of the state and then finally voted by those in attendance at the state convention.

18.) 1972 Officers of Indiana. L. to R., Lawrence Callis, 2nd Vice Pres., Owensville, Ind.; Tom Dunlevy, 1st Vice Pres.; Jeffersonville, Ind.; President Robert Ellenberger, Bluffton, Ind.; District 4 Director, Harry Buckles, and District 1 Director, O. A. Monesmith.

19.) Last, but not least, Indiana's finest - Everett E. Corn, Secretary-Treasurer of the Indiana Auctioneers Association.

All photos by John W. Doane, Mt. Vernon, Ind.

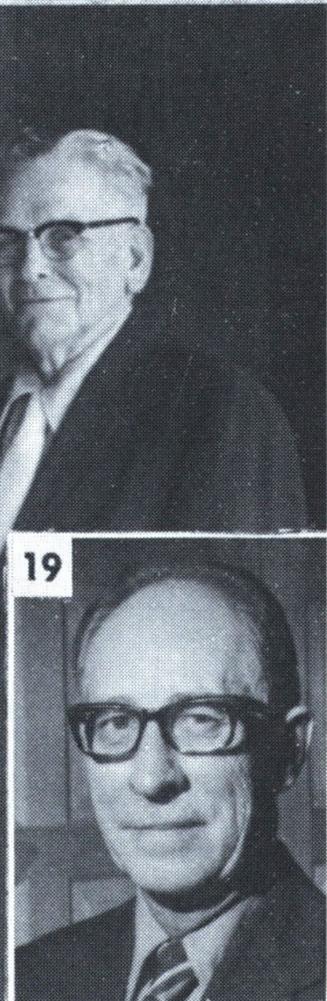
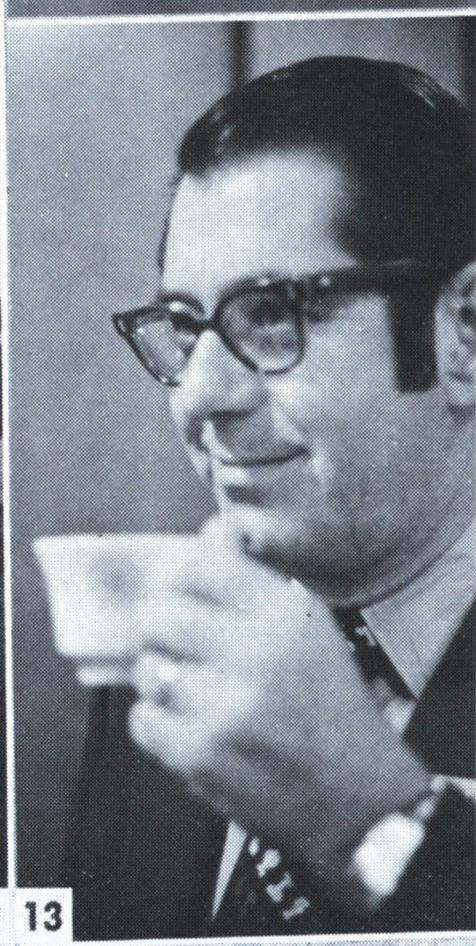
---

## Roy L. Crume Chosen As Auctioneer of the Year

Roy L. Crume, Kokomo, Ind., was named "Auctioneer of the Year" at the annual convention of the Indiana Auctioneers Association, Jan. 9-10. He is a past president and former director of the organization and is currently serving on the Board of Directors of the National Auctioneers Association.

Selection of the award was made on the basis of civic achievement and work within the NAA. The honorary title is presented each year to the member whom the association recognizes as a leader in this field. The Crume name has been synonymous with auctioneering in Indiana for many years. Roy's father, the late Dennis Crume, and his uncle, the late Leonard Crume, were popular auctioneers in the area a generation ago.







## The Ole Colonel's Corner

by Col. Lee Viningre

Vacation time for most folks is fun time, but being what we are, vacation time for us becomes a postman's holiday. We close the shop, put a padlock on the barn door, hook the camper onto the back of the truck, and travel all over God's Half-Acre, stopping at antique shops here and auction barns there. Vacation time this year took us along the rock-bound coast of Maine to Booth Bay, Bar Harbor, through Acadia National Park, then westward through three states, and on home. And believe you me it was more than worth every mile we drove!

It was of a Saturday night, and raining like the Old Harry. We were somewhere in the interior of Vermont on a road that seemed to wind around itself endlessly. We were all dog-tired after a long day of driving and antiquing and any stop in the road would have been a welcome one. Suddenly there was a large building all lit up, with cars parked everywhere. My daughter Kathy said, "It looks like an auction. People are carrying things out the door." Now, this is all this old pickup of mine had to hear, and when it saw that highway rest area about a mile further down the road, it just sorta eased itself in and shut itself off. Mary was tired so she decided it was best for her and the kids to stay there in the camper. This was fine but, tired or no, I wasn't about to stay in that camper when there was an auction sale so close by. I cleaned myself up and back I went.

After parking the truck a good 1/2-mile from the building, I walked back in the rain only to find that whatever was inside that building was playing to a standing-room-only crowd with little or no room for me. I finally made my way inside, and instead of the rhythmic chant of the auctioneer, I heard a piano plinking out a familiar melody. After stretching my neck, and findin a peakin space between a tall man and a fat woman, I saw a white-haired little old lady sittin at the piano. She was all dressed up in red with a pretty red bonnet perch-

ed high on her head, and she was pickin and singin the strains of "When You and I Were Young, Maggie". A fellow stood on the stage dressed like country folks dress and he was stompin his foot and clappin his hands in rhythm to the plinkin of the piano. Somewhere in the middle of the song, he stopped and shouted to the back of the room "What's your favorite song back there?" "Smiles" someone shouted. "I can play it if someone can hum the tune" the little lady said. And hum it someone did. She played, the fellow stomped and the audience was clappin. It was all there. After the singing, the stompin and the clappin the little lady climbed the stage where she received a hug, a squeeze and a peck on the cheek from the fellow who was doin the stompin. That peck on the cheek must have fired her up because she rared back and told a good joke or two, then recited a good old country poem about people and things, the kind you like to hear. About this time a pretty little lass jumped upon the stage, plopped herself down on the barrel. She was there to draw the winning ticket for a lovely hand-made quilt that hung high on the wall. The winner, a woman in the rear, came forward to receive her prize, and after all the fanfare I was



sure as I could be that I had walked into a good old-fashioned Revival Meetin rather than an auction sale. I worked my way back through the crowd and as I was about to go out the door, I heard it . . . a voice called "Onions! Whatta ya wanta give for 'em?" That's all I had to hear. I inched my way back through the crowd where I could settle back down and enjoy what I had come for . . . Enjoy it I did! I have never seen such wild trading in one building in all my born days. There were three auctioneers working with one spelling the other about every five minutes and the merchandise just poured out over that block as fast as the folks could put it out. Revival meeting and all, I had a time I won't easily forget. It was auction action all the way.

The next day was a nice day and we journeyed through the Lake Champlain Islands into New York State and spent the night at Saranac Lake. Monday we wound ourselves around here and there and managed to arrive at Westbrookville about seven o'clock just in time for me to get up there and do what I do every Monday night. Cry the sale! It was a great vacation and, like all vacations, it had to come to an end. The proverbial grindstone turns again and we have to stay with it for another year. Be good folks until next time you hear from me and "Watch Out For Those Swingin Doors!"

### THE DIFFERENCE

The difference between a nightmare and a daydream is that in the latter the horsing around is pleasant to contemplate.

### OUR COVER

N.A.A. President, Col. Grover Howell, selling at the "fun auction" conducted during the Indiana Auctioneers Convention at Indianapolis, Ind. (Bottom scene) A look at the Sunday night banquet crowd of over 200 in attendance.

Photos by John W. Doane, Mt. Vernon, Ind.



ZIP CODE 22901 AREA CODE 703

WRITE General Material & Brochures

### WANTED

#### Pair of matched horses.

Need a handsome pair for Buggy and Carriage driving, should be well matched, 5 to 8 years. Need not be papered. Can use Std. Bred, Hackney horses or you tell me what you have.

Will come after them.

Prefer West of Mississippi.

Describe and price first letter, photo if possible.

Col. Augie Hinote, Box 295  
Santa Rosa, CA 95402

## COL. C. M. (Pop) HESS

*Auctioneer - Consultant*

RESIDENCE AND OFFICE STUDIO 401 ONTARIO AVENUE  
BELLEFONTAINE, OHIO 43311

To all who want to become a Public Sale Auctioneer — My experience of over 50 years of Public Sale Auctioneering can give you the most needed ABCs to enter the field and become an auctioneer in demand.

Write or call for full information

HONORARY MEMBER  
NATIONAL AUCTIONEERS ASSOCIATION  
OHIO AUCTIONEERS ASSOCIATION

PHONE (AREA 513) 593-3309  
(DAY OR NITE CALLS)

## **What Would You Bid On a Used Snowball?**

A genuine 1970 snowball, an evening tour of Great Gorge via a Tucker Snow-Cat, and the shirt off Great Gorge president Jack Kurlander's back—these were just a few of the items which drew a crowd of 8,000 bid-happy folks to the Gorge's auction and ski-swap sale in mid-October.

Proceeds from the unusual auction — and they totalled \$1,300 — have been donated to the U.S. Ski Team. The swap sale, sponsored by the Great Gorge Ski Club, resulted in more than 4,000 items finding new owners. The sale also raised \$2,400 for the Great Gorge Junior Racing Team. The money will be used to help defray travel expenses to the races during the ski season.

Auctioneers Don Castner and Mac Spaulding, NAA members, donated their time for the bidding spree, assisted by honorary auctioneers Marty Glickman, a famous sportscaster, and Roxie Rothfeld, leading ski reporter from WNEW.

All items for the auction were donated, and thanks are due to the generous patrons.

Henry Holst of Franklin proved to be one of the day's most enthusiastic bidders — he not only became the proud owner of one of the day's six snowballs, faithfully kept in Great Gorge's Freezer during the summer months — but he wrested away the evening tour of Great Gorge from other hopefuls.

Mr. Holst and a companion will get a blue-ribbon tour of the entire Great Gorge area with Matt Baker, chief engineer, who will pilot the Snow-Cat up and down the hills. Afterwards, the three will re-live the experience over a drink at the Playmate Bar in the new Playboy Hotel.

The snowballs raised as much as \$4 apiece, and the Great Gorge tour filled the fund with another \$30.

Jack Kurlander almost, but not quite, lost his shirt to former Vernon Township Mayor Robert Baldwin, when the two engaged in head-to-head bidding over the item, which was being worn by Mr. Kurlander at the time. Although the shirt originally cost \$9.50, Mr. Kurlander had to offer \$14.50 to the cause to avoid going home half-unclad.

Ernie Haken of The Barn in Vernon purchased a chair from the original chair lift at Great Gorge. The \$40 item will now grace his establishment, which offers bunk-style accommodations to staying-over skiers.

One of the more deluxe items was a weekend for two at the Playboy Club. There were two chances at this offering, since Playboy donated a pair of weekend packages to the auction.

Barely was this year's auction and ski swap sale over before the planning began for next year's event. And, as the saying goes, we already know it'll be bigger and better than ever.

(Reprinted from THE GREAT GORGE SNOWMAKER, McAfee, New Jersey)

### **SEND US COPY OF YOUR SALE BILLS**

We send buyers as far as the Midwest and South. We want to know about your farm and estate sales.

**DARBY DAY PRODUCTS, INC.**  
P.O. Box 295 Santa Rosa, CA 95402

### **TRI METRIC MAGNETIC REMOVABLE SIGNS**

Original manufacturers. N.A.A. or special logos supplied. Advise flat space available & details desired. Write for free layout, quote and brochure.

**"Signs of the Times" by Smart  
Box 237  
Pluckemin, N.J. 07978**

### **SUPERIOR SCHOOL OF AUCTIONEERING**

Ray Sims	Ham James
Paul Good	Dale Hanna
Ike Hamilton	Hugh James

**Owners and Instructors**  
P.O. Box 1281, Decatur, Ill. 62525

## "Hooked"

What magic drives me on this thing,  
That brings these mortals to the ring.  
I do not know I cannot guess,  
I'm mesmerized I must confess.  
And on, and on, the call goes out,  
Bid on! Bid on! must be my shout.

What urges me on I do not know,  
But to that sale I've got to go.  
I must pick it up and sell it fast,  
And get the price, the die is cast.  
And on, and on, the metered task,  
Bid on! Bid on! This plea I ask.

He wants to bid its in his eyes,  
His bid falls in, its no surprise.  
Snap your head and catch that bid,  
And there's another almost hid.  
And on, and on, the chanting goes,  
Bid on! Bid on! I cannot close.

The goods go out at steady pace,  
And bids come in as tho a race.  
Amongst the people gathered there,  
Was on to catch the prizes fair.  
And on, and on, relentless calls,  
Bid on! Bid on! the hammer falls.

I cannot pull back on the reins,  
The blood of it is in my veins.

It won't let go I greatly fear,  
I'm hooked on drugs, called Auctioneer  
And on, and on, as life goes by,  
Bid on! Bid on! will be my cry.

It seems odd to me that in these days of thousands of enterprises, that I read so much of people "Hooked on drugs", "finding their thing," "tripping", etc. When a person can really get hooked on being a craftsman in a number of different trades, and come out in the end smiling like a "mule eatin briars".

But then I belong to the "Gap Group" having reached my 44th birthday, I naturally do not understand what they are proving or even what the end results will be. It may be that I am entirely wrong, and they are perfectly right.

And, so as I pass these "way out" people on my way to the bank, I stop and think this is the second time today I have made a deposit in a bank. The "first" one was a deposit of happiness and satisfaction in a soul bank that's not easy to rob, and the "second" one is merely money in an establishment built only by man.

Your Faithful Servant,  
Bob Somerlott  
Hillsdale, Michigan

### Be An Auctioneer

Two week term and home study.  
Nationally recognized. G.I. approved.  
**FREE CATALOG!**

**Missouri Auction School**

1600 GENESEE / KANSAS CITY, MO. 64102

### BUSINESS CARDS

EMBOSSSED

\$7.00 per 1000

2 color - \$9.00

Either emblem \$1.00 extra

CARDPRINT

701 Park Ave., Galion, Ohio 44833



## NATIONAL AUCTIONEERS

## WEEK

## APRIL 3-8, 1972

**More information in March issue.**

# *My Creed*

**I** DO NOT choose to be a common man. It is my right to be uncommon—if I can. I seek opportunity—not security. I do not wish to be a kept citizen, humbled and dulled by having the State look after me. I want to take the calculated risk: to dream and to build, to fail and to succeed.

**I** REFUSE to barter incentive for dole. I prefer the challenges of life to the guaranteed existence: the thrill of fulfillment to the stale calm of Utopia. I will not trade freedom for beneficence, nor my dignity for a handout. I will never cower before any master nor bend to any threat.

**I**T IS MY heritage to stand erect, proud and unafraid, to think and act for myself, to worship as I please, enjoy the benefit of my creations and to face the world boldly and say, “this I have done.” All this is what it means to be an AMERICAN.

Anonymous

# BUY BELOW WHOLESALE

## "OUR PRICES CAN'T BE BEAT"

### BEST In Service-Price-Quality

#### WATCHES 'n JEWELRY

<b>MEN'S GOLD WATCH WITH EXPANSION BAND—Boxed</b>	<b>Ea. \$3.50</b>
Ladies' Gold Watch with Expansion Band	Ea. \$ 4.50
Men's Calendar Watch with Matching Band	Ea. \$ 4.00
Ladies' Pennant Watches, Deluxe Styles	Ea. \$ 4.00
Men's Diamond Jim Brady Watch with Band	Ea. \$ 4.75
Men's "Skin Diver" Watch with Calendar	Ea. \$ 6.00
Ladies' Deluxe Round Face Watch with Band	Ea. \$ 6.00
Ladies' Nurses Watch with Band	Ea. \$ 5.25
Ladies' Square Face Watch with Suede Band	Ea. \$ 5.25
Men's Deluxe Water Proof Watch with Band	Ea. \$ 5.00
Men's Automatic Watch with Calendar	Ea. \$10.00
Men's Day and Date Deluxe Calendar Watch	Ea. \$ 7.50
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$ 9.00
Men's HELBROS Watch, Beautifully Boxed	Ea. \$ 9.50
Ladies' HELBROS Dress Watch—Deluxe	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$ 8.50
Men's HELBROS Dress Watch—Gold or Silver	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch	Ea. \$17.50
Men's 17-JEWEL DAY-DATE DRESS WATCH	Ea. \$ 8.50
Ladies' BRILLIANT CUT—HAND SET	
173 STONE WATCH	Ea. \$12.50
WALTHAM Ladies' Sport Watch w. Suede Band	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$ 9.25
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$23.00
HILTON Ladies' 4-Diamond Dress Watch	Ea. \$16.50
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 6.00
Men's Auto. Day-Date Dress Watch with Band	Ea. \$12.00
<b>JAMES BOND 007 SPY WATCH WITH HOUR WINDOW</b>	<b>Ea. \$ 3.00</b>
<b>BRONCO WESTERN WATCH—for CHILDREN</b>	<b>Ea. \$ 3.50</b>
Ladies' HEART SHAPED DRESS WATCH	
Gold or Silver	Ea. \$ 6.50
Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
Men's Hamilton Gold Coin Watch—24 Jewels	Ea. \$35.00
Men's Waltham Electric Watch—Waterproof	Ea. \$25.00
Cronel "400" Skin-Diver Watch	Ea. \$10.00
Men's or Ladies' Raincoats with hood	Doz. \$ 1.00
Louls D'OR Perfume—\$20.00 Retail	Doz. \$ 5.00
Spray Perfume, Boxed—1000 Sprays	Doz. \$ 2.90
10 Pc. French Perfume Set, \$20.00 Retail	Per Set \$ 2.00
TIFFANY Perfume—2 oz.—Gift Boxed	Doz. \$12.00
Glamorous FILIGREE Spray Perfume	Doz. \$ 5.90
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$12.00
4 pc. RUSSIAN LEATHER Cologne Set	Ea. \$ 1.75
2-oz. ORIENTAL JADE Men's Cologne	Doz. \$ 3.90
2-oz. Men's RUSSIAN LEATHER	Doz. \$ 3.00
Ladies' Wallets with 40 Windows, Boxed	Doz. \$ 3.90
Men's Wallets, Boxed	Doz. \$ 4.80
Ladies' Deluxe Clutch Purse	Doz. \$ 7.20
Trucker's Cowhide Wallet with 5 Compartments	Doz. \$17.50
Necklace and Earring Set, AURORA	
BOREALIS, Asst. Colors	Doz. \$18.00
Men's ROYAL STAR WATCH	
'250' WITH 36 STONES	Ea. \$ 7.50
AURORA BOREALIS ACORN Necklace	Doz. \$ 5.90
AURORA BOREALIS HEART Pendant	Doz. \$ 7.20
NITE 'N DAY Reversible Necklace—	
Pearl and Rhinestone	Doz. \$ 9.00
Reversible Necklace with Matching Earring Set	Doz. \$18.00
Deluxe 4-pc. Pendant & Choker Set w. Earrings	Set \$ 2.00

#### APPLIANCES 'n HOUSEWARES

<b>ELECTRIC CAN OPENER—AUTOMATIC</b>	<b>Ea. \$4.25</b>
Elec. Can Opener—Knife Sharpener—Btl. Opnr.	Ea. \$ 6.00
Electric Portable Hand Mixer	Ea. \$ 5.75
2-Slice Automatic Toaster—NAME BRAND	Ea. \$ 6.25
4-Slice Automatic Toaster—NAME BRAND	Ea. \$10.00
2-Speed Blender—PROCTOR-SILEX Heavy Duty	Ea. \$ 9.50
45-pc. Beautiful Deluxe Dinnerware Set	\$ 4.80
Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea. \$ 5.90
HAMILTON BEACH Electric Cordless Knife	Ea. \$ 5.00
Electric Mixer on Stand with Bowl	Ea. \$ 9.50
MIRRO Automatic Perk.—9 Cups	Ea. \$ 5.00
10-pc. Hard TEFLON-II Set—NAME BRAND	Set \$ 7.50
7-pc. Hard TEFLON-II Set—In Avocado Only	Set \$ 9.00
6-pc. Avocado ROYAL CHEF Alum. Cookware	Set \$ 5.90
49-pc. Cook-N-Serve Ensemble—Guaranteed for 5 Yrs. Also Ovenproof	Set \$ 7.50
98-Pc. Dinnerware Set—Ret. \$198.00	per set \$30.00
6-pc. Stainless Steel Steak Knife Set	Set \$ 2.50
Lite-Up Mirror w. Travel Case—Just Turn On	Ea. \$ 4.25
Small Floral Pitcher & Bowl Set	Doz. Sets \$ 7.20
Beaut. Mahogany Dancing Doll Jewelry Chest	Ea. \$ 3.50
Musical Beer Stein—Large Size	Ea. \$ 3.50
19-pc. Decorated Handle—Sheffield, England	
Cutlery Set	Set \$ 6.50
15-Pc. Decorated Handle Cutlery in Book Chest	Set \$ 3.50
50-pc. Stainless Steel Flatware Set, Gift Boxed	Set \$ 7.50
EVERSHARP 3-pc. Stainless Steel Carving Set	Doz. \$ 8.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz. \$ 8.80
5-pc. Kitchen Knife Set—in Wooden Display Rack	Set \$ 2.00
3-pc. Wood Animal Family Set	Dozen Sets \$ 5.00
21-pc. Deluxe Carving Set—Pkd. In Deer Chest	Set \$10.00
14-pc. Deluxe Carving Set—Pkd. In Deer Chest	Set \$ 7.50
6-pc. Steak Knife Set—in Display Box	Doz. \$ 8.00
4-pc. Stainless Steel Place Setting Set	Doz. Sets \$ 9.00

#### TOOLS

<b>50 FT. DROP CORDS—ALL COPPER WIRE</b>	<b>Doz. \$15.00</b>
20-pc. Socket Wrench Set	Ea. \$ 1.75
7/4" ELECTRIC SAW—BY RAM	Ea. \$14.50
1/4" ELECTRIC DRILL—BY RAM	Ea. \$5.90
14-pc. Up to "1 1/4" Industrial Open End or Box Wrench Set	Set \$11.50
11-pc. Industrial Open End or Box Wrench Set	Set \$ 6.50
8-pc. Heavy Duty Open End Wrench Set in Cllp	Set \$ 3.50
11-Blade Camping Knife with Holder	Ea. \$ 1.10
7/4" Black and Decker Electric Saw	Ea. \$18.50

16-oz. Steel Hammer	Doz. \$ 6.25
19" Deluxe Tool Box with All Metal Tray	Ea. \$ 2.75
Deluxe Carded Wrench Key Chain—Hot Seller	Doz. \$ 2.50
LUMIJET Disposable Flashlight	Doz. \$ 8.60
29-pc. BLUE TEMPER Drill Bit Set	Set \$ 7.90

#### RADIOS 'n NOVELTIES

<b>6 TRANS. RADIO WITH CARRYING CASE &amp; BATTERY</b>	<b>Ea. \$2.25</b>
Large Twin Eye Radio—Battery/Electric—AM	Ea. \$ 4.75
Large Size AM/FM Radio Battery/Electric #2019	Ea. \$ 9.00
TOILET SEAT RADIO "JOHN"—Ass't. Colors	Ea. \$ 7.50
Deluxe TONY-SONIC AM/FM—AC-DC Radio	Ea. \$ 9.00
Deluxe 3-Band—Police—AM/FM Radio	Ea. \$14.50
9-Band Solid State Deluxe Multi Zone Radio	Ea. \$38.00
Beautiful Plush Poodle Radio—Ass't. Colors	Ea. \$ 4.50
<b>DELUXE CHARGER RADIO—#1 SELLER.</b>	
AM/FM RADIO—BATTERY/ELECTRIC	Ea. \$12.80
Walkie Talkie Set—Solid State—Complete	Set \$ 9.00
4 Speaker AM/FM Mahogany Table Radio	Ea. \$22.50
Men's 2-pc. Deluxe Sweater Set	Per Set \$ 5.00
Automatic Needle Threader—Boxed	Gross \$ 8.00
Disposable Butane Lighter—Display Boxed	Doz. \$ 5.90
<b>MEN'S WINDPROOF LIGHTERS—</b>	
Carded or Boxed	doz. \$ 2.00

#### LAST MINUTE SPECIALS

<b>45 PC. DINNERWARE SET—UNBREAKABLE</b>	<b>Set \$4.80</b>
Deluxe Beacon Blanket—72"x90"—Ass't. Colors	Ea. \$ 2.50
Men's Deluxe Tee Shirts—Top Quality	Doz. \$ 4.50
Cannon Towels—Giant Size	Doz. \$ 6.90
3-pc. Ladies' Luggage-Tote Bag Set	Set \$ 6.90
New Magic 10 Color Pen	Doz. \$ 5.90
Matching Umbrella and Bag Set	Doz. Sets \$13.00
8-Track Auto Stereo Tape Player with 2 Speakers and Bracket—Complete Set	Set \$30.00
Old Fashion Large Size Kerosene Lamps	Doz. \$24.00
Giant Stained Glass Kerosene Lamp, Boxed	Ea. \$ 2.00
(10x50) Binoculars with Leather Carrying Case	Set \$16.00
24-Pc. INDIA Brass Candleholders—Tea & Tableware	Set \$15.00
3-Dimensional Large Ass't. Picture Scenes	Ea. \$ 4.00
<b>PLAY-POKER SLOT MACHINE—DEALS A NEW HAND EVERY TIME YOU PULL THE HANDLE . . . FASTEST PITCH ITEM ON THE MARKET TODAY—</b>	<b>Ea. \$2.00</b>
TROUBLE FREE—Made in Japan	
Large Size Ass't. Plush Toys	Doz. \$16.00
3-BLADE SCOUT KNIFE	Doz. \$ 4.80
<b>DELUXE ALL SWISS 12 WATCH ASS'T.</b>	
12 WINNERS—All Boxed	\$60.00
Men's Stretch Socks—1st Quality	doz. \$ 2.50
10 Page Photo Album	doz. \$16.50
Barking Poodle—Battery Operated	doz. \$24.00
ANTIQUE WOOD—SPICE RACK RADIO	Ea. \$12.80
<b>BEAUTIFUL LADIES' HEAD SCARFS—</b>	
Ass't. Colors	Doz. \$ 1.90
SPAULDING GOLF BALLS	doz. \$ 3.90
PANTY HOSE—1st QUALITY	doz. \$ 3.90
Beautiful Framed Picture with Clock Inside	Ea. \$ 7.50
Pre-Recorded 8 Track Cartridge Tapes—	
Ass't. Top Tunes	Ea. \$ 1.90
Musical Revolving Doll—Beautifully Dressed	Ea. \$ 3.90
3-pc. Men's Wallet and Keycase Set	Set \$ 3.00
Beautiful Ass't. Pendants and Earrings—Boxed	Doz. \$ 2.00
Draw Poker Slot Machine	Ea. \$ 2.50
Assorted Battery-Operated Deluxe Toys	Doz. \$24.00
Men's Deluxe Folding Umbrella	Doz. \$15.00
Battery Operated Crawling Baby Doll	Ea. \$ 3.00
Large Musical Bird Cage Music Box	Ea. \$ 4.90
3-pc. Set—Gourmet Cast Iron Skillets	Set \$ 3.00
The Original "Drinking Bird"	Doz. \$ 6.00

#### Visit Our Showroom For 1,000's of Bargains

Bring your truck or car and take advantage of 1000's of bargains available for cash buyers at tremendous savings. Order from ad by sending Money Order, Bank Draft or Certified Check only. NO PERSONAL CHECKS. 24 hour Service. Send \$1.00 for complete CATALOG on Hundreds of items at terrific savings. Money back guarantee if not 100% satisfied. Everything shipped F.O.B. Chicago. All merchandise sold for resale purposes only—wholesale only. Minimum order accepted \$50.00. ORDER FROM THIS AD! Send Postal Money Order or Certified Check. "SPECIAL SALE EVERY SUNDAY"—DON'T MISS THIS SALE. "OUR PRICES CAN'T BE BEAT." ALL MERCHANDISE IN STOCK.

BRING THIS AD FOR FREE \$50.00 GIFT WITH PURCHASE.

IF YOU WANT TO BE IN THE WINNER'S CIRCLE, AND ALWAYS BE IN FIRST PLACE, THE ONLY PLACE TO BUY IS AT SHELDON CORD PRODUCTS. WE WANT YOU TO LOOK! WE WANT YOU TO SHOP! BUT WE DON'T WANT YOU TO OVERPAY. AGAIN WE SAY WE WANT YOU TO BE IN FIRST PLACE AND BUYING FROM SHELDON CORD PUTS YOU IN FIRST PLACE.

ORDER NOW FROM THIS AD AND YOU WILL BE A WINNER.  
— YOUR FRIEND FOREVER —

**SHELDON CORD PRODUCTS**  
3320 WEST LAWRENCE AVENUE  
CHICAGO, ILLINOIS 60625  
PHONE: (312) 267-6570

OPEN FROM 9 TO 6 SEVEN DAYS A WEEK  
DON'T MISS OUR GIANT ANTIQUE SALE



# THE **auctioneer** **Booster Club**

The members whose names appear under their respective states have each given \$5.00 for their names to appear for one year in support of their magazine. Is your name among them? Watch this list of names grow.

## **ALABAMA**

Col. James W. Anderson—Harvest  
Col. J. M. Casey—Albertville  
Col. Arthur Cole, Jr.—Huntsville  
Col. John A. Horton—Huntsville  
Col. J. P. King—Gadsden  
Col. Ronald L. Pankey—Horton  
Col. M. S. Pennington—Huntsville  
Col. Freeman Smith—Bryant

## **ARIZONA**

Col. V. R. Bud Bevercombe—Yuma  
Col. Richard Coleman—Tucson  
Col. Leroy Longberry—Phoenix

## **ARKANSAS**

Col. Dan S. Baldwin, Jr.—Little Rock  
Col. Dan S. Baldwin, Sr.—Little Rock  
Col. Tom Blackmon—Little Rock  
Col. Leon Brinkley—Paragould  
Bud Robinson Auction Co.—Pine Bluff  
Col. Jim Cates—Choctaw  
Col. Harrison L. Casto—W. Memphis  
Col. Kenneth Davis—Siloam Springs  
Col. Dalton J. Dailey—Little Rock  
Col. J. C. Dyer—Nashville  
Col. J. E. Easter—Harrisburg  
Col. J. W. Bill Fogg—Trumann  
Col. Dennis Gardner—Mena  
Col. Kenneth Grant—Glenwood  
Col. R. E. Harris—Mountainburg  
Col. C. J. Henson—Avoca  
Col. James Irwin—W. Memphis  
Col. Virgil Irwin—W. Memphis  
Col. A. A. Johnson—Jonesboro  
Col. Ira N. Johnson—Mulberry  
Col. T. J. Offutt—Harrison  
Col. E. Ken Ragge—Van Buren  
Col. Paul Robbins—Manila  
Col. Monroe Robinson—Magazine

Col. B. R. Tucker—Little Rock  
Col. John B. Tucker—Little Rock  
Col. Alvin Willis—Augusta  
Col. James E. Wilson—Hot Springs  
Col. Fred Williams—Hot Springs  
Col. Glenn Vaught—N. Little Rock  
B. L. Wooley & Associates—Little Rock

## **CALIFORNIA**

Col. Cliff Batchelder—Sebastopol  
Col. Murl Bernard—Riverside  
Col. Sanford J. Blau—San Bernardino  
Col. Linville Burleson—Paramount  
Col. Tom Caldwell—Ontario  
Col. Keith Cullum—Pomona  
Col. Marsh Dozar—Los Angeles  
Col. Melvin H. Ellis—Napa  
Col. James Gibson—Hayward  
Col. Harold Hartzell—Chino  
Col. Harold Henry—Rosemead  
Col. Michael Hoch—San Bernardino  
Col. Frank Hollenbeck II—Middletown  
Col. Douglas J. Holmberg—Mojave  
Col. Ron Kavanagh—Herald  
Col. Rudy Larkin—W. Covina  
Col. William F. Lefty—Lincoln  
Col. Harold Massey—Woodland  
Col. Don MeLeod—Arcadia  
Col. B. C. Mitchell—Los Angeles  
Col. Ray Roberson—Napa  
Col. Ned Ronson—Redondo Beach  
Col. Morris Schwartz—Hollywood  
Col. Eugene D. Smith—Bakesfield  
Col. Murray Spinner—Gardena  
Col. R. E. "Bob" Stanley—Corona  
Col. Harold Talley—Rialto  
Col. William Tutt—Red Bluff  
Col. Robert White—Mira Loma  
Col. Lou Winston—Oakland

## **COLORADO**

Col. Ernie Austin—Greeley  
Fred Baldwin, Denver  
Col. Charles Cumberlin—Greeley  
Col. Herman W. Hauschildt—Denver  
Col. John J. Horvath, Jr.—Hesperus  
Col. Larry D. Land—Brighton

Col. Si Lockhart—Steamboat Springs  
 Col. Byron E. Mangan—Berthoud  
 Col. Jim Odle—Brush  
 Col. Thomas L. Pearch—Eagle  
 Col. Fred J. Ramaker—Denver  
 Col. C. E. Ken Reed—Ft. Morgan  
 Col. Howard Roland—Grand Junction  
 Col. E. W. Robbins—Gunnison  
 Col. Ronald Rodenberger—Ft. Collins  
 Col. C. W. Rosval—Denver  
 Col. E. W. Fritz Rundell—Salida  
 Col. Jack Salisbury—Ft. Collins  
 Col. J. Lee Sears—Ft. Lupton  
 Col. Virgil Schroeder—Denver  
 Col. Howard Shults—Wheat Ridge  
 Col. Pete Smythe—Denver  
 Col. Reuben J. Stroh—Loveland  
 Col. E. W. Van Berg—Sterling  
 Col. Troil Welton—Wray  
 Col. Joe Yearous—Weldona  
 Col. Beverly "Bud" Zaiss—Brighton

#### CONNECTICUT

Col. Joseph P. Adzima—Bridgeport  
 Col. Tolbert A. Breed—Windsor  
 Col. C. R. Cone, Jr.—N. Franklin  
 Col. Milton R. Crosby—Sharon  
 Col. Thomas Ganley—Cheshire  
 Col. Robert F. Gemme—Hartford  
 Col. William J. Josko—Southport  
 Col. Richard K. Mather—Granby  
 Col. O. W. Murphy—New Milford  
 Col. Joseph Pari—Hamden  
 Col. A. C. Richard Pinto—Trumbull  
 Col. Wesley Sager, Jr.—Trumbull  
 Col. William C. Shine—Kensington  
 Col. Edwin H. Smith—Durham  
 Col. Al Tirella—East Hartford

#### DELAWARE

Col. Crawford Carroll—Dover  
 Col. Riley Jefferson—Lincoln  
 Col. Frank F. Quillen—Harrington

#### DISTRICT OF COLUMBIA

Col. Benjamin E. Weschler—Washington  
 Col. William P. Weschler—Washington

#### FLORIDA

Col. R. E. Baxla—Lakeland  
 Col. R. K. Beebe—W. Palm Beach  
 Col. Robert Bishop—So. Daytona  
 Blvd. Auction Bazaar—Sarasota  
 Col. Gene Castor—Auburndale  
 Col. Gene Cook—Mascotte  
 Col. Phil Costin—Hollywood  
 Col. D. D. Colburn—Brooksville  
 Col. Lewis C. Dell—Sanford  
 Col. G. G. "Jerry" Finnell—Orlando  
 Col. Jim Graham—N. Palm Beach  
 Col. Julian Grissom—Silver Springs

Col. Martin E. Higgenbotham—Lakeland  
 Col. Leon Hiott—Dade City  
 Col. Neil L. Hoopingarner—Tampa  
 Col. Jim Hill—New Smyrna Beach  
 Col. H. L. "Lee" Pierce—Holly Hill  
 Col. Sidney P. Hough, Tallahassee  
 Col. Bernard Jellema—Pompano Beach  
 Col. Jerry W. Kemp—Winter Park  
 Col. Joe Kinsey, Jr.—Avon Park  
 Col. J. R. Koske—Palm Bay  
 Col. Steve Koltuniak—Allandale  
 Col. Kenneth L. Lockhart—Kissimmee  
 Col. A. R. McGowen—Venice  
 Col. Robert McMath—Plant City  
 Col. Harry J. Montgomery—Tampa  
 Col. Gene Rawls, Lakeland  
 Col. Thomas A. Scarance, Miami  
 Col. W. E. "Bud" Scifres—Tampa  
 Col. Joseph F. Sedmera—Lakeland  
 Col. Vince Simmons—Lakeland  
 Col. Ferrill L. Slone—Miami  
 Col. Donald J. Smith—Largo  
 Col. William H. Smith—Miami  
 Col. John W. Stark—Eau Gallie  
 Col. Ben Stewart—Avon Park  
 Col. P. Frank Stuart—St. Petersburg  
 Col. George F. Van Deree—Venice  
 Col. Brooks Thornton—Pensacola  
 Col. Richard Wagner—Gulfport  
 Col. Edward Weedon, Jr.—Hialeah  
 Col. Wilma Wilkins—DeLand

#### GEORGIA

Col. Jim Bennett—Waycross  
 Col. Jack Charlesworth—Red Oak  
 Col. Harold Cohn, Columbus  
 Col. Joe Ellis—Murrayville  
 Col. Kenneth Hagopian—Grayson  
 Col. Donald E. Perry—Warner Robins  
 Col. Watson Reynolds—Conley  
 Col. R. A. Waldrep—Gainesville  
 Col. Lee Waldrip—Gainesville

#### HAWAII

Col. Frank Gwinn—Kailua  
 Col. Louis L. Stambler—Honolulu

#### IDAHO

Col. Irvin Eilers—Kimberly  
 Col. Jim Messersmith—Jerome  
 Col. Charlie Phelps—Ashton  
 Col. Deane Rundell—Kamiah

#### ILLINOIS

Col. Edward H. Ahrens—Staunton  
 American Auction Associates—Chicago  
 Col. Leonard Austerman—Chicago  
 Col. Ralph H. Bain—Grayslake  
 Col. Ben Barrett—Pekin  
 Col. Leo H. Barta—Lisle

Edward Bilbruck, Inc.—Chicago  
 Col. Ed Blin—Marengo  
 Col. Franklin E. Bohn—Elkhart  
 Col. Ray Buckner—Steger  
 Col. Ralph Burton—Chicago  
 Col. Wes Chapman—Seneca  
 Col. Dennis Chambers—Glenview  
 Col. Nevlyn Christeon—Riverside  
 Col. Gordon Clingan—Danville  
 Col. Jim Clingan—Collison  
 Col. George W. Cravens—Williamsville  
 Col. M. A. "Milt" Cully—Des Plaines  
 Col. Gail Cowser—Glasford  
 Col. Dale Danner—Grayslake  
 Col. Dan Danner—Grayslake  
 Col. Mark Danner, Glenview  
 Col. Timothy Danner—Grayslake  
 Col. W. P. "Bud" Drake—Decatur  
 Dunning's Auction Service—Elgin  
 Col. L. Dude Evans—Thompsonville  
 Col. Mike Fahnders—Pekin  
 Col. Rex Fleming—Morton  
 Col. Eugene Frederick—Harvard  
 Col. William L. Gaule—Chatham  
 Col. Michael M. Gordon—Chicago  
 Col. O. W. Hadley—Lake Zurich  
 Col. Marvin Haycraft—Wapella  
 Col. Don Hayden—Decatur  
 Col. Irwin Holcomb—Pekin  
 Col. Harvey J. Holcomb—Pekin  
 Col. Lane R. Hyett—Aledo  
 Col. Emil Iwanski—Chicago  
 Col. William Keeton—Harvey  
 Col. Charles F. Knapp—Cissna Park  
 Col. Albert A. Kodner—Chicago  
 Col. J. C. Kornbrust—E. Moline  
 Col. Theodore J. Kues—Aveston  
 Col. William Magee—O'Fallon  
 Col. J. Hughey Martin—Colchester  
 Col. W. Virge Meador—Fairfield  
 Col. John Modica—Chicago  
 Col. Michael Modica—Chicago  
 Col. Laurence Oaks—Monmouth  
 Col. E. L. "Butch" Olson—Morris  
 Col. Lyle Paddick & Son—Oblong  
 Col. Frank Pelate—Dupo  
 Col. Melvin R. Penning—Forreston  
 Pick Galleries, Inc.—Winnetka  
 "Cols. Quick"—Aurora  
 Col. James Read—Maple Park  
 Col. Keith Reid—Albion  
 Col. Joe Rosenberg—Chicago  
 Col. Orison R. Seibert—Belleville  
 Col. Fred H. Schneider—Yorkville  
 Col. Carl Steck—Maquon  
 Col. J. H. "Swanie" Swanson—Sandwich  
 Col. Lyman Worthen—Granite City  
 Col. Herman F. Welch—Downers Grove  
 House of Williams—Chicago

Col. Herbert Wright—Creve Coeur

## INDIANA

Col. John E. Anderson—Lafayette  
 Col. Jim Bayman—So. Whitley  
 Col. Leo M. Boatwright—Columbia City  
 Col. W. Frank Brock—Chesterton  
 Col. James A. Buckley—Shelbyville  
 Col. Ray Clark—Dyer  
 Col. Charles W. Chaudion—Cicero  
 Col. Bill Cooke—Griffith  
 Col. G. W. Croddy—Madison  
 Col. John W. Doane—Mt. Vernon  
 Col. J. B. Driver—Indianapolis  
 Col. T. M. Dunlevy—Jeffersonville  
 Col. Robert Ellenberger—Bluffton  
 Col. Elbert C. Frazee—Middletown  
 Col. Don Furrer—Rensselaer  
 Col. Leonard Greer—Syracuse  
 Col. James Grindley—Ft. Wayne  
 Col. Bob L. Harrison—Monticello  
 Col. Roger Hahn—Nappanee  
 Col. Don Kambol—South Bend  
 Col. Harvey Lambright—LaGrange  
 Col. Winford J. Lewis—LaGrange  
 Col. Cecil Meier—Hanover  
 Col. Hubert L. Jones—South Bend  
 Col. Amon H. Miller—Evansville  
 Col. Leonard McGowen—Portage  
 Col. Marley E. Neal—Mooreville  
 Col. Niemeyer & Associates—Lowell  
 Col. C. Eugene Phillips—Indianapolis  
 Col. Walter G. Price—Indianapolis  
 Col. D. Noble Ratts—Whitestown  
 Col. Earl Ray—Tangier  
 Col. M. W. Reavis—Bloomington  
 Roland Reppert, M. D.—Decatur  
 Reppert School of Auctioneering—  
 Decatur  
 Col. Meredith Richwine—Brownsburg  
 Rossville Auction Exchange—Rossville  
 Col. Romaine Sherman—Goshen  
 Col. Ferrell E. Taylor—Sellersburg  
 Col. Paul Taylor—Mariah Hill  
 Col. Franklin Wakefield—Lebanon

## IOWA

Col. Loren Albrecht—Wall Lake  
 Col. Bart Bielenberg—Schleswig  
 Col. Bill D. Gold—Hamburg  
 Col. Leon Joy—Ames  
 Col. Cliff McCarville—Carroll  
 Col. Paul A. Pauley—Harlan  
 Col. John Timmerman—Sibley  
 Col. Lorenz (Larry) Willman—Postville

## KANSAS

Col. Mildred Alexander—Leavenworth  
 Don Huffman Auction Co.—Great Bend

Col. Emory Lyons—Hodgenville  
Col. Clifford Reese—Osage City  
Col. Jack D. Sheets—Wellington  
Col. James Werth—McCracken

#### KENTUCKY

Col. Adrian Atherton—Hoggenville  
Col. J. H. Barnard, Jr.—Bowling Green  
Carter Realty Auction Co.—Scottsville  
Col. John L. Cummins—Cynthiana  
Col. Jack Colson—Ledbetter  
Col. Carl K. Eley—Erlanger  
Col. Walter J. Fritts—Mr. Sterling  
Col. Ellis B. Hamilton—Paintsville  
Col. Wayne Kessler—Campbellsville  
Col. James R. Knott—Owensboro  
Col. C. Roger Lewis—Morehead  
Col. Emory Lyons—Ashland  
Col. John P. O'Connor—Owensboro  
Col. Rex Proffitt—Tompkinsville  
Col. Ray E. Wright—Ashland

#### LOUISIANA

Col. Patrick A. Carnahan—Cotton Valley  
Col. Robert Danzy, Jr.—Alexandria  
Col. Fred E. Fair—Shreveport  
Col. Lawrence H. Feduccia—  
Baton Rouge  
Col. C. C. Isom—Houghton  
Col. Ray Wallace—Shreveport  
Col. Valery C. Watts—Livingston

#### MAINE

Col. Stephen D. Cardelli—Cape Elizabeth  
Col. R. I. "Razor" Crosman—Corinna  
Col. George A. Martin—East Lebanon  
Col. Gardner R. Morrill—Harrison  
Col. George Morrill—Harrison

#### MARYLAND

Col. R. C. Burkheimer—Elkton  
Col. Robert H. Campbell—Annapolis  
Col. Emmert R. Bowlus—Frederick  
Col. S. Braden King—Boonsboro  
E. T. Newell & Co.—Baltimore  
Col. Frank H. Kelbaugh—Pikesville  
Col. Jack Reedy—Hampstead  
Col. Homer Snyder—Hampstead  
Col. George J. Wittstadt—Cambridge  
Col. David S. Wright—Frostburg  
Col. Lee Zalis—Baltimore

#### MASSACHUSETTS

Col. A. A. "Tony" Arena—Waltham  
Col. Henry A. Berman—Worcester  
Col. Robert Chaffee—Monson  
Col. Florence Cornell—Lakeville  
Col. John E. Corrica—Norwood  
Col. Louis Dansky—Sharon  
Col. H. Orville Davis—Foxboro  
Col. Anthony Ferolito—Cambridge

Col. Joseph A. Gauthier—Southwick  
Col. Phil Goldstein—Boston  
Col. Frank D. Green, Jr.—Merrimac  
Col. Richard D. Halliday—Kingston  
Col. David Hill—Quincy  
Col. Abe Levin—Fitchburg  
Col. William F. Moon—North Attleboro  
Col. Edward J. Nasser—Fall River  
Col. Frank "Honest Chuck" Onischuk  
—Westminster  
Col. Gordon Reid—Brimfield  
Col. Richard Ryan—Weymouth  
Col. John Shibley—Southwick  
Col. Phil Stella—Weymouth  
Col. Leonard Sheinfeld—Boston  
Col. Owens Taylor—Amherst

#### MICHIGAN

Col. Hubert C. Baugus—Milford  
Col. Harold M. Bloom—Midland  
Col. Jim Brannan—Boyne City  
Col. Billy C. Butts—Benton Harbor  
Col. Robert Gerhart—Climax  
Col. John M. Glassman—Eau Claire  
Col. Freeman F. Glenn—Port Huron  
Col. Eldon Hallmark—Hartford  
Col. Fred Hullett—Detroit  
Col. Charles Manning—Temperance  
Col. Frank P. Most—Ovid  
Nelson's Auction School—Detroit  
Col. David A. Norton—Coldwater  
Col. James L. Ockerman—Pontiac  
Col. Sherry Olin—Sparta  
Col. Raymond Phillips—Dearborn  
Col. William Podell—Grand Rapids  
Col. Willie Reese—Edwardsburg  
Col. Clyde Russell—Caledonia  
Col. Douglas Scratch—Highland  
Col. Douglas Schuur—Saline  
Col. Robert Somerlot—Hillsdale  
Col. Tom Sparks—St. Joseph  
Col. Robert J. Wellman—Decatur  
Col. Arthur Whitman—Holly  
Col. Brent Wilber—Bronson  
Col. Garth Wilber—Bronson  
Col. Mike Young—St. Joseph

#### MINNESOTA

Col. Donald Babbitt—Conger  
Col. Maynard Knutson—Waterville  
Col. Audrey Knutson—Minneapolis  
Col. Albert O. Maas—Millville  
Col. Joseph J. Maas—Plainview  
Col. Wayne Pike—Princeton  
Col. Edward O. Rogers, Jr.—St. Paul  
Col. Charles L. Stigen—Grasston  
Col. Bert Trane—Karlstad

#### MISSISSIPPI

Col. Toxey T. Fortinberry—Water Valley

Col. David Gillentine, Jr.—Tupelo  
Col. David Gillentine III—Jackson  
Col. Jack C. Harrell—Pelahatchie  
Col. Lew Henderson—Gulfport  
Col. Liston Shows—Soso  
Col. Pete Yokley—Greenville

#### MISSOURI

Central States Auction School—Kansas City  
Col. Ken Barnicle—Ellisville  
Col. Joe Beck—Sikeston  
Col. Lenzie Beck—Sikeston  
Col. Quintin Daehler—Mayview  
Col. Howard Evans—Faucett  
Col. Frank Griffin, Jr.—Qulin  
Col. Roy Hansen—Linn Creek  
Col. Otis J. Hawthorne—Maplewood  
Col. C. W. Jones—Armstrong  
Col. Joe McCord—Sikeston  
Missouri Auction School—Kansas City  
Col. Richard Mizer—Lonedell  
Col. J. H. Shell—Sikeston  
Col. Jerry D. Popplewell—Amity  
Col. Terry M. White—Eldon  
Col. Larry Womack—Mexico

#### MONTANA

Col. Walter A. Brandt—Great Falls  
Col. W. J. Hagen—Billings  
Col. Earl W. Kinney—Billings  
Col. R. J. Bob Thomas—Billings  
Western College Auctioneering—Billings  
Westmark Auction Service—Shelby  
Col. Gene Wilhite—Joplin  
Col. Jack White—Eldon

#### NEBRASKA

Col. E. A. Camfield—North Platte  
Col. Clyde Carnes—Aurora  
Col. Kenneth Carnes—Phillips  
Col. W. V. "Bus" Emrich—Norfolk  
Col. Dean W. Fleming—Atkinson  
Col. Dick Glandt—Norfolk  
Col. Rod Gillespie—North Platte  
Col. John W. Heist—Beatrice  
Col. Russell E. Lydiatt—Ashland  
Col. Henry Rasmussen—St. Paul  
Col. Jim Walker—Omaha  
Col. Don Werner—Thedford  
Col. Rollo Wild—Riverdale  
Col. Gary Woodring—Omaha  
Col. Rex Young—Plattsmouth  
Col. Don Zicht—Norfolk

#### NEVADA

Col. Robert Boyd—Reno  
Col. Leo Grindley—Las Vegas

#### NEW HAMPSHIRE

Col. J. W. Barber—Lebanon

Col. Victor A. Garrison—Exeter  
Col. Ray Houle—Center Conway  
Col. Paul W. Lawton—Chesterfield  
Col. Edward G. Stevens—Rindge  
Col. Merle D. Straw, Jr.—Seabrook

#### NEW JERSEY

Col. Roy Brooks III—Sewell  
Col. Fred R. Daniel Auctioneers, Inc.—Neshanic Sta.  
Col. Ralph S. Day—Leonia  
Col. William S. Day—Mendham  
Col. Elwood Heller—Somerville  
Col. Esler Heller—New Egypt  
Col. Ralph D. Hughes—Richwood  
Col. Bob Koty—Flemington  
Col. John S. Sadownik—Ventnor  
Col. Joseph Sartor—Towaco  
Col. Sid Schwadron—Atlantic City  
Col. Gerald Sterling—Berkeley Heights  
Col. Jack Stolman—Wayne  
Tri Metric Smart Signs—Pluckemin  
Col. Watson Van Sciver—Burlington  
Col. Sidney White—Elizabeth

#### NEW MEXICO

Col. Elmer Bunker—Albuquerque  
Col. James Cecil—Hobbs  
Col. Monroe Goree—Roswell  
Col. Vance McMahon—Albuquerque  
Col. Ralph Moore—Truth or Consequences  
Col. James Priest—Clovis  
The New Mexico Auctioneers—Albuquerque  
Col. John A. Overton  
Col. Morris Ware  
Col. P. E. Wilder

#### NEW YORK

Col. A. G. Allan—Ronkonkoma  
Col. Roy Abbey—Angola  
Col. Christopher Adams—Stony Brook  
Col. Raymond W. Allen—Niverville  
Col. Tim Anspach—Albany  
Col. Edward A. Bazer—Java Center  
Col. Clare Brown—Staten Island  
Col. Paul W. Calkins—Peru  
Col. John DiBello—Sterling  
Col. James Faucett—New York  
Col. Clarence Foss—East Aurora  
Col. Robert J. Gallow—Bronx  
Col. Regina Hayes—Forest Hills  
Col. Victor Kent—Cuba  
Col. William Kent—Bergen  
Col. Dorothy Knapp—W. Nyack  
Col. Robert L. Knapp—Denmark  
Col. Robert Langley—Tully  
Col. Marshall W. Lashway—Peru  
Col. C. Prescott Lunt, Sr.—Ontario  
Col. Bernard G. Lusk—Rochester  
Col. George K. Lusk—Rochester

Col. Stuart R. Maguire—Syracuse  
 Col. Donald W. Maloney—Syracuse  
 Col. William Maloney—Syracuse  
 Col. Melvin J. Manasse—Whitney Point  
 Col. Donald Martin—Ballston Spa  
 Col. Jack McCarthy—Medina  
 Col. Crawford McFetridge—Penn Yan  
 Col. Darlene McGinnis—Nedrow  
 Col. Doyt McGinnis—Nedrow  
 Col. Mike Merza—Boonville  
 Col. William A. Moran—New York  
 Col. Leon D. Moody—Syracuse  
 Col. Pamela Moore—Woodbourne  
 Col. Pete Murray—Ballston Lake  
 Col. T. Edison Ogden—Syracuse  
 Col. Jack B. Perry—Wilson  
 Col. John E. Plumstead—Kingston  
 Col. Donald Quinion—Hudson  
 Col. William E. Ransom—Utica  
 Col. Ronald Reed—Sherman  
 Col. Norvel T. Reed, Jr.—Sherman  
 Col. Kenneth M. Rice—Hamburg  
 Col. Peter J. Roussos—Southfields  
 Col. Bob Schuster—Cornwall on the Hudson  
 Col. Murray Schuster—Cornwall on the Hudson  
 Col. Ben Schwadron—Queens Village  
 Tri Metric Smart Signs—Pluckemin  
 Col. Mildred Sivers—Oswego  
 Col. Theodore Sivers—Oswego  
 Col. Marvin L. Smith—Silver Creek  
 Col. Harold Spoor—Baldwinsville  
 Col. Roy G. Titsworth—Groveland  
 Col. David H. Tracy—Pavilion  
 Col. Richard C. Tracy—Dansville  
 Col. J. V. Trageser—Java Center  
 Col. Lee Viningre—Grahamsville  
 Col. Morris Weinstein—Middletown  
 Col. Craig Wilcox—Bergen  
 Col. Harris Wilcox—Bergen

#### NORTH CAROLINA

Col. Kenneth Aycok—Kenly  
 Col. Neil Bolton—Winston-Salem  
 Col. E. Brooks Harris—Henderson  
 Col. C. D. Carpenter—Conover  
 Col. James E. Carpenter—Claremont  
 Col. Bobby F. Cheek—Winston-Salem  
 Col. George K. Dukes—Winston-Salem  
 Col. Billy Dunn—Maxton  
 Col. Johnny Godley—Charlotte  
 Col. E. Brooks Harris—Henderson  
 Col. Homer E. Harden—Greensboro  
 Col. J. Martin Haywood—Rockingham  
 Col. Ben G. Hoffmeyer—Charlotte  
 Col. David S. Holland—Greensboro  
 Col. J. F. Johnson—Liberty  
 Col. Turner Kees—Hickory  
 Col. W. Craig Lawing—Charlotte

Col. Forrest A. Mendenhall  
 —High Point  
 Col. A. T. Morris—Durham  
 Col. Hugh Simpson—Union Mills  
 Col. Joe Stockton—Lattimore  
 Col. Johnnie Sutton—Salisbury  
 Col. Kenneth W. Teague—Burlington  
 Col. J. W. Walden—Monroe  
 Col. H. M. Watson—Walkertown

#### NORTH DAKOTA

Col. Norman Aldinger—Cleveland  
 Col. Edward Heinze, Jr.—Dazey  
 Col. Wilbert Kroh—Bismarck  
 Col. Bob Penfield—Bowman  
 Col. Bud Rice—Tioga  
 Col. Dick Saunders—Hettinger  
 Col. James Smykowski—Cayuga  
 Col. Robert Steffes—Arthur  
 Col. Elmer Zimmerman—Haynes  
 Col. Edward G. Stevens—Rindge  
 Col. Paul W. Lawton—Chesterfield

#### OHIO

Darbyshire & Associates, Inc.,  
 —Wilmington  
 Robert D. Baber, Middletown  
 Col. Gary W. Cain—E. Springfield  
 Col. Harry R. Campbell—College Corner  
 Col. Floyd E. Cooper—Cleveland  
 Col. Chris B. Dawson—Waverly  
 Col. Donald R. Florea—Milford  
 Col. Herman L. Hart—Bristolville  
 Hunter-Mayhugh Realty Co.—Hillsboro  
 Col. Robert L. Jones—Youngstown  
 Col. Harry W. Kerns—Urbana  
 Col. Edward King—Washington C. H.  
 Knotts Auction School—Gallipolis  
 Col. O. L. Lansaw—Middletown  
 Col. Howard T. Logan—Greenwich  
 Col. Mearl Maidment—Bowling Green  
 Col. Jim Marlowe—Leavittsburg  
 Marlowe's Pine Ridge Auction—  
 Leavittsburg  
 Col. Richard Marsh—Columbus  
 Col. Cal Nethro—Lakewood  
 Col. Harley O'Day—Columbus  
 Col. Edward P. Pfister—N. Royalton  
 Col. George Roman—Canfield  
 Col. Don Standen—N. Ridgeville  
 Col. Ralph VanderVlucht—Perrysburg  
 Col. Harold Vaughn—Hamilton  
 Col. Roy J. Viall—Wooster

#### OKLAHOMA

Col. Cecil Abernathy—Oklahoma City  
 Able Auction & Realty—Lawton  
 Col. R. D. Bentley—Lawton  
 Col. Leo F. Brown—Clinton  
 Col. Lewis W. Campbell—Wyandotte

Col. V. K. Crowell—Oklahoma City  
 Col. Eddie Douglas—Tonkawa  
 Col. Orval Free—McAlester  
 Col. Lee Hickman—Oklahoma City  
 Col. Clyde Jones—Alva  
 Col. George L. Lewis—Lawton  
 Col. Jimmie McPherson—Weatherford  
 Col. Frank Patterson—Comanche  
 Col. Harvey H. Scott—Miami  
 Col. Charles Stocks—Sentinel  
 Col. Paul H. Riley—Norman  
 Col. F. E. Springer—Red Oak

#### OREGON

Col. Harold E. Ball—Portland  
 Col. Dick I. Boyd—Portland  
 Col. Orland J. Brenner—Medford  
 Gary Day Associates—Canby  
 Col. S. J. Frey—Lebanon  
 Col. Jack Healy—Portland  
 Col. Donald Heffelfinger—Portland  
 Col. Donald F. Kennedy—Portland  
 Col. Edgar Lane—West Linn  
 Col. Larry Lewin—Salem  
 Col. Virgil R. Madsen—Junction City  
 Col. Harold W. Morris—Tigard  
 Col. C. A. Morrison—Grants Pass  
 Col. Virgil Munion—Roseburg  
 Col. Eldon H. Shelley—Eugene  
 Col. Eldon R. Sherlock—Milton  
 Freewater  
 Col. Lynn Walters—Clackamas  
 Col. Forrest Witthar—Portland

#### PENNSYLVANIA

Mrs. Tom Berry—West Newton  
 Cecil and Opal Blair—Parker  
 Col. Dale Cunningham—New Castle  
 Col. H. L. Frye—Pleasant Unity  
 Col. Jacob A. Gilbert—Wrightsville  
 Col. Ralph W. Horst—Marion  
 Col. Leo Jesion—McKeesport  
 Col. Alfred Traiman—Philadelphia  
 Louis Traiman Auction Co.—Philadelphia  
 Col. Wylie Rittenhouse—Uniontown

#### RHODE ISLAND

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

#### SOUTH CAROLINA

Col. Lloyd Meekins—Dillon  
 Col. Archie Moody—Darlington  
 Col. Stanley O'Neal—Hartsville  
 Col. Geo. P. Pechilis—Columbia  
 Col. J. L. Pinckney—Orangeburg  
 Col. R. Eugene Smith—Bishopville  
 Col. W. C. Smith, Jr.—Columbia  
 Col. Charlie O. Wolfe—Greer

#### SOUTH DAKOTA

Col. Richard Flatten—Colman  
 Col. C. V. Penfield—Lemmon  
 Col. Richard W. Stene—Beresford

#### TENNESSEE

Col. Rubert Ainley—Dukedom  
 Col. Richard W. Bethea—Chattanooga  
 Col. O. V. "Pete" Brent—Shelbyville  
 Col. George Burns—Jackson  
 Col. David O. Hardin—Greeneville  
 Col. J. Robert Hood—Lawrenceburg  
 Col. J. Stanley Tisdale—Memphis  
 Col. A. Virgil Wilder—Knoxville  
 Col. Norman Wilder—Morristown

#### TEXAS

Adams & Adams Auction Service—  
 Corpus Christi  
 Col. Maurice Britten—Groom  
 Col. Walter S. Britten—Bryan  
 Col. Dub Bryant—Big Spring  
 Col. Arthur L. Bunnell—Marble Falls  
 Col. Phil Bunnell—Marble Falls  
 Col. Preston Bunnell—Marble Falls  
 Col. J. E. Conoly—Van Horn  
 Col. Paul Gaston—Taylor  
 Col. Grover Howell—Seagoville  
 Col. Henry A. Ismonde—Houston  
 J. O. Lawlis Associates—Houston  
 Col. Jesse F. James—Oklahoma City  
 Col. Marcel Maranda—Corpus Christi  
 Col. Jack V. Ogle—Greenville  
 Col. Hugo Settle—Amarillo  
 Col. R. J. Smith—Lone Oak  
 Col. E. W. Strahan—Houston  
 Col. Barney Welch—Austin  
 Col. W. J. Wendelin—Henderson  
 Col. John W. Wilson—Amarillo

#### UTAH

Col. Andrew Oost—Salt Lake City

#### VERMONT

Col. Raymond Camire—Burlington  
 Col. Walter Flatow—Waterbury Center  
 Col. Terry P. Lawton—Brattleboro

#### VIRGINIA

Auctioneers, Incorporated—Richmond  
 Col. W. F. Artrip, Jr.—Winchester  
 Col. C. W. "Buck" Bayne—Covington  
 Col. D. E. Bumpass, Jr.—Mineral  
 Col. Willie T. Catlett—Lynchburg  
 Col. H. H. Chambers—Rice  
 Col. Harold Entsminger, Jr.—Roanoke  
 Col. Morris F. Fannon—Pennington Gap  
 Col. Harry D. Francis—Max Meadows  
 Col. David H. Gladstone—Norfolk

Col. Charlie Hope—Arlington  
 Col. O. D. Jordan—Martinsville  
 Col. Melvin Lacey—Dry Fork  
 Lackey-Saunders Co.—Hampton  
 Col. H. Layton Laws, Jr.—Manassas  
 Col. Clarence L. Marshall—Hillsville  
 Col. Jack Peoples—Chesapeake  
 Col. Dick Price—McLean  
 Col. Tom W. Reese—Remington  
 Col. Maury Riganto—Norfolk  
 Col. Robert B. Ritchie—Richmond  
 Col. J. E. Sutphin—Newport  
 Col. J. D. Vaughan—Keysville  
 Col. Ray Waldrop—Montpelier  
 Col. Roy Wheeler—Charlottesville

#### WASHINGTON

Col. Bob Berger—Pasco  
 Col. Ray S. Brock—Pasco  
 Burnham & Burnham—Thornton  
 Col. Bud Chapman—Seattle  
 Col. Bob Etherton—Seattle  
 Col. Al Gay—Seattle  
 Col. Bill Johnson—Seattle  
 Col. Arthur A. Lee—Bellevue  
 Col. Robert F. Losey, Sr.—Renton  
 Col. Orville Sherlock—Walla Walla  
 Col. Wes Wendt—Spokane  
 Col. Richard E. Williams—Kennewick

#### WEST VIRGINIA

Col. Jim Alvis, Jr.—Rupert  
 Col. Wilbur S. Brock—New Haven  
 Col. Ronald Dempsey—Anstead  
 Col. Leonard F. Eddy—Middlebourne  
 Col. O. B. Harris—Beckley  
 Col. Cleo L. Johnson—Fairmont  
 Col. James McCutcheon—Parkersburg  
 Col. A. G. "Dick" Miller—Ceredo  
 Col. Thomas F. Newman—Pine Grove  
 Col. Bill Sheets—Buckhannon  
 Col. Walter Wiseman—Charleston  
 Col. R. C. "Rick" Woodard—  
 Barboursville

#### WISCONSIN

Col. Jim Appleman—Cashton  
 Col. Rollie Bast—Richfield  
 Col. Robert Brandau—Wilton  
 Col. W. C. Broughton—Hollandale  
 Col. Lester M. Bue—Beloit  
 Col. Norm Christensen—Franksville  
 Col. Earl F. Clauer—Mineral Point  
 Col. Paul Conrad—Westby  
 Col. Joe Donahoe—Darlington  
 Col. Jim Esch—Showano  
 Col. Peter Faith—Whitewater  
 Col. Tom Frederick—Walworth  
 Col. John Freund—Omro  
 Col. Harold Gavin—Baraboo  
 Col. Jim Gavin—Reedsburg

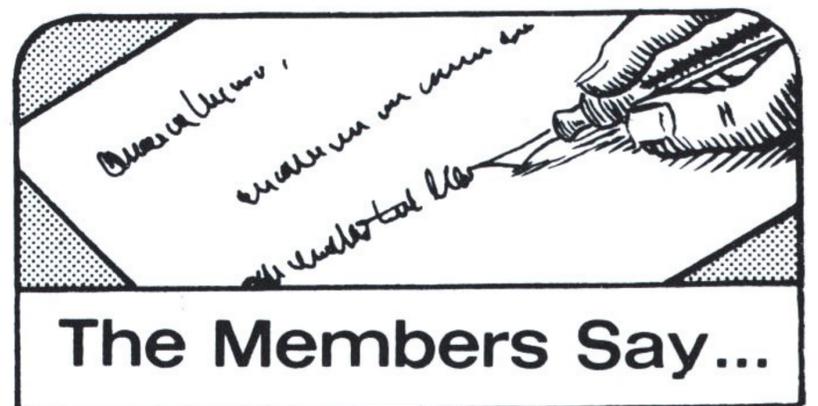
Col. Fred C. Gerlach—Brookfield  
 Col. Dean George—Evansville  
 Col. Paul George—Evansville  
 Col. Damon Hamilton—Prairie du Sac  
 Col. W. C. Heise—Oconto  
 Col. Lee Hyde—Ripon  
 Col. Bill Jones—Pickett  
 Col. Foy Kneisel—Friendship  
 Col. Don Lloyd—Oshkosh  
 Col. John Monday—Madison  
 Col. Neil Nelson—Westby  
 Col. Mike Nowak—Edgar  
 Col. Walter Nowatske—Mukwango  
 Col. Roy Obberreich—Plymouth  
 Col. Willard Olson—Delavan  
 Col. John Paffel—Comstock  
 Col. Gerald Pearson—Plainfield  
 Col. Pat Riley—Waupaca  
 Col. Erwin L. Stewart—Durand  
 Col. LeRoy Teske—Berlin  
 Col. Howard Thompson—Evansville  
 Col. Victor Voigt—Reedsville

#### WYOMING

Col. Earl W. Conner—Kemmerer  
 Col. Hugo Ward—Greybull

#### ELSEWHERE

Col. Charles Benovoy—Ottawa, Ont.  
 Col. Bob Crockett—Kingston, Ont.  
 Col. Harold P. Higgins—  
 Huntington, Quebec  
 Col. Ken Hurlburt—Ft. MacLeod, Alta.  
 Col. Ross Kemp—Stratford, Ont.  
 Ladies Auxiliary to the NAA



Dear Friend Bernie:

As usual I am enclosing my check for NAA dues and "Booster" page. Every time I mail my check I feel it is a privilege instead of an obligation. Every member of our National Association should consider themselves most fortunate to have such an outstanding organization. The auctioneers who do not belong have no idea what they are missing. What national organization has such a wonderful, informative and entertaining convention? I have noticed that whether you sell a dozen small sales a year or whether you are one of the top flight

auctioneers of the nation, there is no distinction at our conventions. I think it is one of the most democratic meetings one can attend.

I have just started my 59th year in the auction business and must say that the auction way of selling is gaining momentum every year. In 1971, we have held 210 auctions and they consisted of farm sales, antique sales, furniture and machinery sales, business close outs, real estate and others. In the early days of my career farm sales were predominant but they are in the minority now - 31 in 1971.

Sincerely,  
Leon Joy  
Ames, Iowa  
\*\*\*\*\*

Dear Bernie,

Enclosed is my dues for 1972, to the National Auctioneers Association. "Pop" Hess filled me in on the Convention as to what I missed. Sure wish I could have attended but circumstances would not permit it, this time. I hope to be able to attend in 1972.

Congratulations to you on a job well done in 1971, and may you have a better year in 1972.

Sincerely,  
C. H. "Bud" Anderson  
Bellefontaine, Ohio  
\*\*\*\*\*

Dear Bernie,

Enclosed is the check for the balance of my obligation towards the building fund. I hope I am not too late. Have been busy, before the holidays and I hadn't taken time to read the mail. In glancing through The Auctioneer I saw your reminder.

We're looking forward to seeing you in Dallas. It's always the hi-lite of the year for us.

The sales are holding up, but taking double the time to accumulate the Furniture each week. For a depressed area its amazing how scarce used items are.

1971 has been better than I thought it would be but I know 1972 will be a lot better for all of us. Again, I would like to thank you for taking us out to the airport.

Ever yours,  
Bob Losey,  
Renton, Wash.  
\*\*\*\*\*

Dear Bernie:

While hibernating out here in Snow-

burbia, we get through the days by reading what's new and also quite ancient. It raised the eyebrows to notice this:

Throughout the middle West all livestock auctioneers are designated by the complimentary title of "Colonel". Their success as auctioneers depends on their ability to think straight and fast on their feet in front of a crowd. The quick wit so developed is well illustrated by a passage of words between "Col." McCracken and an opposing heckling lawyer in a suit to determine the identity of a famous purebred boar, the pedigree of which had been questioned.

"What regiment were you Colonel of, 'Col.' McCracken?" queried the attorney.

"I reckon you'd call it the 'Hog Brigard,' replied the "Col."

"Come, come, now." heckled the attorney, "I asked you a legitimate question and I am entitled to a non-jesting reply."

"Well," replied McCracken, "you see it's like this: 'Colonel in front of my name is just like 'Honorable' in front of yours—it doesn't mean a thing!"

This happens to be almost identically the same story I wrote more than 40 years ago. Col. H. S. Duncan told about the boar and incident in his history of the Poland China breed which appeared in a series of installments in the Poland China World. Some Reppert students may recall the biography of Col. McCracken (from Poland China World) which was one of my display panels at the school.

The new year finds us in a reasonably good health and able to eat all we can pay for. Haven't adopted any new resolutions for 1972, since last year's are in immaculate condition.

With all wishes for the best.  
Sincerely,  
Walter Carlson  
Trimont, Minn.  
\*\*\*\*\*

Dear Bernie,

Enclosed find a check for \$10 for another years dues. We had a very successful year in the auction business. Our last two farm equipment auctions amounted to a little over \$100,000. We're quite proud of them because they are the largest personal property auctions held in our 3 county area. The last sale

was attended by a photographer from the St. Louis Post-Dispatch. He wrote a very nice article on the sale along with 5 pages of colored pictures and put them in the Sunday Edition. Hoping the auction business has been as good for you all. We are all looking forward to seeing all of you at the next convention.

Sincerely,  
Bob Wuebbels  
New Memphis, Ill.  
\*\*\*\*\*

Dear Bernie,

At the time I mailed you the check to have my name listed under "Builders" and, of course, to help more on the building fund for the National Auctioneers Association office there in Lincoln, Nebr., I did not have time to write.

I really enjoyed the National Auctioneers convention and the dedication of the new building in Lincoln, last summer. I look forward to the conventions every year because I accomplish a lot by attending and hearing the speakers and learning new ideas from fellow auctioneers. Also enjoy seeing those that I have instructed in schools for the past twenty-six years. I tell every auctioneer to join his state and national associations as they can certainly prosper by

it in more ways than one.

I have just received my brokers license for the State of Nebraska. Also, I have opened an escrow account at one of the banks there in Lincoln. This will also give me a chance to visit the National Auctioneers Assn. home office more often.

I had one of the best years in 1971 since I have been in business - conducted close to 200 public auction sales last year.

Looking forward to another outstanding convention this year in Dallas, Texas.

Yours very truly,  
Tony Thornton  
Springfield, Missouri

Dear Bernie,

Enclosed is the remainder of my building fund pledge. We are most proud of the new National Headquarters and enjoyed touring it during the 1971 Convention. Our family always enjoys the conventions, having missed only one of the past nine, if I recall correctly.

Central Iowa business has been good to us this year. Real estate has been exceptional. It may be of interest to tell you that we assisted in an auction of a choice unimproved 160 acre tract

## Attention Auctioneers and Antique Dealers

### Direct Importer — Wholesale Antiques

After 22 years of running a West Coast Antique Auction Circuit and supplying other auctioneers, I have decided to offer antiques to the Trade in Sea Van Quantities Only. I warehouse in England and on the continent, but to save you money prefer direct containers from the country of your choice direct to your door. I am aware of the problems and will take care of customs, packing, duty, transportation, etc. Our shipments will be reasonably priced, broken down each item F.O.B. your door. Cases will be assorted as to the best buys of an area and as large an assortment as possible. (Special items may be included on request if available). Now importing approximately 200 containers a year.

Write your needs to my office,

**LYNN WALTERS, CLACKAMAS, OREGON**  
**PHONE 503-654-3000**

I'll be in Europe but will shortly contact you for more information. If you are coming to Europe, I can meet you by appointment.

about 10 miles east of Ames, in which we obtained \$702 per acre. Our best charity auction was held for a church in a shopping center parking lot, in which a bazaar, food stand, and auction raised \$1200 in about 3 hours.

We plan to see you in Texas, if not before.

Sincerely,  
Earl Thies,  
Ames, Iowa  
\*\*\*\*\*

Dear Bernie,

Here is the balance on my building donation. I'm sure proud to be a part of such fine progress. I am sure you are the main drive gear in this auction machinery.

I am sure you know of the loss of Jim Loupe Sr., Sacramento Auto Auction, founder. A great man who brought class and distinction to the auto auction industry. He had great respect from his fellow auction associates.

I was an auctioneer with him for 18 years and gained so much knowledge that words fail me. Great leadership is the inspiration we all need and the fuel to start the fire burning.

Thank you,  
Mel Ellis  
Napa, Calif.  
\*\*\*\*\*

Dear Bernie,

Well here I am in the house for another spell. I have what I have been told by some people is "A Pain in the Neck". The doctor said arthritis. Went to the hospital Dec. 20, and came home Dec. 31. Hope to be on the job in about a month. We really enjoyed the Convention last year and hope to be able to get to Texas this year.

Best wishes,  
Watson Van Sciver  
Burlington, New Jersey  
\*\*\*\*\*

Dear Mr. Hart,

Enclosed you will find a check for \$3.50 please send me one lapel button for \$2.50 and also four bumper strips for \$1.00 I attended the convention in July and was very much impressed and enjoyed it very much. I have been selling in auction houses, farm sales, and household auctions and commercial sales for the past 14 years. Mostly on a part time basis. I never ask for a sale but seems that every year I sell a good number of sales. I enjoy it and have been

thinking about making it a full time business. Have several farm sales coming up, the next will be Jan. 18, ad will appear in the World Herald. I enjoy The Auctioneer very much. You are doing a good job and thanks.

Dean D. Buller,  
Henderson, Nebr.  
\*\*\*\*\*

Dear Bernie,

Please find enclosed check for '72 dues, and booster page listing. Have had a good year in auction business and have sales booked for the coming year.

Please send me an application for a new member. I am fortunate in having a nice fellow who went to auction school last year at Mason City, and has proven to be a real good partner for me.

Respectively yours,  
Virgil Munion  
Roseburg, Oregon  
\*\*\*\*\*

Dear Sir,

Please find enclosed a money order for fifteen dollars, ten for dues and five for "Booster" page listing, for 1972. The antique auction business is a little slow. People don't seem to have the money to pay cash. Probably too much credit and too many credit cards. All in all we have had a pretty good year.

I am now getting ready to build and get out new blacksmith forges and anvils which are hard to find. Probably the old time tin coffee pot. The kind the pioneers made their coffee in on the way west. When I get ready I will run an ad in The Auctioneer. I have sold two old time covered wagons this year.

Yours truly,  
A. T. Morris  
Durham, N.C.

*Learn Auctioneering  
At Home*

### **NELSON AUCTION SCHOOL**

16800 Whitcomb

Detroit, Michigan 48235

Home Study Course . . . . . \$57.50  
(With Recordings)

555 Auction Sayings . . . . . 3.00

**Residential Classes Begin SECOND MONDAY of April; and September EVERY YEAR! Send for FREE BROCHURE.**

Nationally Recognized School

# Across The Country

BY BERNARD HART



1971 could well be termed "The Year of the Auctioneer" by those who are alert and aggressive in the profession - alert to opportunities and aggressive to capitalize on them. In a previous issue we mentioned that never before have auctioneers had so much going for them. The wide publicity given our new headquarters building has had its impact. The auctions reported in THE AUCTIONEER during the past year, the letters from members published elsewhere in this issue - all point toward the opportunities that exist.

It is my opinion that never in history has there been such a demand for GOOD auctioneers. Bid callers are still a dime a dozen as they have been for a long time. But there is plenty of room for the man who is willing to work - the man who follows his sales through from start to finish. These men are scarce when one looks at the great potential that is waiting.

An auction that has had world-wide publicity was the Shorthorn cattle sale in the Great Hall of the Pick-Congress Hotel, in Chicago, during the recent International Livestock Exposition. Comedienne Phyllis Diller paid \$26,000 for a one-third interest in a bull and also bought the top female of the sale for \$5,200. The 20 head averaged \$4,139 - and it all happened right where the 1967 National Auctioneers Convention was held.

A short visit this last weekend to the Denver Livestock Show impressed me again, as it always does, of the importance of auctioneers and the auction method of selling. In a week's time, hundreds of thousands of dollars change hands during the many auctions that are conducted throughout the week. And these auctions pretty well set the values for the other thousands of dollars worth of livestock sold at private treaty during the week. Next to our own National Convention there is no place in the world where more auctioneers gather. Auc-

tioneers from throughout America are present to observe and learn.

Here in Lincoln, the new office building owned by YOU, the National Auctioneers Association, continues to be the most envied structure of its size. The architect for a new suburban bank building (to be located about four blocks from our building) came out to look at our building at the insistence of the bank president. Only a week ago the Chamber of Commerce requested an additional supply of colored photos of the building for their use in attracting new business to the city. It proves that our instructions to not cut any corners and construct a building that would be attractive as well as efficient for years to come was a wise policy.

Speaking of colored photos of the building, we have packages of 54, all in a box (called playing cards) for sale at \$2.50 per pack. If those outside the profession are so interested then they should be valuable to our own members.

## **A U C T I O N School — Free Sample Lesson**

This is the school that will refund your money if you are not pleased. We are also approved by the State Board of School and College Registration in our home state. In addition to resident classes and a course for home study, we also conduct classes in auctioneering at various colleges and universities.

For information and a free sample lesson write:

**Knotts School of Auctioneering**  
1163 Second Ave., Gallipolis, OH 45631  
Our Ohio Registration No. is 71-12-0286H

**AUCTION CLERKING SUPPLIES**  
**Agreement & Settlement Contracts**  
**Triplicate Copy Clerking Sheets**  
**Buyer Registration Pads**  
**Buyer Number Cards**  
**Consignment Contract**  
**Sales Notices**

Free Samples & Prices  
**BURTON PRINTING CO.**  
**Box 597 Hastings, NB 68901**



## The Lighter Side...

### WINNER

Brigitte O'Toole who had scrubbed the floors of company headquarters for 22 years suddenly became rich. She won \$100,000 in the lottery.

Envious friends crowded around her and begged "Whatcha gonna do now Brigitte? Gonna buy a Cadillac, a mink coat, go back to County Cork? Sure and you'll be throwing up your job."

"That I won't," promised Brigitte. "I like me job. But this I'll say: Me attitude ain't going to be the same! Lord help that fat vice president if he gets in the way of me mop!"

### SAVINGS

Funeral cars were passing by a bank just as an armored truck was pulling away from the curb. Since the truck couldn't cut through the procession, the driver joined it.

An onlooker, impressed by the spectacle of the truck in the center of the funeral cortege, remarked to a friend:

"Imagine that! Macdougall always said if he couldn't take it with him he wouldn't go!"

### DIET

Salesman was busy at his desk scribbling figures on a piece of paper.

"Figuring out a big order?" asked an associate.

"No. My wife is on a diet," he explained, "and she told me it will make her lose four pounds a week."

"So?" queried the associate.

"So, the way I figure it, I'll be completely rid of her in about 18 months."

### AMBITION

"What do you want to be when you grow up?" asked the kindly old lady.

The little fellow quickly replied, "I want to be possible."

"Possible?" asked the little old lady perplexed.

"Yes, ma'am," said the little fellow. "Every day momma tells me I'm impossible."

### ADMISSION

Crowds of small children gathered around the entrance to the circus tent and gaped at all the activity. Since none of them had any money, they could only look longingly at the paying customers entering the big top.

A gentleman happened along and sized up the situation. He turned to the man in charge of tickets and spoke in a loud, authoritative voice, "Let these children in and count them as they pass you."

Man at the gate did as directed. When the children were all in and scattered throughout the audience, the gateman turned to the gentleman and said, "There were 23 of them, sir."

"Really?" commented the man smilingly as he turned to walk away. "I would have guessed there were at least 25."

### PACKING

Husband telephoned his wife from the office on Friday afternoon, and said he was going fishing during the weekend and asked her to pack a bag for him.

"Be sure to pack my blue silk pajamas because after a day of fishing, I like to shower and shave and lounge around. It relaxes me better than anything else," he explained.

He returned from his fishing trip, told several anecdotes about his fishing experience and then reproached her:

"Why didn't you pack my blue silk pajamas like I asked you to?"

"I did," she said. "I put them in your tackle box."

### GOLF

Two ants lived in an ant hill on the first tee of a famous golf course. One day an inept golfer took a swing, missed the ball and lifted a huge chunk of sod far into the air. As the ants watched, he swung again, sent a divot flying which almost struck the ants.

As the duffer prepared to take his third swing, one ant turned to his companion said, "if we want to get out of this alive, we'd better get on the ball."

### TEST

It was a beautiful spring morning and four high school boys decided to skip classes. Arriving after lunch, they explained to the teacher that their car had a flat tire along the way.

To their relief, the teacher smiled understandingly and said: "You boys missed a test this morning. Please take seats apart from one another and get out your paper and pencil."

When the boys were seated, she continued, "For your test, just answer this one question, "Which tire was flat?"

### TIME

"I thought I told you not to tell mother how late I came in last night," shouted the young man at his sister.

"I didn't tell her what time you came in," she insisted. "I just said that I was too busy setting the breakfast table to notice the time."

### WISE MEN

He who talks with wise men becomes wise, but the companion of fools will suffer harm.

### SKYJACKER

Passenger in the back of the plane got up from his seat shortly after the plane left the ground and approached a stewardess. He drew a small pistol from his pocket, pressed it against her back and said menacingly: "Tell the pilot that we're going to Miami."

"But, sir," protested the stewardess, "we're scheduled to fly directly to Miami."

"Yes, I know. But three times I've been on this flight and I've ended up in Havana."

### SOUR GRAPES

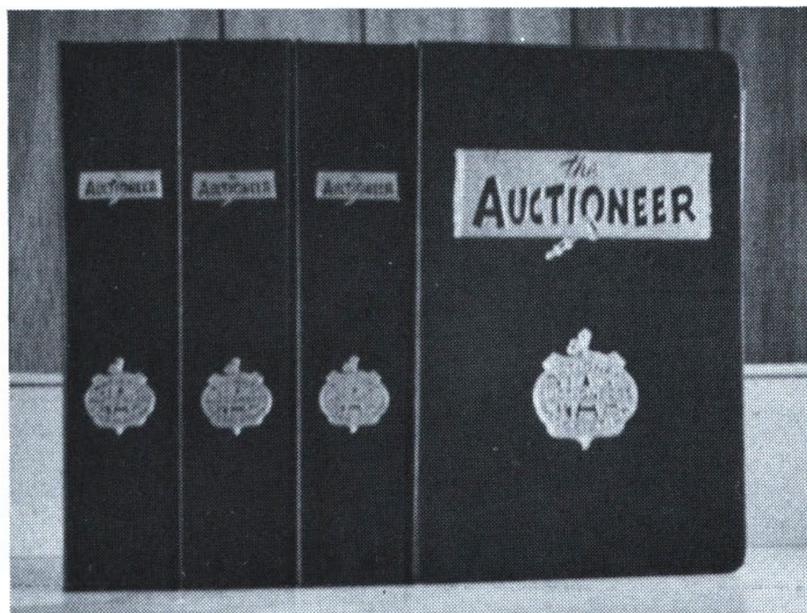
Farm woman to neighbor, boastfully: "My husband was named Man-of-the-Year by the stockmen."

Jealous Neighbor: "Huh! Shows what kind of a year it has been!"

### HAD ENOUGH

Country Music Singer: Did you notice how my voice filled the building?

Music Critic: Yes. And did you notice quite a few people left to make more room for it ?



Now  
A Binder For  
"The Auctioneer"  
\$3.00 Postpaid

A beautiful maroon and gold binder that holds one year's issues of your favorite magazine, "The Auctioneer".

File and preserve your copies of your national trade journal. Attractive on your desk top or in your bookcase.

Send check or money order to:

## THE AUCTIONEER

135 LAKEWOOD DRIVE

LINCOLN, NEBR. 68510

**HARD SELL**

Real estate man applied pressure to make a sale of some poor farmland. "All this land needs," he pointed out to his

prospect, "is a little water, a cool breeze and some good people to settle here."

"Maybe so," said the wary buyer, "but that's all Hell needs, too."

**NATIONAL  
AUCTION INSTITUTE**

P.O. Drawer B  
Bryan, Tex. 77801

**The School of Distinction**

**NASHVILLE  
AUCTION SCHOOL**

**Term Soon, Free Catalog.**  
We run 4 terms each year.  
**Write for our free catalog.**

G. I. Approved  
**Nashville Auction School**  
**2004 West End Avenue**  
**Nashville, Tennessee 37202**  
The Nation's Finest School  
in Music City, U.S.A.

**REPPERT  
SCHOOL OF  
AUCTIONEERING**

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

**Also Home Study**

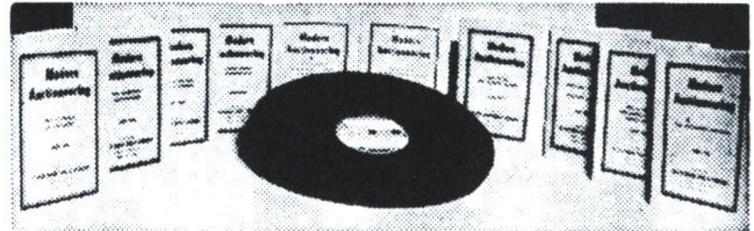
**Founded in 1921**

**Decatur, Indiana**

**Box 189 46733**

**AUCTION  
COLLEGE**

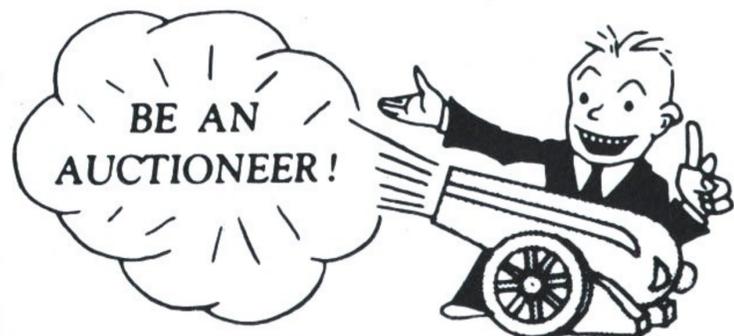
**TERM OPENS SOON**  
**FREE CATALOG**  
**WORLD'S LARGEST SCHOOL**  
**13,000 Graduates—Over 37 Years**



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

**REISCH AUCTION COLLEGE**  
**Mason City, N. Iowa 50401**

**Where The Nation's Leading  
Auctioneers Teach You.**



**ENROLL TODAY!**

**Being An Auctioneer Is An  
Honorable, Pleasant and Profitable  
Profession. No Capital Is Required.**

\* \* \* \* \*

**WRITE FOR BROCHURE AND APPLICATION TODAY**

**MENDENHALL  
School of AUCTIONEERING**

U. S. HWY 29 & 70 W (1-85)

PHONE (AC-919) 888-7165)

**HIGH POINT, NORTH CAROLINA**



# AUCTION SUPPLIES

## WRITE FOR FREE SAMPLES

### "CLERK-SAVER" CLERKING TICKETS—Form No. CT-12

Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is not duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1/3 White, Pink & Card) . . . \$14.50  
18,000 Tickets (1/3 White, Pink & Card) . . . 27.50  
36,000 Tickets (1/3 White, Pink & Card) . . . 55.00

### STANDARD CLERKING SHEETS . . . Form No. CLS-2

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

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

### STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.

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

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

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

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

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

### WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

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

### BUYER CARDS . . . Form No. BC-70

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

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

### FINAL SETTLEMENT FORMS . . . Form FS-69

8½x11", 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. Auctioneer keeps original and seller keeps the copy.

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

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

8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

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

### 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.

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

### PERSONAL PROPERTY AUCTION CONTRACT

. . . Form No. PPC-69

8½x11", 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 and will have everything ready and available by Sale time. Original to auctioneer and copy to seller.

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

# SAVE 50%

### RETURN THIS COUPON WITH YOUR FIRST ORDER

and we will mail you 3,600 CT-12 "Clerk-Saver" Clerking Tickets, one pad of Buyer Registration Forms, one pad of Final Settlement Forms and 1,000 shirt pocket size Buyer Cards for only \$10.

That's right—a \$20 value for only \$10. One to a customer please.

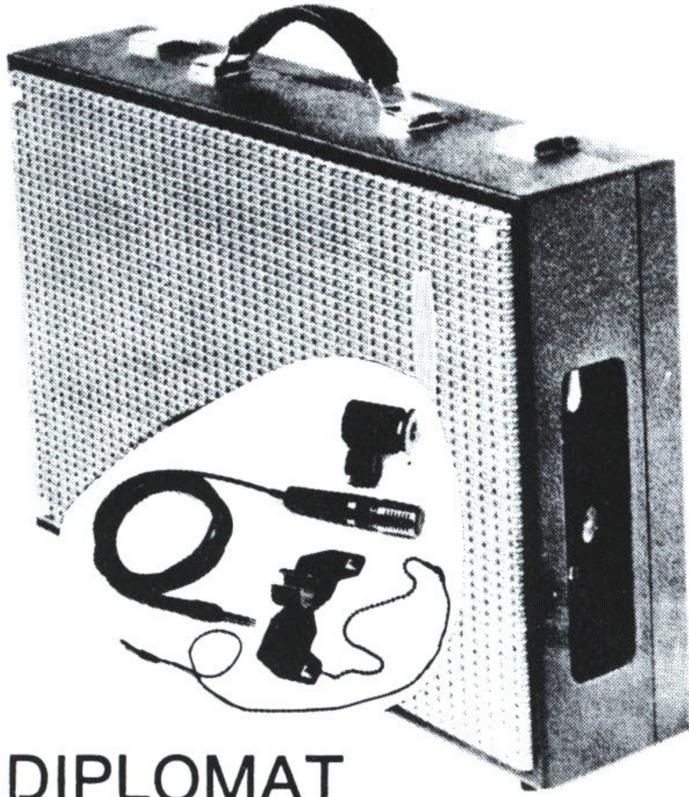
Payment with Order—We Pay Postage . . . C.O.D. Orders—You Pay Postage  
Order by Mail . . . Send Check or Monday Order To:



## Missouri Auction School

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

# AMPLI-VOX® Solid State Public Address Sound Systems



## DIPLOMAT

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

### INDOOR - OUTDOOR COMBINATION

For the auctioneer who can't decide whether to buy the S-610 Half Mile Hailer or the S-210 Diplomat. This outfit gives you a complete Diplomat system plus the wide-angle speaker from the Half Mile Hailer (S-1260). The Diplomat and Hailer use identical amplifiers. The amplifiers can be attached to either speaker using the two screws provided in 30 seconds. The microphone is a model S-2090. Both speakers can be plugged into the amplifier for extra large crowds. This combination "kills two birds with one stone".

**MODEL MAS210-1260**  
**\$209.90**

### Specifications

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

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

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

**Inputs:** For microphone and auxiliary equipment.

**Outputs:** For auxiliary speaker, tape recorder.

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

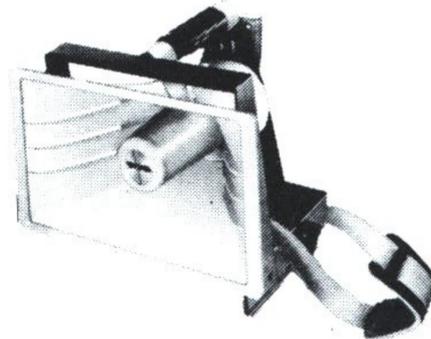
**Dimensions:** 12" high, 19" wide, 4¼" deep.

**Weight:** 16½ lbs. with batteries.

**Price:** Model S-210 complete—**\$159.95** net. less batteries. Model S-702 Portable Amplifier only, net each—**\$79.95**.

### Accessories:

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



### Outdoor Horn Speaker S-1260

Extends range outdoors.  
Weatherproof, ruggedly built.  
**Model S-1260 Ship. Wt. 12 lbs.**

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



## Missouri Auction School

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

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