

VOL. XXVI

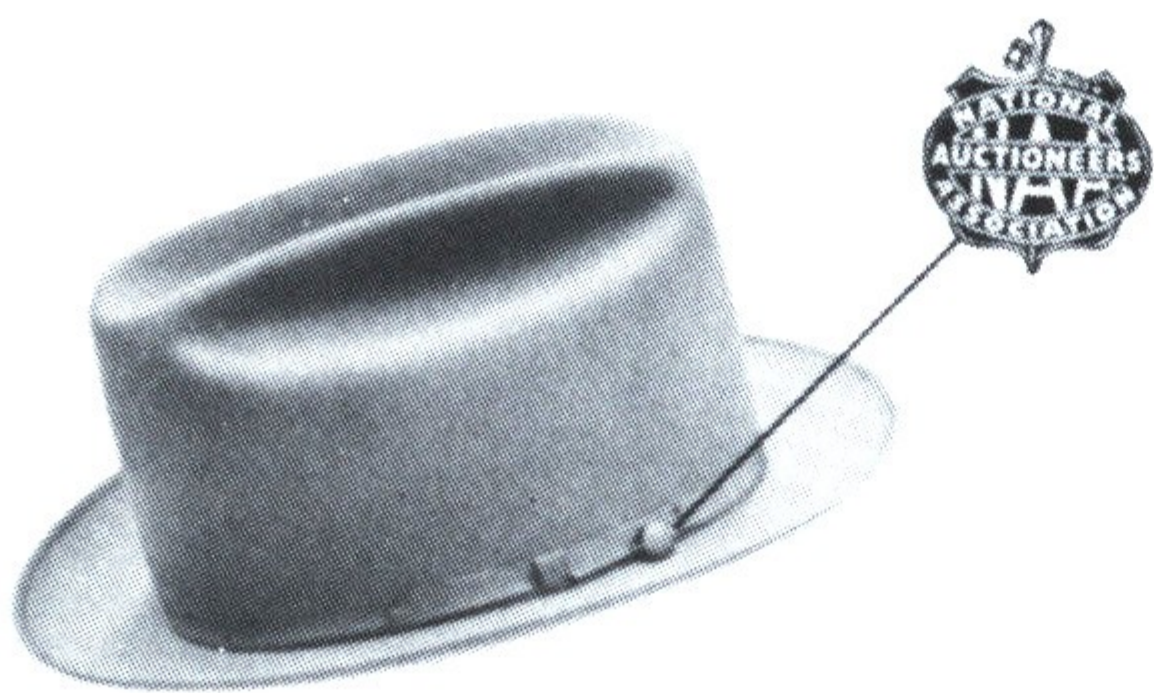
NO. 4

APRIL, 1975

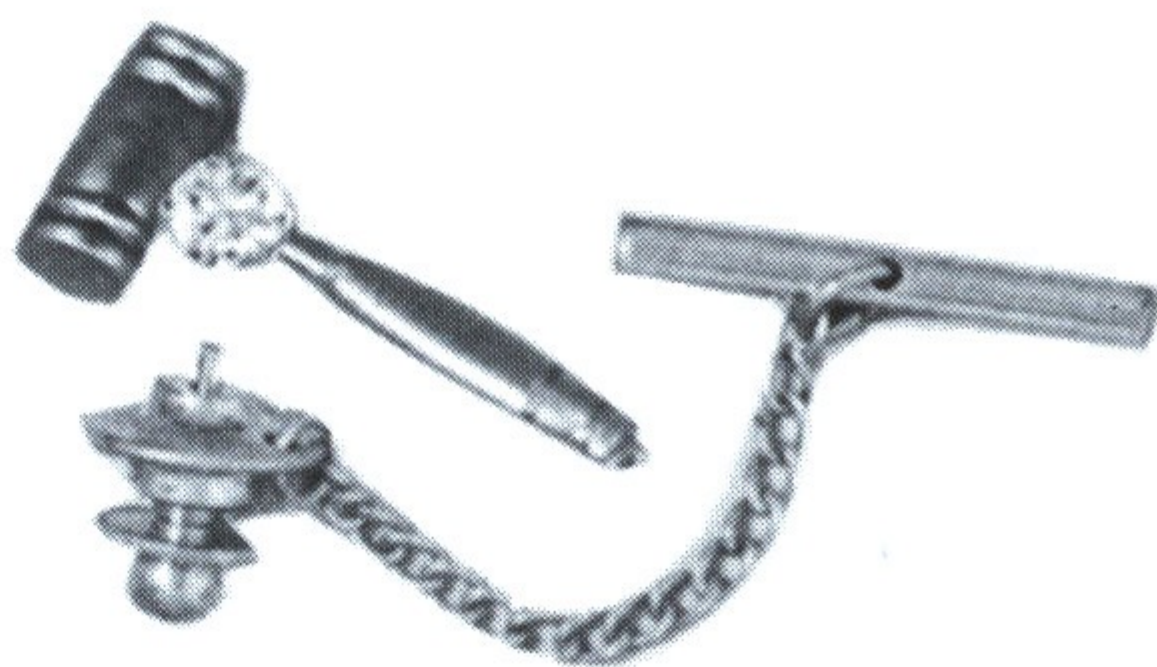
THE

auctioneer





“AUCTIONEER HAT”



“AUCTIONEER'S GAVEL”

TIE TACK

FLASH

FLASH

FLASH

While there may be snow on the ground while your are reading this, Spring is just around the corner. We have added something new this spring. We have contracted with the Stetson folks to make us a White Panama Straw hat with a 2½” brim. This is one of the nicest straw hats I have ever seen and I know you will like it — in fact I believe it so that I guarantee your complete satisfaction or your money back.

We still will offer our regular Milan Straws in all three brim widths, 2-1/8” 2-3/8” and 2-5/8” that are light tan colored with the auctioneer emblem in the crown out of red satin — the same is in the White Panama. These also come in long ovals.

We have had the best year ever on our Stetson felt hats. Our supply held up good and we were able to get good delivery from the factory. We still have most every size felt available in all brim widths — for immediate delivery.

The London Fog type jackets made by the Stetson folks with the three color NAA washable emblem is ideally suited for the spring weather ahead. Navy, Earth, Brown, Burgundy, Canary, and Natural in medium, large and extra large is in stock.

We still offer the solid gold auctioneer gavel tie tack and the three color NAA embroidered patch for your blazer or coat pocket.

The gavel itself is 14 K “Solid gold”			
with a .15 high quality sparkling diamond			\$159.95
with a .25 high quality sparkling diamond			\$219.95
Felt (Silver Belly)	\$14.95	Straws (light tan)	\$12.95
Panama (White) are \$14.95			
Jackets w/3 color emblem	19.95	(large, medium and extra large)	
3-color Auctioneer Emblems	3.00	Plus 4% sales tax	

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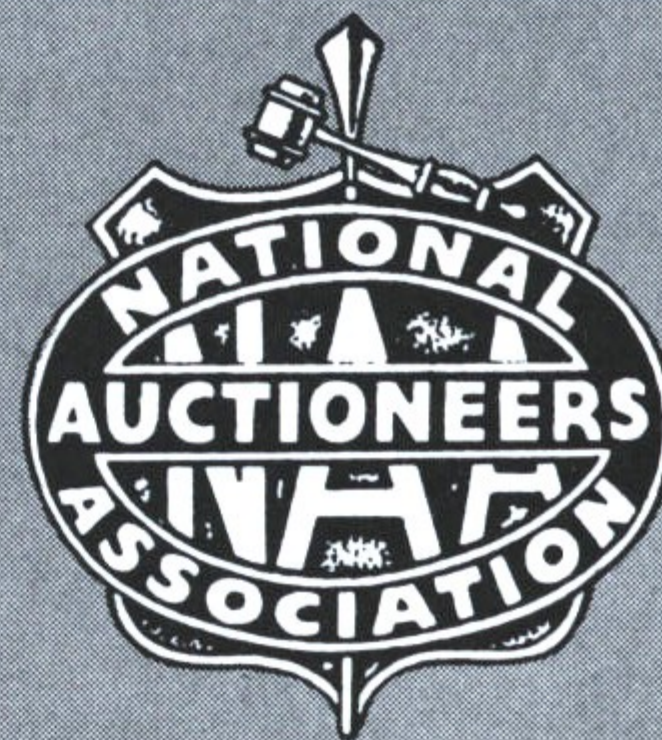
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THE **auCTIONeer**

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Auctioneer Answers Questions

You Must Know About Farm Sales

By CURT HARLER

Four-forty. Four-fifty. Four-fifty once, twice . . . sold for four hundred fifty dollars right over there.

The auctioneer bangs his gavel, the buyer smiles with relief and the consignee smiles, too, since he just got a bit more than he expected for his corn planter.

But although buying and selling is a big part of auctioneering, there's a lot more to a public sale than the day of the auction, says Wylie Rittenhouse who conducts over 150 auctions each year in Fayette County, Pa., and neighboring areas.

Rittenhouse is a past president of the Pennsylvania Auctioneers Association and is currently president of the National Auctioneers Association.

"Farmers today should look for a full-service auctioneer, Wylie says. "There's no reason for a farmer to be bothered with details on the day of the sale. His homework should be done well ahead of sale time."

Where do you find an auctioneer? "Particularly for farm auctions, go on the auctioneer's reputation," Wylie says. "Call a neighbor who had a sale and find out if he's satisfied. Check the performance of auctioneers at other farm sales and pick a man you think will do the job.

"Get yourself a full-service auctioneer. That man will put advertising in the best places, bring his own cashiers, inventory merchandise, line up the equipment the way it should be and even make arrangements for a food concession if needed," he says.

"Remember having an auction is like going to the bank to draw out money. At the end of the day the auctioneer gives you the money you have coming. The only difference is you're not sure just how much you'll get with an auction.

"That's why it's important to have an honest man," Wylie continues. "Even with a good man insist on a contract. This even if you've known him all your life."



Wylie Rittenhouse (left) president of the NAA, is shown here discussing farm sale details with his client, who is selling out to go to work in the mines.

In fact, Section 18 of Pennsylvania's auction code says you must have an auction contract, signed in duplicate.

Also, your auctioneer should be licensed. Pennsylvania, West Virginia and Ohio have reciprocal licensing agreements. Maryland only licenses auctioneers in some towns, not in rural areas. New Jersey and Delaware also have licensing setups.

"Check on this," Rittenhouse states. "Make sure the auctioneer won't be wasting your money."

Bob Pecsco, a Fayette County dairyman has decided to sell out. Many of the questions he asked Rittenhouse are questions other farmers ask.

Pecsco is 34 years old and sees no future in dairying. "I can work the mines for \$50 a day plus I get vacation and all the benefits," he says. "I like the job, so why milk cows twice a day?"

"When's the best time to have the sale?" Bob wanted to know.

"Unless you have a special reason for a given date (like before December 31 for tax reasons), the best date is when you make the most money," Rittenhouse says.

"For you, Bob, that will be in mid-February. Most of your cows were bred in late May and they'll be freshening shortly after the sale. This will bring you more money.

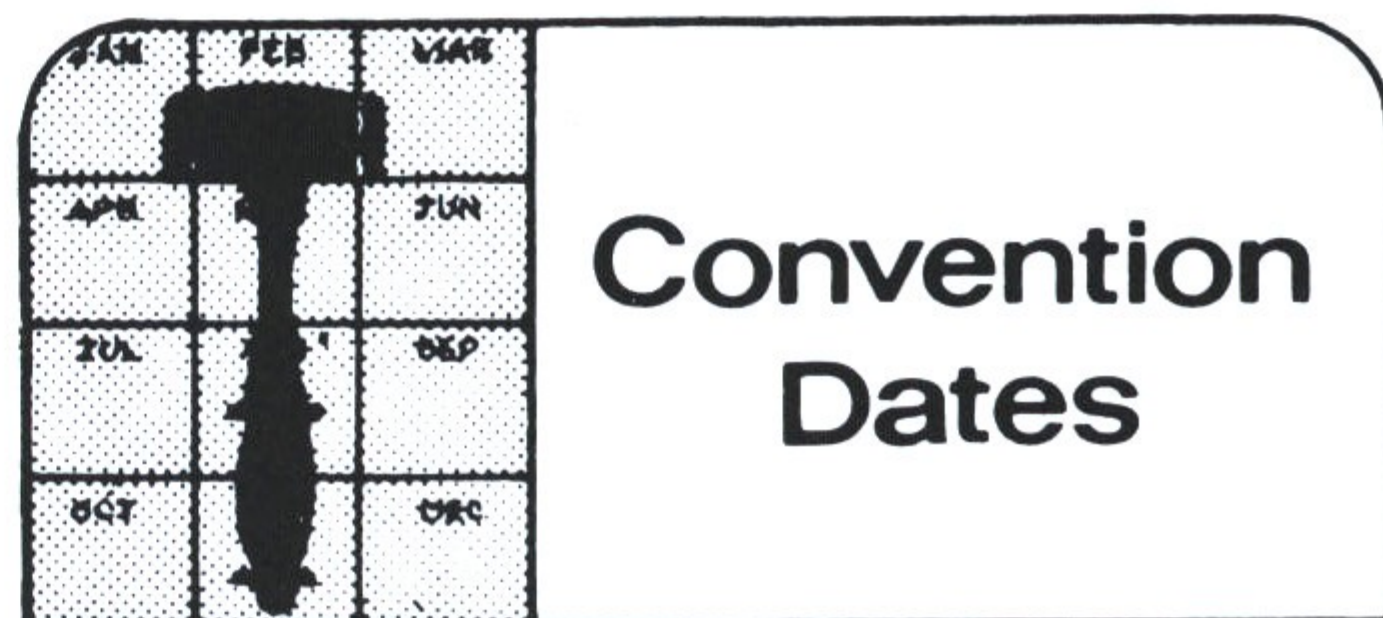
"Saturday can be a bad day," he says. "Many buyers can't move livestock or machinery right away. And they don't want to do it on Sunday. So you're stuck with feeding and milking animals for an extra couple of days. You're also watching over someone else's property, which you don't want to do," he says.

Pecsco is selling all grade cattle. "You'll have to get them TB tested 30 days before the sale," the auctioneer points out. For purebred animals the farmer would also have to assemble sire records. The auctioneer will set this information up for the catalogue.

"We also need to know dates of breeding and freshening. This will bring extra dollars the day of the sale," Rittenhouse says.

"How about the machinery?" Pecsco asks. "Do you want anything special done with that?"

"Get it all in good running shape if possible," Rittenhouse says. "Pump up or patch flat tires on wagons and other



April 4-5 — Montana Auctioneers Association, Malta.

April 6 — Illinois State Auctioneers Assn., Holiday Inn, Decatur.

April 7 — New Jersey State Society of Auctioneers, Far Hills Inn, Somerville.

April 8 — New Hampshire Auctioneers Association, Budweiser Brewery, Merrimack.

April 13-14 — Kentucky Auctioneers Association, Galt House, Louisville.

April 20 — Mississippi Auctioneers Association, Jackson.

April 27 — Iowa Auctioneers Association, — Echo Valley Country Club, Des Moines.

May 2-3-4 — South Carolina State Auctioneers Association, Rock Hill.

May 3-4 — Missouri State Auctioneers Assn., Columbia.

May 3-4 — Nebraska Auctioneers Association, Holiday Inn, North Platte.

May 17-18 — Washington Auctioneers Association, Othello.

June 13-14 — South Dakota Auctioneers Association, (Airport) Holiday Inn, Sioux Falls.

June 14-15 — West Virginia Auctioneers Association.

June 15-16 — Tennessee Auctioneers Association, Falls Creek Falls State Park, Pikeville.

June 21-22, — Ohio Auctioneers Association, Sheraton Motor Inn, Worthington.

JULY 31—AUGUST 1-2 — NATIONAL AUCTIONEERS ASSOCIATION CONVENTION, GALT HOUSE, LOUISVILLE, KY.

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

equipment. Wash dust off — clean machinery sells for more.

"In some cases it's good to paint. Paint will bring \$200 a gallon on a combine," he points out.



Farm sales are a popular place to be as can be seen in this picture. Used farm machinery is bringing top dollar all across the country right now.

"Assemble all accessories and put them with the machine," he says. "Put corn and grain heads out with the combine, keep the PTO shaft on the tractor, get the cylinders on the cultivator. If you're afraid a part will be stolen, tie it on with baler twine.

"Get serial numbers," he continues. "They'll give the age of the machinery. Keep tillage tools together, harvesting tools together and the like," he adds.

A few days before Bob's sale, Rittenhouse will come out and make sure things are lined up properly. He'll tag all items to identify which buyer gets what. And he'll already have put ads in all the area papers to attract buyers.

"Are you going to make arrangements for insurance?" Rittenhouse asks. If the farmer doesn't want to be bothered, that's another service the auctioneer should take care of.

"That line, 'not responsible for accidents' isn't worth the ink it's printed with," Rittenhouse states. "The auctioneer should get you a policy that covers 3 days: the pre-sale inspection, the day of the sale, and the day merchandise is delivered.

I've seen cows jump rails and people hurt themselves fiddling with equipment," he says. "For \$20 you're far ahead to get protection."

Another load off the farmer's mind is bad checks. The auctioneer usually pays

the consignee the day of the sale. So the auctioneer takes the payment risks. "The law's behind the auctioneer all the way," Wylie says, "so that's no big worry."

While you can still get an auctioneer to come out the day of the sale, take bids for a flat fee, and leave, this method is dying out.

"I usually charge 5% plus expenses," Rittenhouse says. Expenses include such things as advertising, help the day of the sale, signs, etc. In the end, the farmer pockets about 90% of what comes in. But the commission schedule is flexible, running from 2% to 10% depending on locale and services rendered.

"You can make your sale subject to approval if you're looking for a specific price, say on a piece of land," Rittenhouse says, "but this must be stated in pre-sale advertisements. Whether or not the auctioneer gets paid if all bids are rejected depends on terms of the contract," he adds.

"In my 19 years as an auctioneer all sales have been absolute except for real estate," he says. "I like to work on the theory once it's committed to sale, it's committed.

"Horse auctions are one exception, but most people want to move merchandise out and be done with it," he says.

"Once the sale is started, all I want the farmer to do is walk around and be nice to the buyers," he adds.

If you're going to an auction to buy,

know what you're looking for and how much you can spend, Rittenhouse advises.

Many people suggest setting a price on item, mentally, staying close to that price during the bidding.

"Bring money with you," Rittenhouse says. "Cash is always good and checks are usually accepted with proper identification. In fact, 90% of my sales are by check," he says.

"Know how much you can spend," he continues. "Don't bid \$700 on a piece of equipment if you have only \$90 with you. It's embarrassing for both you and the auctioneer.

"Some auctioneers will arrange credit themselves," he notes. "On big sales, like property, it's a good idea to check with the auctioneer ahead of time, let him know you're interested and get an idea of what the property will go for.

"Be prepared to make a 15% down payment at the sale. If you have good credit, the auctioneer often can help you get a bank loan for the remainder of what you owe," Rittenhouse says.

"Don't get angry with the auctioneer if you think you paid too much," he says. "Remember you named the price, and it was only a few bucks more than someone else was willing to pay. The auctioneer just takes the bids.

It might be good to keep that auctioneer's name in mind. If you ever have an auction, he may get "a bit more" from your buyers, just like he did from you.

As Rittenhouse leaves the Pecske farm he comments, "While it's not Bob's case, for many farmers what they get at their auction is all the money they'll have to live on for the rest of their lives.

"You have to get every cent you can, and the auctioneer is the professional who can get the most for you," he says.

"Most farmers are surprised at just how much they're worth," he says. "And a good auctioneer will get them every last dollar possible."

Reprinted from Pennsylvania Farmer, December, 1974.

Terry Dunning Speaks At Minnesota Meeting

The 26th annual Minnesota State Auctioneers Association convention was held at the Ramada Inn, Marshall, Minnesota, on January 19 and 20. Although we were plagued with severe weather, forty auc-

OUR COVER

This familiar scene shows (l to r) Lyle Erickson, Cresco, Ia., opening the Anderson-Weinkauff's auction with auctioneers Howard Knudsen, Canton, Minn., and Ken Erickson, Decorah, Ia. Clerk John O'Bryne, Cresco, Ia., ready with "walkie-talkie" clerk to cashier radio. Lyle is currently serving as 2nd Vice President of the NAA.

Story on Page 28

tioneers attended from all over the state and Iowa.

Pat Leary, President of the Marshall Chamber of Commerce, welcomed the auctioneers. The past president of the association, Col. Orlin Cordes, shared some highlights of the 1974 National Auctioneers convention at Medora, North Dakota, with the members who were unable to attend.

Col. Bob Steffes, Arthur, North Dakota, the 1972 Worlds Champion Livestock Auctioneer, addressed the group on bid calling. Several questions were answered and the discussion was enjoyed by everyone.

Col. Rene' Marguth led a discussion on ways to promote the auction way of selling. The discussion helped everyone get acquainted by several auctioneers old and new in the profession explaining how they got their start in the auction business.

Col. Don Babbitt and Col. Roy B. Johnson explained to the group the steps they take when handling a small business liquidation. Several questions were asked and answered.

A panel consisting of Col. Dennis Welsch, Col. Dave Christian, and Col. Jim Henry discussed auction advertising in regard to antiques, auction house merchandise, and farm real estate.

Col. Terry Dunning, Elgin, Illinois, first vice president of the National Auctioneers Association, addressed the group and brought the members up to date on what was happening at the national level. National membership was encouraged and several new state members were very anxious to join the NAA.

The business meeting was brought to order by President Marcel Reisch. New officers and directors were elected as

follows: President, Jim Henry, Long Prairie; Vice President, Dave Christian, Osseo; Secretary-Treasurer, Nancy Hitchcock, Winona; Alternate Secretary-Treasurer, Sharon Henry, Long Prairie. New Directors are: Duane Benoit, South Haven; Larry Born, Waseca; Don Babbitt, Conger; Charles Loe, North Mankato; and Marcel Reisch, Luverne.

The delicious banquet was highlighted by humerous Archie Bauman, Redwood Falls, better known as "The Scandnavian". Following the banquet the annual fun auction was held. The quality of merchandise was very evident by the \$813.50 raised for the association.

The convention is over and many new friends were made, old acquaintances renewed, ideas exchanged and plans to attend the next convention were made.

Nancy Hitchcock
Secretary-Treasurer

Ohio's Big Equipment Auction Sets Records

ARCHBOLD, OHIO — Yoder & Frey, Inc. sold 522 farm tractors at their auction Monday, Feb. 24 and grossed \$1,635,000.

A crowd of approximately 4,000 buyers, sellers and spectators came from many states to attend the Monday event.

Highest price paid for a tractor was \$49,000 for a John Deere 8630.

Monday selling started at 10 a.m., and continued until 8 p.m.

Traffic was jammed on County Road 24 much of the day and parked cars filled every bit of space in the Yoder & Frey and nearby parking lots as well as on roads in the area.

Food places in Archbold and community had big business and motels in Northwestern Ohio were swamped with requests for space.

Tuesday's sale grossed about \$525,000 when 2,416 pieces of farm equipment was sold. Gross for the first two sale days was over two million dollars.

Thursday, Feb. 27, was final day for the sale when many pieces of construction equipment were auctioned.

It is anticipated that the gross for the three day auction event will exceed \$4 million, and this should be Yoder & Frey's most successful farm and heavy construction machinery sale.

Sign at service station: "Have wrench, will monkey."

NOW —

CODE OF ETHICS

In Poster Form — 11" x 14"

Suitable for Framing

The NAA Code of Ethics, neatly framed and hanging in your office will add dignity and prestige to you as an auctioneer and to the profession you represent.

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NATIONAL AUCTIONEERS ASSOCIATION

135 Lakewood Drive

Lincoln, NE 68510

Common Sense in the Auction Business



By Leo Jesion

"Pay me now or pay me later." This is the theme of a T.V. commercial selling oil filters. Briefly, it shows a gas station owner installing a \$5 filter and indicating that by spending the \$5 now you won't have to spend \$100 to \$500 later on a major engine job.

In many ways this applies to the auction profession. In our business it works in reverse. You can turn down a small sure profit now and gain a large commission later. Here are a few examples how:

- (1) By protecting a innocent soul that gets excited at an auction and doesn't know how to bid.
- (2) By not misrepresenting something.
- (3) By helping a desperate client that is looking to you for help.
- (4) By refusing a sale where you can't do the client any good. (There are a few cases.)
- (5) By doing a benefit auction **for a good cause.**
- (6) By letting a client out of a binding contract when something comes up completely beyond his or her control. (I'm not talking about someone that merely changes his mind.)
- (7) By not understaffing an auction. You may save a day's wages, but if something is stolen, broken, or collections are missed you lose more money as a result.
- (8) By hiring an expert in a specialized sale to assist you.

There are many more examples that I might give, but I think I've made my point. Most of the list leads primarily to the auctioneer, his reputation, his clients, following, etc. Let's go down the list and evaluate each one.

- (1) By protecting an excited bidder, you can rely on him or her to be at future sales.
- (2) Same as #1.
- (3) Here you will get future sales because satisfied clients get most of any auctioneer's work for him.

(4) Same as #3.

(5) Self explanatory.

(6) In this case you are going to have trouble on your hands because a dissatisfied client can be hell! (Besides, some day you may want a client to let you out of a contract.)

(7) You guard against theft, breakage, etc.

(8) The more you know about the commodity you sell the more money you will get for it.

In the long run, if an auctioneer can build up a large following and have satisfied clients, he or she can sell almost anything. And that's the name of the game.

Hang in there!

Nebraska Land Auction Sets Record Prices

St. Paul, Nebr. — Two tracts of land were sold March 3 at record amounts for Howard County. The auction, conducted at the American Legion Hall in St. Paul, was attended by nearly 200 people.

A 160-acre tract owned jointly by the estate of Helen Kosmata and Mary Horky of Sargent was purchased for \$1,025 by Maurus Eiberger of St. Paul. The total price being \$164,000.

A second tract of 60 acres owned solely by the estate of Helen Kosmata was purchased for \$72,300 (\$1,205 per acre) by Lavern Wojtalewicz of St. Paul.

Interest in the land was mostly local but bidders came from as far away as Iowa.

It was the first time complete irrigable tracts of land were sold since the beginning operation of the Farwell Irrigation District, according to Pat Shaughnessy, member of Shaughnessy, Shaughnessy and Shaughnessy, attorneys for the Helen Kosmata estate.

Auctioneer for the sale was Henry Rasmussen of St. Paul.



The Ladies Auxiliary

Dear Ladies:

The sight of deep snow drifts in the middle of March stand as mute evidence of the devastating blizzard that swept this area of northwest Iowa on January 10th, killing millions of dollars worth of livestock. We are hoping the snow will be gone by the time this is being read in "The Auctioneer".

Spring planting time will soon follow, and before we realize it, it will be time to be making plans to attend our 1975 convention in Louisville, Kentucky. In 1960 Kentucky sponsored a wonderful convention which Wendell and I attended, and we are confident that with the help of our Auxiliary, with Velda Fannon as president, it will be bigger and better than ever. So ladies start making your plans for July, 1975. You too will enjoy meeting with old friends, and if it is your first convention you will make many new ones.

During the passed year we have lost a very dear friend in the auction business, Col. Fred Ramsey. They say, as long as there are memories they are really never gone.

Hope you had a happy Easter season. I am enclosing a recipe from my files. See you in Louisville.

Sincerely,
Bernice Ritchie
Marathon, Iowa

You can have these two recipes in your oven at the same time.

OVEN BEEF STEW

- 2 C or more stew meat — cut
- 1 can beef broth
- 3 stalks celery cut
- 1 T sugar
- 1 can stewed tomatoes (optional)
- 7 small carrots
- 1 medium onion chopped
- 1 t salt
- 2 potatoes cut small cubes.

Put in covered baking dish. Bake 3 hours 300 degrees (in glass) or 325 degrees metal.

CARMEL RICE PUDDING

- 1/2 C rice
- 1/2 C sugar
- 1/2 C raisins
- 5 C milk
- 1 egg or 2 small
- 1 t vanilla
- 1/2 t salt

Stir to blend and pour into 2 1/2 qt. casserole. Bake uncovered 3 hours, 300 degrees.

Hello:

I am sitting in our living room looking out at the deep snow drifts, glancing at the thermometer which reads 10 degrees, and dreaming of spring. Iowa has again had a great winter much to the delight of all the snowmobilers in our family.

One good memory of hot weather we have is last summer's National Convention in Medora. We decided to be brave and camp out in our tent. After six days and nights of "roughing-it", we came to the conclusion that the best place for the tent would be on our next consignment sale! Still had a wonderful time and the nicest part of all was meeting so many of our fellow auctioneers and their families. Really looking forward to this year's National Convention in Louisville.

We will be seeing some of you sooner than that since our Iowa Auctioneers Association meets on April 27. So remember to mark your calendars.

I am sending along a couple of recipes. One is for those of you who can eat anything and the other is for the rest of us who are already worrying about that swimming-suit season.

Sincerely,
Mrs. Kenneth (Carol) Erickson
Decorah, Iowa

DELICIOUS ORANGE SALAD

- 1 pkg. vanilla tapioca pudding
- 1 pkg. orange tapioca pudding
- 1 3 oz. pkg. orange jello
- 1 pkg. Lucky Whip
- 2 small cans mandarin oranges (drained)

Cook the vanilla and orange tapioca in 3 cups water. Dissolve jello in tapioca while hot. Cool mixture.

Whip Lucky Whip according to directions on box. Fold into cooled pudding mixture and add mandarin oranges. Let set.

WEIGHT WATCHERS TUNA DRESSING

1 slice dry bread
1/2 c. boiling water with chicken boullion
1/4 tsp. sage or poultry seasoning
4 oz. tuna
1 can mushrooms

Mix all ingredients together. Bake at 350 degrees for 1/2 hr. For Weight Watchers counts as 1 noon luncheon.

Dear Ladies:

Spring is near and we all should be looking forward to our State and National conventions. This is the only organization in which we all have the same mutual interests, therefore we should put forth every effort to attend these meetings and make some contribution to their success.

We in Western Nebraska have had a very mild winter, with very little snow but those in the Eastern part of the State have had about the opposite. In spite of our spring like weather, I can't help but wonder if the Robbins aren't rushing the season though.

I hope to see many of you Nebraska ladies at our State Convention in North Platte on May 4.

Sometimes we find ourselves in need of a quick and easy recipe for a snack that is enjoyed by everyone and here is mine for Carmel Corn:

28 Carmels
2 tablespoons of water
2 quarts popped corn (salted)
Melt carmels with water in double boiler or sauce pan over low heat. Stir occasionally until sauce is smooth. Pour over popcorn; toss until well coated, make into balls if you desire.

Sincerely,
Virginia Phillips
Pres. of NE Aux.
Wallace, Nebraska

IN UNITY THERE IS STRENGTH

Hi everyone . . .

Even though we have had a very cold and snowy winter, we have been very busy and it is surprising to look at the calendar and realize that Spring will soon be here. That's what is nice about the auction business, it is never boring. Seed catalogs have been arriving almost daily with pictures of beautiful flowers and vegetables and the birds are singing in the morning even with snow on the ground.

Of course, as fast as the winter has gone, it also means that it really won't be long until convention time and we can all get together with our friends again in Kentucky. Just talk to Patty and John O'Connor and you **can't wait** 'til you get to Kentucky for the convention.

I'm sending along a quick and easy recipe for a good sandwich that is easy to fix and can be heated quickly when you are tired and hungry after a sale. It can be made ahead . . . it makes quite a lot and you can freeze some of it and take it out when you need it.

PIZZABURGERS

3 pounds of ground chuck
2 pounds of American cheese
1 pound of chipped ham
1 quart of spaghetti sauce (Ragou)
2 teaspoons oregano
Grind cheese and chipped ham
Brown ground chuck in skillet
Mix all together with oregano and spaghetti sauce

When you want to use it, spread some on half a bun and bake in oven on cookie sheet 10 to 12 minutes at 350 degrees.

Hope you like it and see you'all (I'm practicing my southern accent) in July.

Joan Rittenhouse
Uniontown, Pa.

BAKED CARROT LOAF

10 carrots, boiled and mashed
1 grated onion
1 cup milk
1 cup rolled crackers
1/4 cup butter
3 eggs, lightly beaten

Season to taste, mix and bake in greased baking dish. Set in hot water (325) for 1 hour.

Submitted by Bea Hart,
Lincoln, Neb.

Its Catching

Aunt Minnie came to visit me
And I thought of just the way,
To entertain her for a night
With — NO BIG TAB — to pay.

I took her to an auction and
She thought it was great fun.
I cautioned, "Now, don't gesture
once — bidding has begun."

She scratched her head and BINGO
She was high bidder on a chair
She protested loudly but —
No one seemed to care.

She then waved to tell them,
They were making a mistake.
Before she got one word out,
She owned a garden hoe and rake!

She then found herself the owner
Of a bed, a boat and cleaver.
Mind you, not by accident, as —
She'd now caught Auction Fever!

Roy James
G. Van Deree

Iowa Auctioneers Will Meet in Des Moines

On Sunday, April 27th, the Iowa Auctioneers, their wives, families and other guests will be gathering at the Echo Valley Country Club, located on Fleur Drive near the Des Moines Airport, for their annual one-day Spring Convention.

Those wishing to come on Saturday will find accommodations at the Hiatt House, located one and one-half miles from the Country Club. Registration will begin at 10:00 A.M. and a Family Style meal will be served at Noon.

President, Bob Mallinger of Sigourney has planned an outstanding program for the afternoon. A speaker has been secured to speak on Exotic Cattle Breeds.

A most important business meeting has been scheduled for members of the Iowa Auctioneers Association as well as for the Ladies Auxiliary. A welcome is extended to everyone wishing to attend this fine one day meeting.

MRS. MIKE BLOOMER, Secretary

POLLS

Public opinion polls were fun when nobody took them seriously. Today, however, merchants are influenced, lawmakers are intimidated and conceivably elections are decided by what the public opinion polls reflect. — Paul Harvey.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1974-1975

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Pre-Convention Festivities Planned For NAA Convention at Louisville

Members of the Kentucky Auctioneers Association have been planning and working for many months toward the goal of presenting the "Greatest of ALL" NAA conventions. Those who attend this year's event in Louisville, July 31, August 1 and 2, will enjoy the fruits of their labors.

In fact the Kentucky folks are planning not only for the three days mentioned above but have made plans to entertain visitors the entire week. Following is a description of the Pre-Convention or "Early Bird" festivities:

TUESDAY, JULY 29

Starting at 10:00 A.M. the Second Annual NAA Golf Tournament will take place. It will be a handicap Flag Tournament. Only the first nine holes will count toward the many prizes. However, the more athletic will be able to use the Country Club facilities the entire day. There will also be a Ladies Division. If you intend to participate in this Golf Tournament — send entries to: **NAA Convention Central, 3026 Taylor Blvd., Louisville, KY 40208.**

Tuesday night we will board special buses at the Galt House and drive to Louisville Downs for an evening at the track. A special event will be a NAA Handicap Race and the NAA members will present a trophy to the winning owner. The total cost of this trip is \$6.75. The price includes bus to and from the track, buffet dinner, admission to track and clubhouse and special events. Space is limited so in order to insure your reservations send your check to the **NAA Convention Central.**

WEDNESDAY, JULY 30

Offers two all day tours — both leave at 9:00 A.M. — Tour #1 — Board a new air conditioned Scenic Cruiser "7" and enjoy a 90 mile tour through Kentucky Bluegrass country to Lexington and the World Famous Calumet Farms. After a complete tour of this exclusive working race horse farm, we will visit the largest tobacco warehouse in the U.S. After lunch we will visit Claiborn Farms where we will see Triple Crown winner, Secre-

THREE KENTUCKY TRADEMARKS ... HORSES, TOBACCO AND BOURBON

Mention Bluegrass, coal, My Old Kentucky Home, Mammoth Cave — or even moonshine — and you've conjured up a vision of Kentucky.

Also known throughout the world are Kentucky's tobacco, thoroughbreds and Bourbon whiskey.

OUR THOROUGHBREDS

Kentucky's thoroughbreds are bred and raised on several hundred, white-fenced showplace horse farms in the inner Bluegrass around Lexington as well as in the area around Louisville. Thousands of stallions and mares, colts and fillies, yearlings and foals pose like statues or gallop merrily across the blue-green pastures. Kentucky is also famous for her graceful, elegant saddlebreds and standardbred harness racing horses. Horse farm tours are conducted throughout the year.

OUR TOBACCO

Burley tobacco, an original Kentucky product dating back to the Civil War, is the leading cash crop (\$300 million in sales). Visitors are welcome at the colorful winter tobacco auctions throughout the state and plant tours are conducted regularly by some of the world's leading cigarette manufacturers. Dark, air-cured tobacco and dark-fired leaf are also top cash crops.

OUR BOURBON

Bourbon whiskey, born in Kentucky in what was once Bourbon County, Virginia, must be distilled from at least 51% corn grain and be aged in charred, new oak barrels for at least two full years in order to bear the name Bourbon legally. Some 70% of all Bourbon, the best-selling whiskey in the world, is distilled in Kentucky. Most distillers welcome visitors to their plants and museums.

tariat, and Horse of the Year, Riva Ridge. Entire cost including bus, tours, and lunch is only \$6.00. Space limited to the first 138 people so send check to reserve your place. Tickets will be sent by return mail.

Tour #2 — Also offers new air conditioned Greyhound Scenic Cruiser "7" buses. This tour through Bardstown, Ky., (Site of "My Old Kentucky Home" and the coach stop called Talbot Tavern) takes you to a Kentucky Wonder, famous Mammoth Cave National Park. The Cave Director will escort our group on a 1½ hour tour of an underground breathtaking beauty of Mother Nature and you will enjoy the 58 degree temperature (bring a sweater). After the tour you will be treated to a box lunch in the park and then leave for Hodgenville to visit the birthplace of Abraham Lincoln. Cost of this entire trip, including lunch and a refreshment stop and tour, is \$6.00. Once again please get your reservations in as soon as possible.

Both tours will be back in time for a quick supper before boarding the "Belle of Louisville" for an evening on the Paddle Wheel river boat on the Ohio River. This early bird cruise is brought to you through the courtesy of the Kentucky Auctioneers Association without charge to the first 800 NAA registrants. Late registrants will be afforded an opportunity of an afternoon cruise Thursday or Friday. Mail for tour tickets to:

**NAA Convention Central
3026 Taylor Blvd.
Louisville, KY 40208**

Renewed Interest In Colorado Annual Meet

Members of the Colorado Auctioneers Association met January 17 at the Holiday Inn North, Denver, for their annual meeting and banquet. A good attendance of auctioneers and their wives was on hand for the event.

President Reuben J. Stroh, Loveland, introduced Richard Gast of the Colorado Department of Revenue. He explained the Colorado Sales Tax, the responsibility of auctioneers to collect the tax and explained that a complete close-out farm auction was exempt from taxes. But if the farmer retains any ownership of the farm or farming equipment the exemption does not apply. He said all

Colorado auctioneers should have a sales tax license.

Col. Dale McPherson and his wife, from Rapid City, S.D., were guests at the meeting. He represented the National Auctioneers Association, being a Director of that organization. He gave his views on State Auctioneers Licensing Laws and told of the membership directory sponsored by the South Dakota Auctioneers Association. This directory is distributed to Judges, Attorneys, Trust Officers, etc., and he feels it has been beneficial to the SDAA members. Col. Dale also reminded us to observe National Auctioneers Week, April 6-12. He closed his presentation with a color film produced in South Dakota, "Grass to Cash".

There was a discussion regarding a licensing law for Colorado auctioneers. At the present time many cities have licensing requirements and counties also have the authority to assess license fees. A committee of J. Lee Sears, Fred Ramaker, Al Meyer and Steve Baldwin was appointed to investigate the subject further.

Change of time for the annual meeting was discussed with consideration being given to a spring meeting date. The opinion of the majority present was that January was fine as long as the Super Bowl game date was avoided. The attendance at the meeting seemed to bear this out.

Jack Salisbury, Fort Collins, was elected President for the coming year. Elected to the office of Vice President was Larry Land, Commerce City. Artie Baldwin was re-elected to the office of Secretary-Treasurer.

E. W. Rundell, Salida; J. Lee Sears, Fort Lupton; and Fred Ramaker, Denver, were elected to three year terms on the Board of Directors. Ernie Wimmer, Fort Collins, was elected to fill the unexpired two year term of Larry Land.

Holdover Directors are: Gene Doty, Fort Morgan; Cookie Lockhart, Steamboat Springs; Bill Hauschildt, Denver; Gene Adams, Salida; and Troil Welton, Wray.

ARTIE D. BALDWIN, Secretary

Strange how careless pedestrians are when you're driving, and how reckless drivers are when you're walking.

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Auctioneers specializing in farm and ranch sales needed to sell quality American-made barbed wire and other farm wire in the following states through farm and ranch sales:

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| ● Nevada | ● California | ● Oregon |
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| ● Arkansas | ● Louisiana | |

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Auctioneer Edmund Kueker began dismantling the wagon he had used as a sign to advertise his auctioneer services. The sign was located on a site on the Hartman farm along route 3 south of Waterloo. According to sign regulations which went into effect in 1972, no sign can be placed along highways within 660 feet of the right-of-way unless it is within 600 feet of a business or public place. Kueker's sign was painted on the side of a wagon which he intends to keep so he is removing it himself. Signs which the owners do not want are being removed by the State of Illinois.

Donald Castner Heads New Jersey Auctioneers

BRANCHVILLE, N.J. — Don Castner of the Castner Estate Service of Branchville has been elected president of the 300-member N.J. State Society of Auctioneers.

Executive offices are located at 183 Broad Ave., in Leonia. Organized in 1949 with a few members, NJSSA now lists tri-state membership.

Castner joined the organization in 1957 and has been chaplain and on the board of directors. He is also a member of the National Auctioneers Association.

Members of his family, including his wife, Eleonore, his son, Leon, and his daughters, Vicki and Lori, are all involved with the firm, which recently celebrated its 20th year in the community.

Known as "the man behind the gavel," Castner is a 1954 graduate of The Reppert School of Auctioneering in Decatur, Ind. His Sussex County-based service offers the only local and complete estate service, including appraisals, moving and storage, real and personal property disposals, full auction service and insurance claims and appraisals.

REALITY

Young author sent a manuscript to an editor with a letter which stated: "The characters in this story are purely fictional and bear no resemblance to any person living or dead."

A few days later he received his manuscript back with the pencil notation: "That's what's wrong with it."

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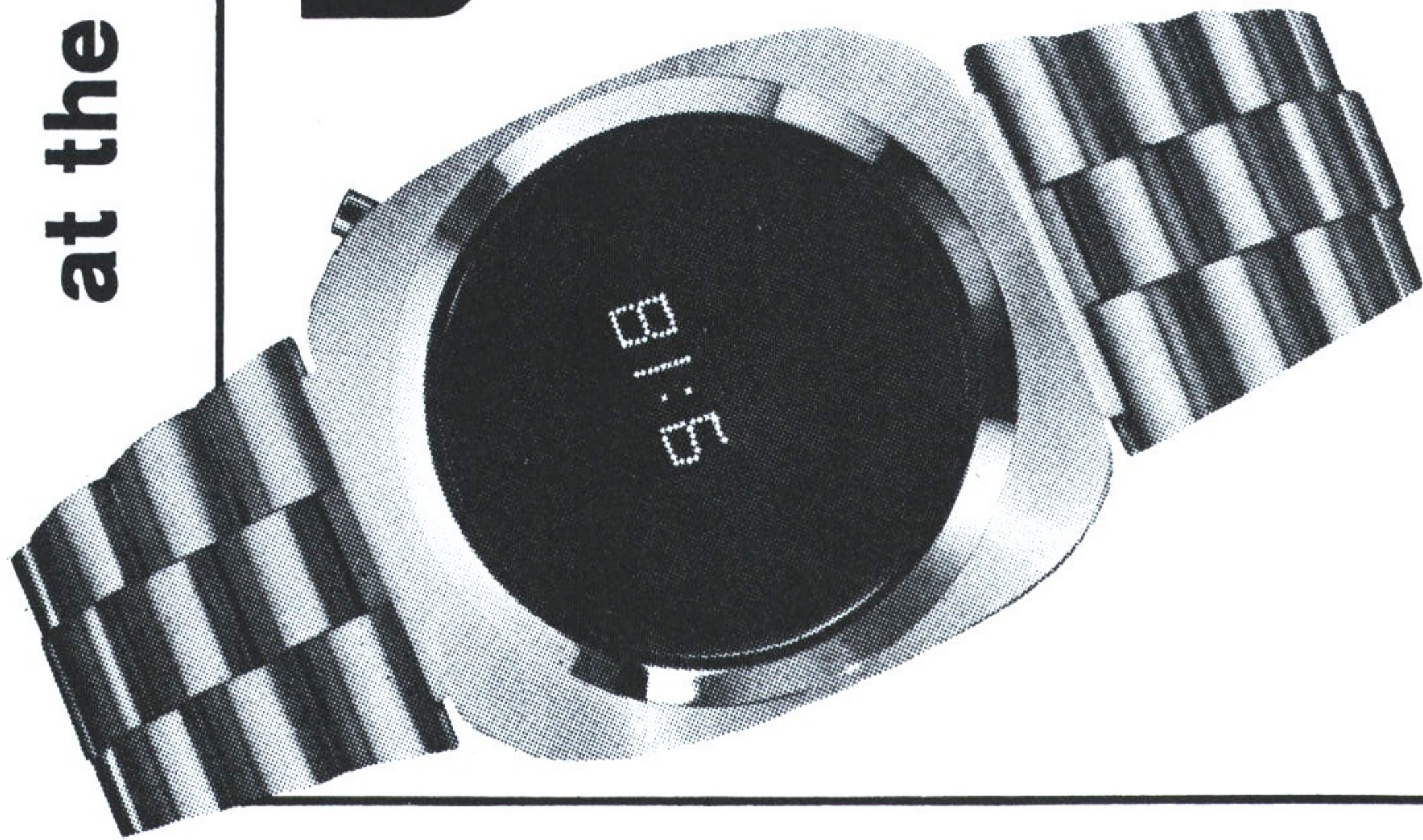
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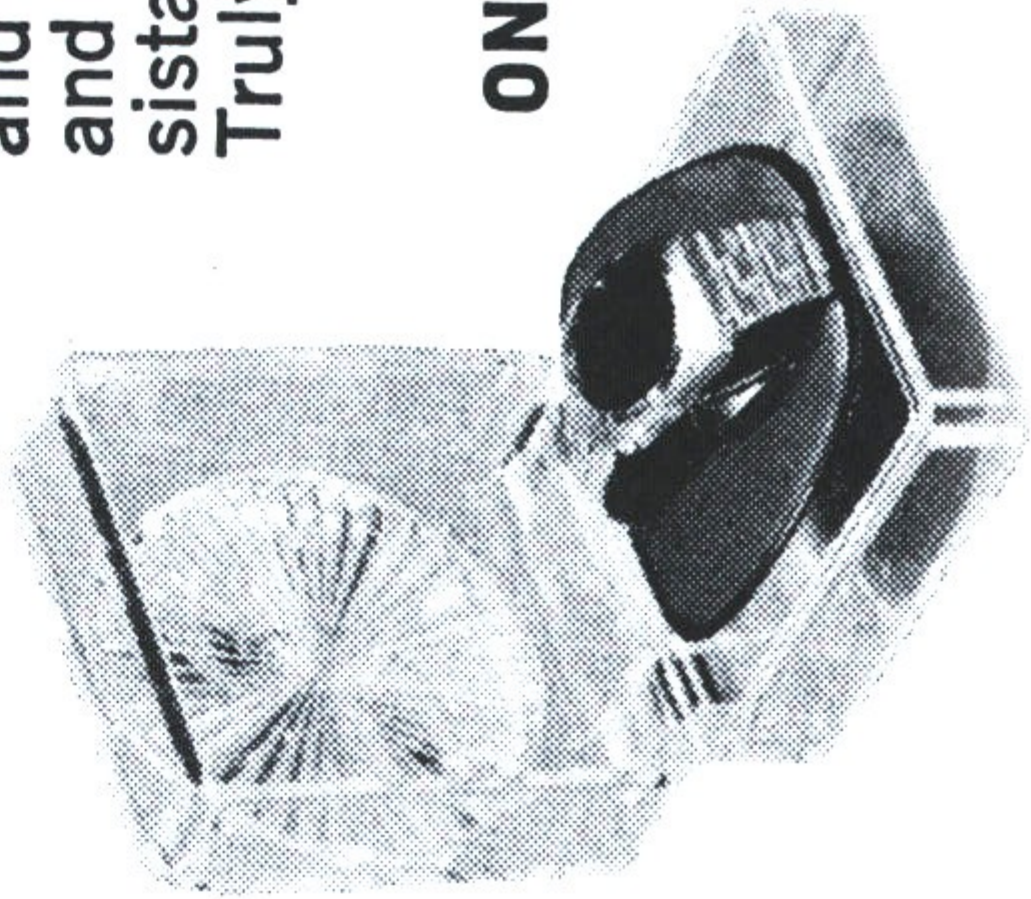
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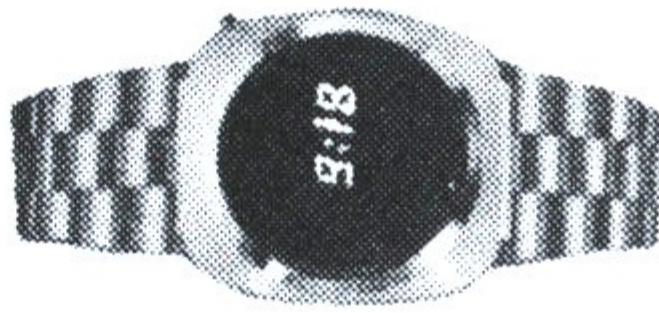
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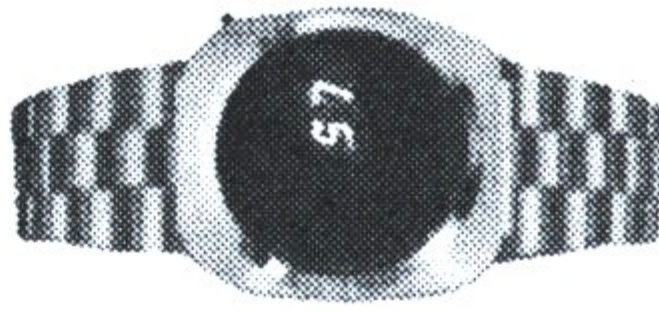


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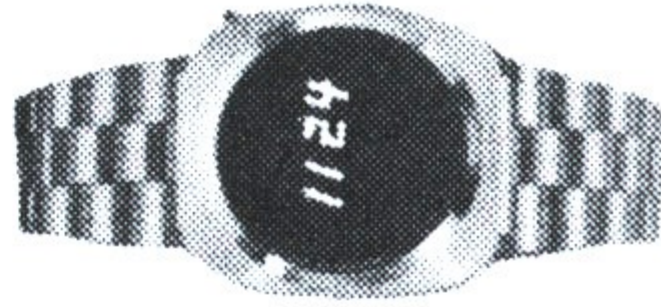
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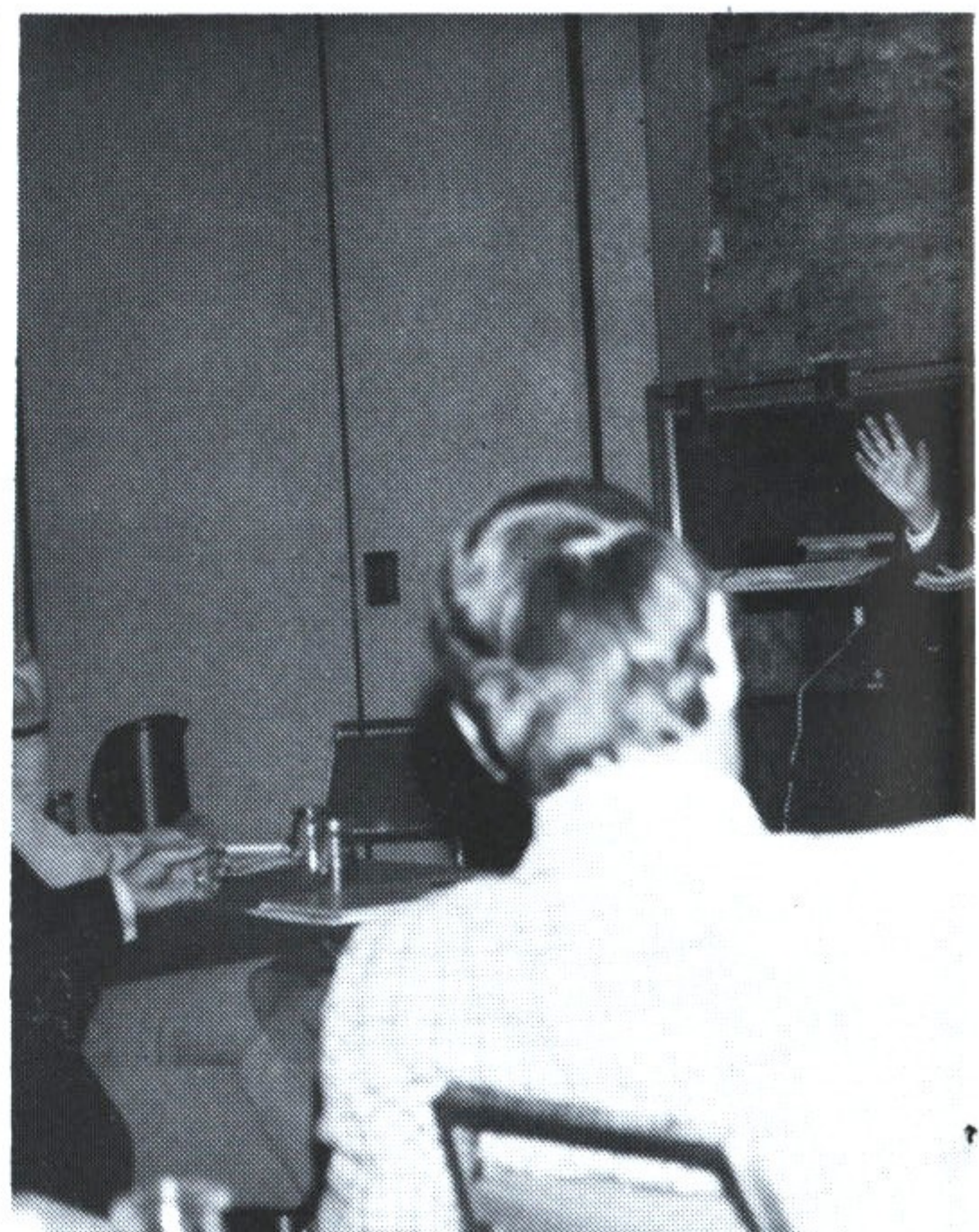
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NAA Seminar, St.



Louis, Mo. 1975



Rittenhouse, O'Connor Guests Of Ohio Auctioneers Convention

Annual meeting of the Ohio Auctioneers Association was held at Imperial North, Columbus, Saturday evening and Sunday, January 11 and 12. Starting off Saturday evening was a fun auction which raised \$605 toward the Auxiliary's expenses to the National Convention in Louisville this summer. Buffet was served to 135 persons with entertainment by the Country Guildsmen.

A business meeting, attended by 100 auctioneers, started at 10:00 A.M., Sunday, with President Dick Kiko presiding. Elected to office for the 1975 year were: Gary Cain, E. Springfield, President; Herb Peddicord, Coshocton, 1st Vice President; Floyd Rhoades, Germantown, 2nd Vice President; and Newt Dilgard, Ashland, Secretary-Treasurer. Robert Frey, Archbold; G. A. Pickwith, Berlin Heights; and Frank Weade, Washington Court House, were elected to the Board of Directors.

Owen Hall reported for the Ohio Auctioneers Commission. He stated that the Commission was going on a fiscal year basis and that licenses will now be re-



Above are the Ohio Auctioneers Association's officers for 1975. (Left to right) Newt Dilgard, Sec.-Treas.; Gary Cain, President; Wylie Rittenhouse, NAA president, Herb Peddicord, 1st vice president; and Floyd Rhoades, 2nd vice president.

newed in June. He also stated there was consideration of increasing the license fee to \$75.

Ford Good reported on activities of the National Auctioneers Association and told of the film, "To The Highest Bidder", now in production. It was voted to have "Auctioneer Day" at the Ohio State Fair this year.

Dinner was served to 188 persons after which NAA President, Wylie Rittenhouse, addressed the group. He stressed aims of the NAA including National Auctioneers Week, rotating convention sites in geographical areas and establishing an auctioneers Hall of Fame. He also presented the past president's plaque to retiring OAA president, Dick Kiko.

John O'Connor, Owensboro, Ky., Chairman of the 1975 National Convention,



NAA president, Wylie Rittenhouse is shown here presenting the "Past President" plaque to Dick Kiko.

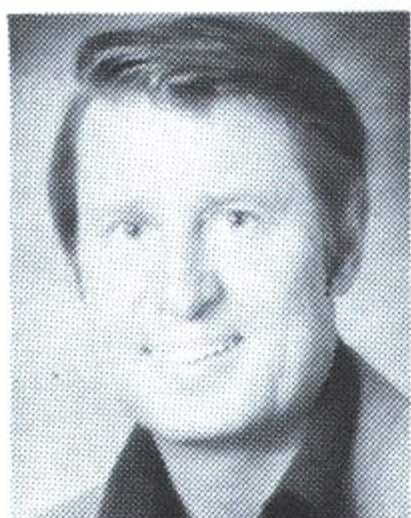


Shown here enjoying the banquet at the Ohio Auctioneers Association state convention is Herb Peddicord (left) and Wylie Rittenhouse and his lovely wife Joan.

told of the many attractions offered by this year's convention and said he expected 200 Ohioans to be in attendance.

Completing the afternoon business session was establishing the date and place of the summer meeting, June 21-22 at the Sheridan Motor Inn at I-71 and Ohio 161, near Worthington. It was suggested that next year's January meeting be continued through Monday, with the day being spent in seminars. Various questions were asked and answered concerning practices and requirements of auctioneering.

NEWT DILGARD, Secretary



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NATIONAL AUCTIONEERS WEEK

APRIL 7 — 12, 1975

Moody-Godley Auction Offers Scholarship

A new scholarship to Clemson University, Clemson, S.C., to assist Clemson students who major in agricultural education has been established by Moody-Godley Auction Co. of Darlington, S.C. The gift of \$2000 has been given as an initial gift to establish the scholarship fund.



Pictured above is NAA Director, Archie D. Moody, presenting the check to Professor Earl T. Carpenter, head of the Agricultural Education Department at Clemson University; while local agriculture teacher and consultant George McKenzie, Darlington, S.C., approvingly looks on. Johnny C. Godley, vice president of the corporation and a member of NAA also, was not available for the presentation.

A \$1000 scholarship fund will be awarded once each year having begun August 1974. The recipient must be an incoming freshman and a resident of South Carolina planning to major in agricultural education. The primary

qualification is the recipients potential for contribution to the field of agriculture.

The scholarship can be renewed each year for a student who maintains satisfactory academic performance. Recipients will be selected by the university scholarships and awards committee based on recommendations of the Department of Agriculture Education.

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Sat., April 19, 1975 10:00 A.M.

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155 cars to auction. There will be no minimum, no reserve.
All cars sold to the **LAST** and **HIGHEST BIDDER**.

Fellow Auctioneers please announce this auction at your auctions as it will give your clientel a chance to buy antique cars at their own price —

Just a partial listing of the goodies that will be at this auction:

31 Chevrolets — 4 Door 6 Wheelers

39-40 Model Fords

38 Dodge

34 Dodge 1/4 Ton Truck

40-41 Model Chevrolets

39 Plymouth Convertable

**Reo, Hudsons, Packards, Studebakers,
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Kruse Company Starts Quarterly Magazine

The Kruse Classic Auction Company of Auburn, Indiana, has entered the publishing field with a new quarterly magazine, according to Dean V. Kruse, President of the company. The first issue of the magazine, called **Kruse Report**, was mailed to the Kruse mailing list of over 55,000 auto collectors, investors and enthusiasts throughout the United States and abroad. In announcing the new venture, Kruse said that "the magazine will fill a void we feel exists at this time in the old car area, with our total editorial emphasis on the marketing and financial aspects of the antique, classic and post-war collectable car field."

Gary Thomas Young, of Fort Wayne, currently Ass't to the President of the company and its advertising director, has been named Editor of the new publication, according to Kruse. Major articles will feature bylines of many well-known automotive and financial writers from throughout the country.

Kruse said the company will continue

to send the next two issues on a free basis to their mailing list, but beginning with the fall issue, the magazine will rely completely on subscription and newsstand sales. Initially the **Kruse Report** is being test marketed on newsstands in Northern Indiana and Ohio through the Summit City News Agency in Fort Wayne.

The Kruse Classic Auction Company is the world's largest antique, classic and post-war automobile sales organization, conducting more than 24 such auctions each year throughout the United States. They are also involved in foreign and private sales out of their Auburn, California and Australian offices.

Formerly a family-oriented real estate and auction firm in Northeastern Indiana, the company has expanded into a multi-million dollar enterprise consisting of real estate, auctions, antique and classic cars, a graphics plant, the Auburn Hotel, commercial development and management, in addition to others. During the past several years the company has acquired an international reputation as one of the leading auction firms in the world.

FOR SALE

For health reasons I am listing for sale one of Iowa's leading livestock auctions located in the heart of the cow and calf country and cattle feeding areas.

Excellent opportunity for anyone wanting to get in the livestock auction business. We are located 60 miles northeast of Omaha, Nebraska, or 100 miles northwest of Des Moines, Iowa, or 100 miles southeast of Sioux City, Iowa. If interested please write or call.

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Headquarters for Antiques, Good Used Furniture, New Furniture, Freight-Damaged Merchandise, Food Items, Etc. **COME EARLY!**

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Ladies' Deluxe Round Face Watch with Band	Ea.	\$ 6.00
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Men's CRONEL "25" Swiss Calendar Watch	Ea.	\$10.00
Men's 17-Jewel Calendar Watch—Swiss	Ea.	\$ 9.00
Men's 17-JEWEL DAY-DATE DRESS WATCH	Ea.	\$ 8.50
Ladies' BRILLIANT CUT—HAND SET	Ea.	\$ 8.50
173 STONE WATCH	Ea.	\$12.50
HILTON 17-Jewel Men's Dress Watch w/Band	Ea.	\$11.00
HILTON Ladies' 10 Diamond Dress Watch	Ea.	\$25.00
HILTON Ladies' 4-Diamond Dress Watch	Ea.	\$18.50
Men's Deluxe DIGETIL Watch with Band	Ea.	\$ 8.00
Ladies' HEART SHAPED DRESS WATCH	Ea.	\$ 7.50
Gold or Silver	Doz.	\$24.00
Match Mate Ring Set—12 in 1	Doz.	\$ 3.25
Spray Perfume, Boxed—1000 Sprays	Doz.	\$ 2.75
French Collection D'or Perfumes—6 Pc. Set Per Set	Doz.	\$12.00
TIFFANY Perfume—2 oz.—Gift Boxed	Doz.	\$12.00
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Men's Wallets, Boxed	Doz.	\$ 4.80
Trucker's Cowhide Wallet with 5 Compartments	Doz.	\$20.00
Necklace and Earring Set. AURORA	Doz.	\$18.00
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Lifetime of Farming Ends as Auction Finds New Owners

By CHARLES WITTMAN

Slowly, like a gathering of the clan, the people arrive at the farm of Garnet and Grace Anderson. There is more than an hour remaining before the scheduled beginning of the auction as these early eureka seekers poke their way around a farmyard of machinery, a life's artifacts.

From down the hill the muffled sounds of a motor grader drifts up to the auction site as it and a companion machine scrape away the snow, creating parking for visiting cars and pickups.

The principles of the production, the auctioneers, and clerks move through the sets, busy with the last minute details of placement and timing.

In the midst of this, Garnet Anderson moves among the remnants of a lifetime of farming, a melancholy look about him as he watches friends and strangers evaluate a cluster of tractors.

At this midmorning hour the sun, white-yellow, contributes limited energy to the winter countryside. A western winds sweeps over the snow-coated hills of northeastern Howard County; the nakedness of the land adding a visual severity to the month, this long winter valley of the seasons.

"As the Andersons are quitting farming . . . " the auction bill and newspaper ad read.

. . . and the Weinkaufs have sold the farm . . ." The farm has been a cooperative venture, owned by Gordon, Robert, Wes, Clara, and Clifford Weinkauf. For 28 years, the Andersons had lived on and worked the land. Wilma Weinkauf dressed against the cold in a snowmobile

suit covered by an elderly brown fur coat mentions that the farm has remained in the same family since 1896. On March 1, though, it will be home to a new family, Kenneth and Jeanette Cook and their family, who presently live near Elma.

As auction time nears, a few more pickups and cars drive up the long driveway and into the parking lot. The passengers climb up the low hill to the farmyard, stopping at the clerk's station wagon to sign the bidder's list and receive a number. The production slowly gathers life.

In addition to the regulars of the auction, five Luther College students are present. They are researching farm auctions, attempting to determine who attends these events. Data from this and other auctions will then be presented in a paper at the National Rural Sociological Association in San Francisco later this year.

(Roger Mayland, a sociology major, mentions there appears to be about five basic types of people who attend the

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farm auctions. The auction, he says, is a throwback to older, mostly defunct, bartering days.)

Ten-thirty, the scheduled starting time, passes as bidding numbers 37, 38, and 39 are taken by three men. Two wagons full of tools and assorted items are pulled into place, the starting point on today's auction odyssey. Its power is evident as lines of flux reach out to attract browsers.

A lunch stand is set up by the Assumption Catholic Church Rosary Society, and auctioneer Lyle Erickson mentions getting something to eat before they begin. Once they start, Lyle and auctioneers Ken Erickson and Howard Knudsen will be working straight through to the end of the sale.

The number of people at the auction increases rapidly, the bidding numbers are into the hundreds. At just after 11:00, Lyle, his lunch finished, dons an electronic megaphone and beckons the crowd to the two wagons.

Warming up, the auctioneer goes through some preliminary announcements — a welcome, followed by the rules of today's auction and an introduction of the cast. The triumverate of auctioneers cluster in the wagon along with John O'Byrne, one of the clerks who are responsible for tying merchandise to bidders.

The wagon is full of that miscellaneous merchandise; oddments collected through the years.

"Okay, who'll give me one dollar for this?" The liturgy begins, building, "One, do I hear one" Lyle's pace quickens, "Whoellgimmeone," sliding into the rhythmic discourse of the auctioneer.

Twenty mintues later, the wagonload of odds and ends is sold — like stealing the floor beneath them, the wagon too goes, for \$55. The four men move onto the second wagon, the auctioneering taken over by Ken, as Lyle and Howard work the crowd, watching the signals of the bidders, and relaying bids to Ken.

The crowd serves as a windbreak, providing warmth against the February gusts for those in the center. Around the periphery the snow is kicked, compacted and sculptured by ever-moving feet. A thin layer of clouds, precursors of after-



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noon weather, moves in from west, momentarily negating what little warmth the sun offers.

The cold becomes the common denominator of conversation, as the wind swings to the north, getting perceptibly cooler.

"Well, cold enough?" is the not-so-secret password.

There is steady traffic in and out of the small building ("This was once the laundry," someone says) used as the lunch stand; the gas heater and the food are dual attractions.

The auction by now has become a living thing, the socializing as important as the buying and selling. The large mass of people sweeps across the farmyard, following the auctioneers from article to article, area to area, from the small items across to the machinery and tractors.

Away from the center, those at the edges knot into smaller groups, commenting on the sale, prices ("\$3.80- I dunno . . ."). Many of the bidders are there for some specific reason, the milk cows, pigs, or the tractors, or some other piece of machinery, lingering in the machine shed or barn.

By midday, the parking lot is jammed and a string of cars and pickups line Granger Road south of the Anderson driveway. The auction is a continuing show, as people arrive and leave, a constant movement of players and viewers.

The auctioneers and their crowd follow a course dictated, it seems by Brownian movement, up and down the hillside towards its denouement.

The animals are the last, along with a bin and crib of corn. The new owner, Ken, buys the hay.

This afternoon, the sun has finally disappeared, clouds covering its face and taking its energy. As it grows colder, the weather is mentioned more frequently; "I guess it's about 9 above," a voice is heard; testimony is given by the red faces.

At 3:00, it is time for the dairy cows. A semicircular pen is set up on the east side of the barn; the crowd, nearly exclusively male, hangs on the iron rails as the animals take the stage two at a time.

"These are real good cows," the auctioneers begin, trying to build interest. It hardly seems necessary, though, as the bids rise up near \$700 and \$800.

Dairy cows are still selling well, someone says even though pigs and beef cattle are not.

By 5:00, the four dozen dairy cows have been sold.

It has been a good day. Over 320 items were auctioned off, from sacks of seed and boxes of bolts to a '39 John Deere. The clerks comment on the good prices paid.

With the end of the day, the sale loses its life force; the parking lot is empty again. The Andersons have one less day on the farm.

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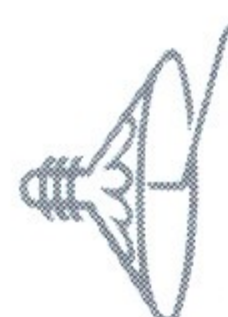
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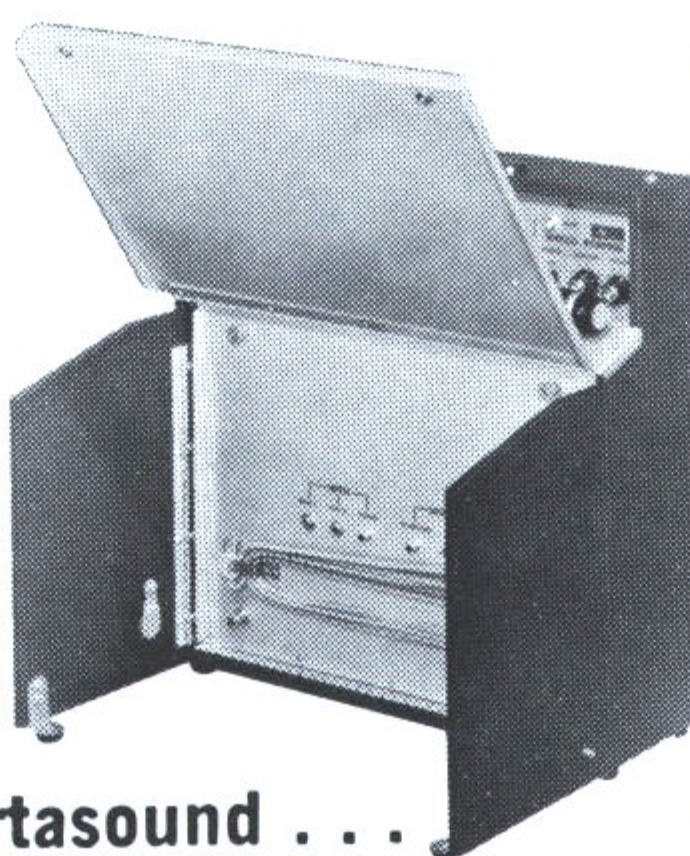
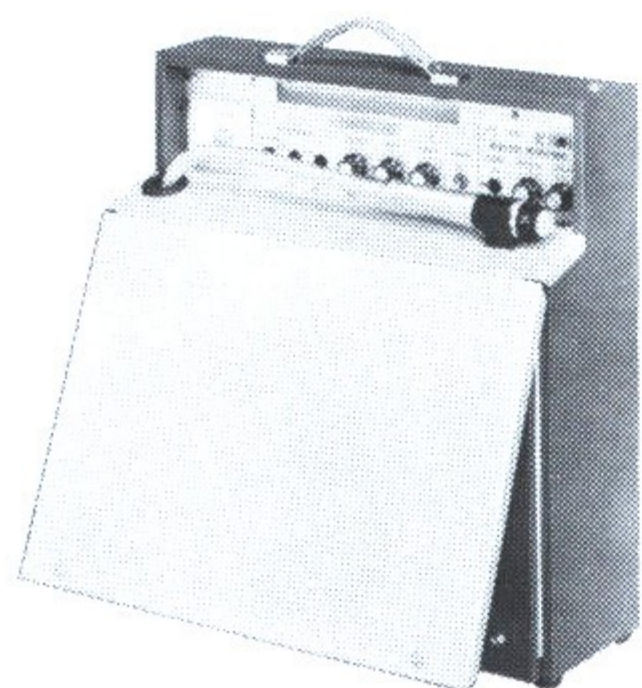
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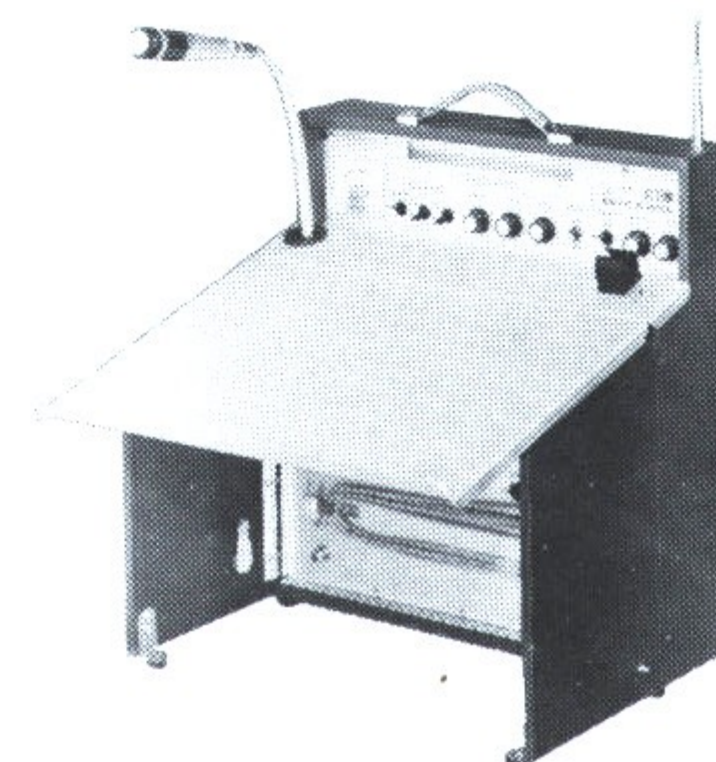
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Ladies Auxiliary to the NAA

Planning Gets Results In New Jersey Auction

Recently sold in Elwood Heller's Old Mill Auction Gallery, Lebanon, N.J., was an outstanding collection of fine furniture and pattern glassware. All this belonged to a former Frenchtown, N.J., resident, Mr. Stanley J. Seeger, Jr.

Mr. Seeger, an avid art collector, is a graduate of Princeton. In 1961 his formidable collection of post World War II art and sculpture went on exhibition. Now, in 1975, Mr. Seeger sent a portion of his personal property to be sold at auction.

It took weeks of thorough investigation by the auctioneer and his staff to form proper background and setting for this varied collection. Cataloguers, researchers and photographers were called upon to express their expertise. Mailing of brochures in response to local and out of state advertising, and later, after the preview, the auction was about to begin.

Mr. Heller's moment had arrived and he started on the glass collection, which included: 12 tulip goblets, \$90; 5 bleeding heart goblets, \$62.50, vaseline cake-stand, \$32.50; 6 strawberry goblets, \$45; Meissen fish platter, \$55; 3 tulip tumblers, \$90; Dolphin compote, \$32.50.

A pair of Staffordshire dogs sold for \$90; 5 thumbprint goblets, \$87.50; late Adams cup and saucer, \$55; Cradle telephones, \$280; blue sponge cup and saucer, \$40; Strawberry teapot, \$40.

A group of more than 20 hand hooked scatter rugs brought \$2900; 1791 hand decorated cupboard, \$200; dough box on legs, \$225; decorated Dutch cupboard, \$550; bucket bench, \$325; corner cupboard, \$800; butter churns, \$95; brass bed warmer, \$110; set four fiddle-back

chairs, \$200; 6 balloon back chairs, \$780; 6 Moravian chairs, \$270; wing chair, \$325; Windsor chair, \$325 and a plank chair, \$90.

An 1817 decorated bride's chest brought \$500; a 1750 William and Mary chest, \$350; Connecticut chest of drawers, \$650; decorated blanket chest, Anno 1786, \$1100; 1828 French peasant's table, \$450; blanket chest, \$275; country secretary desk, \$700; apple butter kettle, \$130; canopied crib, \$200; and a carved day bed, \$275.

Some other prices received were: set crystal stemware, \$300, tulip pitcher, \$100; 3 pieces purple slag, \$40; and fine linens, \$500.

With such a receptive audience, Mr. Heller as well as the seller, Mr. Seeger, were well pleased with the results. Many compliments were received from those in attendance.

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Know Your Director

Morris F. Fannon was born and reared in the beautiful mountains of Lee County Virginia. He graduated from Pennington High School and Reppert School of Auctioneering.

In his youth, Morris was extremely interested in the livestock industry, and as a high school student, he was quite active in this segment of 4-H and FFA being a member of several judging teams participating in state competition. Even though this early interest in livestock has definitely guided his career, Morris's early experience in the auction profession came as a tobacco auctioneer in the tobacco market of Pennington Gap. However, since 1952, he has been mainly interested in the selling of livestock and real estate. Morris sells a large number of both feeder and purebred cattle sales in Virginia and 7 other states along the east coast. His activities in the livestock realm include: Secretary of the Virginia Hereford Association and Fieldman for the Virginia Beef Cattle Association. From 1960-1965, Morris was manager and auctioneer of a weekly livestock market in Roanoke. In this capacity, he also served as President of the Virginia Livestock Auction Markets Association. In 1965, he and his family moved back to Lee County, where they now reside.

Working in real estate, Morris is a partner of the Brown & Fannon Land Auction Company serving the counties of extreme Southwest Virginia. Through his work in the livestock auction business and in civic clubs, Morris has received several honors and awards. In 1967, he received the VPI Block and Bridle Award for outstanding contributions to livestock marketing in Virginia.



Morris Fannon

Awarded by the Virginia Beef Cattle Association and the Livestock Breeder Journal in 1969, he was named the "Cattlemen of the Year". Presently, Morris is serving as a district governor of the Ruritan National. In the NAA, he has served on the board of directors for 8 years being President in 1972-73.

Morris's wife, Velda, is a home economics teacher at Pennington High School and is the current president of the Ladies Auxiliary to the NAA. His daughter, Cynthia D. Kinser, is studying law at the University of Virginia in Charlottesville. His son, Sidney, is majoring in Pharmacy at Virginia Tech in Blacksburg.

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I Would Rather Make A Friend than a Dollar

By Bob McIntyre, Niles Michigan

In January of 1975 I was called upon to sell at auction the estate of the late Francis Shilts of Mishawaka, Indiana. This lady was a very remarkable person who collected just about everything. Her house was loaded with all kinds of merchandise. Much of it new and still in the original cartons even though it was in some cases 25 to 30 years old. Her house consisted of five rooms plus attic and basement. Her yard was very small and parking space was practically nil.

Because of these crowded conditions we had to move all her belongings to our auction house which is located about 10 miles away at Niles, Michigan. We took six truckloads of her personal items out of the house. Most of it was very small items or as Steve Allen would say smaller than a bread box.

On February 1 starting at 10:00 a.m. on a Saturday we started the auction. Along in the middle of the afternoon people were getting tired and a few had started leaving. We had hundreds of yards of dress material to sell that this lady had purchased and never used. Also there were hundreds of phonograph records as well as a huge collection of costume jewelry. I knew that if we started in on any one of these three items and sold it for a very long time that some or maybe all persons would become bored. I devised a plan to give the sale variety and keep people from getting bored. I would bring out about ten pieces of dress material and sell to the highest bidder their choice. After the high bidder had taken all he or she wanted, I would then offer the rest of it by the piece to anyone who wanted it at the same price. If there was any left I would bunch it and sell it in a lump sum.

In the mean time my assistants were setting up another table with ten boxes of assorted costume jewelry. After the first selection of dress material was sold we went to the jewelry and followed the same procedure. We next took ten phonograph records and sold them for one lump sum. No choice was offered on the records because it would be too time consuming while people were making their selection. We then repeated our original procedure and kept alterna-

ting from one to the other until all items were completely liquidated after about four hours.

By following this process I was able to hold the crowd in a state of ecstatic excitement all afternoon and none seemed to get tired or bored. We continued to sell until 7:00 P.M. At that time we discontinued the sale to be resumed on the following Friday which is our regular weekly sale date. On that date we sold from 7:00 P.M. until midnight and discontinued again until the next Friday at 7:00 P.M. and finally finished the sale at 10:00 P.M.

This was not such a great sale in dollars and cents when you took into consideration the time it took (17 hours). The sale finally grossed \$4700.00. In view of the fact that there were so many small items, this was about the only way the sale could be handled and still get a fair price for the seller. The seller was absolutely delighted at the amount of money she received out of the auction. She is now one of my most loyal campaigners.

I did not make so much money from the auction for myself, but it was a very rewarding experience and I made a lot of people happy especially the seller. If you can make enough people happy, you are bound to be a success in any business. My motto is, I would rather make a friend than a dollar.



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Dog Gone Auction Has 700 in Attendance

By **GEORGE STONEWELL**

MALTA — Auctioneering went to the dogs Sunday.

About 200 of "man's best friends" went on the auction block at Countryside Kennels near here.

Dogs of all sizes, shapes, colors and breeds were offered for sale to the highest bidder.

Animal lovers, who traveled from as far as Decatur, Cicero, Chicago, Rockford and Oswego to attend the unusual sale, made bids on everything from sad-eyed Basset Hounds and lovable Poodles to proud Boxers and overgrown Saint Bernards.

A large number of the dogs sold were of registered breeding stock and many of the animals were pedigreed.

Several puppies of various breeds also were sold.

Comments from various bidders and auction officials who apparently know the value of the animals indicated many of the dogs were purchased "at a steal."

Bids received for the dogs were as varied as the dogs themselves.

A registered Shih Tzu brought a \$67.50 bid while an unregistered Miniature Schnauzer sold for only \$32.50.

A large male Golden Retriever brought a top bid of \$20 and the bidding was closed at \$25 on a mixed-breed Springer Spaniel pup.

A registered Pekingese was sold for \$55 while two handsome Boxers brought only \$15 apiece.

Ron Espe, who was conducting the auction in conjunction with Howard McAnly, Rochelle, said he had never before been called upon to work at a dog auction.

"It's quite a bit different than a farm auction," he said.

McAnly's wife, Ione, who was in charge of distributing bidding tickets, also commented on the unique aspect of the auction.

"Howard is the vice-president of the Illinois Auctioneering Assn.," she said. "He talked with some of the other auctioneers and none of them had ever conducted a dog auction before."

"You've got to admit it's different."

Mrs. McAnly, who noted the actual sale of the animals took about four



Howard McAnly, popular Rochelle, Ill., auctioneer shown with his son, Mark, who does the clerking in the family oriented auction company.

hours, said about 700 persons had been in attendance.

"We gave out about 170 bidding tickets," she said, "but there were a lot of families here."

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Douglas Gallery Plans Building Expansion

SOUTH DEERFIELD, MASS. — A gavel claps down and a voice rings out "Sold!" and another person has taken another step towards becoming an "auction bug" at the Douglas Gallery on Rtes. 5-10.

While many businesses are complaining about slow or nonexistent sales, Douglas Bilodeau, owner of the gallery and auctioneer, has reported a large attendance at his twice a week auctions and twice a month antique sales.

In fact, business is so good, Bilodeau says, he is planning to start construction of an addition to the former roller skating rink as soon as warm weather arrives.

Bilodeau has received a building permit from the Deerfield selectmen and will add a 40 by 60-foot addition to the southerly end of the large building.

The addition will be used for storing items, rather than having them scattered throughout the auction room floor.

The addition, increasing his building size by 2,400 square feet, will also be used for antique shows, he said.

Besides the building addition, Bilodeau said, he is planning to gravel another acre of parking space in the back of his 2.74 acre lot.

The Douglas Gallery was started in a two-room section in the Paciorek Block on Elm St., South Deerfield, with once a week auction. It has grown to its present facilities since last summer, when Bilodeau purchased a building used success-

ively as a rink, restaurant, ballroom and teen club.

The gallery employs a fulltime staff of four and eight part-time.

Bilodeau said most of his customers come to him with estates and items to sell because he has done a good job for them in the past.

"If you do a good job," he said, word will get out."

The audience at a Bilodeau auction is mixed, from local auction buffs who come for "the show" to antique dealers.

The gallery handles all types of sales — personal property, such as estates, antiques, collectable items and objects d'art; and equipment, such as construction, farm and even office furniture.

The actual sale of property, Bilodeau notes, is the last step in a long and carefully run operation.

The Douglas Gallery must pack, move, store, identify, catalog, advertise and photograph items before they are auctioned.

The Douglas Gallery is a member of the National Auctioneers Assn., Massachusetts Real Estate Brokers, Massachusetts Auctioneers Assn., Pioneer Valley Antiques Dealers Assn., Pocumtuck Valley Memorial Assn., and National Assn. of Watch and Clock Collectors.

Douglas Bilodeau is a graduate of Reisch Auction College.

WORRIES

"You sure look sad," said a fellow to his friend.

"I've got reason to feel blue," he said. "I've got so many troubles right now that if anything bad happens today, it will take at least two weeks before its turn comes up for me to worry about it."

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The Lighter Side...

HEALTH

The Martian landed in Las Vegas and walked into a casino. He passed a slot machine that suddenly whirred noisily, then disgorged a jackpot of silver dollars. The Martian looked closely at the machine and then said, "You know, you're foolish not to stay home with a cold like that."

EVIDENCE

A sedate lady was called to testify in a lewd-and-lascivious trial. She asked permission to write rather than say out loud what the defendant had said to her. When her note was given to the jurors to read, one pretty panelist found the man next to her asleep. She pinched him and passed him the note. He read it, smiled at her, nodded and stuck it in his pocket.

GRATUITY

Visitor to a posh restaurant found, when he compared the bill to his cash, that he had enough for the meal but nothing left over for the tip. He called the waiter and explained his predicament. The saucy waiter listened to the man's story without a change of expression.

"Don't let a thing like that bother you," he whispered as he picked up the slip. "I'll just add up this thing again."

DIFFERENCE

Teacher was initiating young pupils into the mysteries of the French language. She explained that "Madame" was used in speaking of a married woman; "Mademoiselle," an unmarried woman; and "Monsieur," a gentleman.

To make sure the children understood, she turned to a boy who seemed rather inattentive and asked: "What is the difference between 'Madame' and 'Mademoiselle'?"

"Smiling the boy replied: 'Monsiur.'"

WORK

"I know an artist who painted a cobweb in a mural in a hotel that was so

real, a maid spent an hour trying to get it down."

The listener said, "Sorry, but I don't believe you."

"Why not?" asked the story teller. "Artists have been known to do such things."

"Yes," responded the listener, "but not maids."

HANDWRITING

Socially prominent matron invited a doctor to dinner and asked, RSVP. The doctor was prompt in his reply, but the lady couldn't make out his scrawl. Was he coming or not?

Her husband couldn't decipher the scrawl and volunteered to take it to the local druggist who has experience with doctor's handwriting.

When the druggist read the scrawl, he bent down, came up with a bottle of medicine, put it on the counter and said, "That will be four fifty, please."

PRICES

Woman in the supermarket walks down the aisles gathering up items — three cartons of cigarettes, two record albums, a six-pack of beer and a pair of tennis shoes. When she gets to the checkout counter and sees the total on the cash register she exclaims: "Gracious, there seems to be no end to this inflation. Food prices just keep going up and up every day."

ACCIDENT

"Hello, Mr. Garth, this is Arnie's garage, and I thought I'd better tell you that your wife has just driven in to have the car repaired and . . ."

"All right," interrupted the husband with a sigh. "Go ahead and fix the car. I'll pay for it."

"Yeah, that's okay, but who's going to fix the garage door?"

Lady in Mulligan's Bakeshop: "Do you happen to have an apple pie that's a little burned? I want my husband to think I baked it."

STATE OF TENNESSEE

PROCLAMATION

BY THE GOVERNOR

WHEREAS, The auction way of selling dates back in history to before 1,000 B.C.; and

WHEREAS, more than 60 percent of all meat animals in the United States are marketed via the auction method, and many other food products are also marketed in this way; and

WHEREAS, valuable works of art, rare coins and antiques of all kinds are nearly always sold at auction where their true value can be effectively determined; and

WHEREAS, Liquidation sales of all types are very popular. No sale today should be considered too large or too small for the auction method of selling; and

WHEREAS; our leading auctioneers are continually striving to render better services to their clients, and they conduct their business according to the code of ethics set out by the National Auctioneers Association;

NOW, THEREFORE, I, Ray Blanton, as Governor of the State of Tennessee, do hereby proclaim the week of April 6-12, 1975, as

NATIONAL AUCTIONEERS WEEK

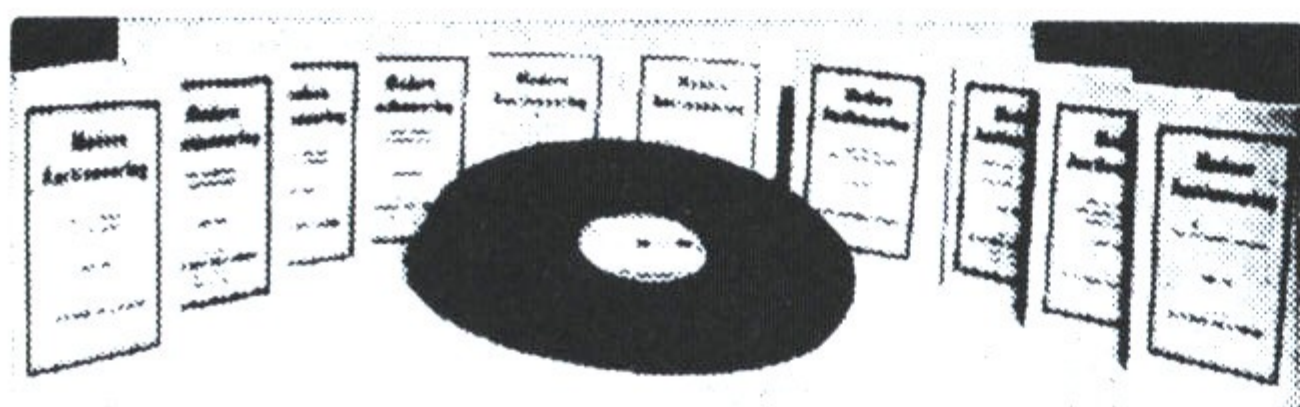
in Tennessee and do urge all Tennesseans to appreciate and honor the services that auctioneers provide for our economy and people,

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Great Seal of the State of Tennessee to be affixed at Nashville on this the 4th day of March, 1975,

Ray Blanton
Governor

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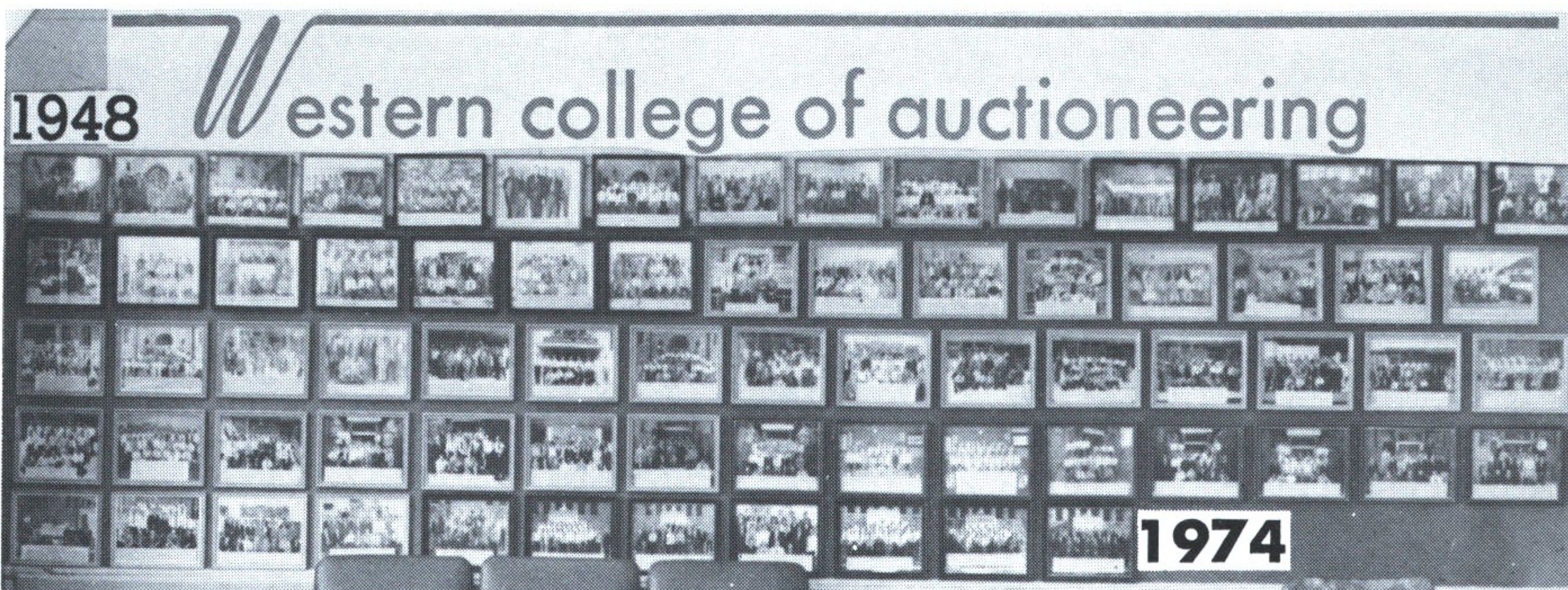
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"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12

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 cashing 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 no 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, Green & Card) . . . \$19.50
18,000 Tickets (1/3 White, Green & Card) . . . 38.00
36,000 Tickets (1/3 White, Green & Card) . . . 75.00

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 \$10.00 5,000 Wires \$47.50

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

CONSIGNMENT CONTROL . . . Form No. CC-73

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

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

FINAL SETTLEMENT FORMS . . . Form FS-69

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

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

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

8½ x 11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

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

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

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

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

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

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

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

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

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

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

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