VOL. XXI NO. 6 JUNE, 1970

THE auctioneer



Let There Be No Doubt!



NATIONAL AUCTIONEERS ASSOCIATION

who is in charge of the sale!

SUMMER IS HERE!!! Straw hats are now in fashion. We have the straws in stock. The National Sales Manager with the company who manufactures "The Auctioneer" hat was down to see us from New York and we decided to change the summer straw auctioneer hat just a little bit and it really looks good. It still comes in the same brim widths 2", 2-3/8", and 2-5/8"—and the red satin auctioneer emblem is in the inside top as well as the emblem on the outside as shown above.

Get your order in right away so you will have this beautiful hat to wear all summer. We are still shipping the winter felts (silver belly) in the same brim widths mentioned above. We are also able to furnish the really western style, wider rolled brims in various colors by special order if any of you are interested. I have seen the samples for next year and they are really nice felt hats.

When ordering please include size, brim width and the name of the wearer as we place the name on the sweat band.

Winter hats – Felt **$12.95**

Summer hats – Straw **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
3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503

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

Contributing Editors

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

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

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

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President:
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EXECUTIVE OFFICES
3277 Holdrege St.
Lincoln, Nebr. 68503

NATIONAL AUCTIONEERS ASSOCIATION CONVENTION

PFISTER HOTEL AND TOWER
MILWAUKEE, WISCONSIN

July 29, 30, 31—Aug. 1, 1970
Convention Chairman—Joe Donahoe

PROGRAM

Wednesday July 29, 1970

Convention Headquarters—Seventh Floor

10:00 A.M. Registration—Grand Foyer
3:00 P.M. Board of Directors (NAA) Meeting—Mirror Room

NAA OFFICERS

President: Jim Messersmith . . . . . Jerome, Idaho
1st Vice President: Dean Fleming . . . . . Atkinson, Nebraska
2nd Vice President: Grover Howell . . . . . Seagoville, Texas
Secretary: Bernard Hart . . . . . Lincoln, Nebraska
Treasurer: Henry Rasmussen . . . . . St. Paul, Nebraska

BOARD OF DIRECTORS

Warren Collins . . . . . Jesup, Iowa
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Bob Penfield . . . . . Bowman, North Dakota
Fred Quick . . . . . Aurora, Illinois
Wylie Rittenhouse . . . . . Uniontown, Pennsylvania
Howard Roland . . . . . Grand Junction, Colorado
Fred Sherlock . . . . . St. Francis, Kansas
Jim Stevens . . . . . Nashville, Tennessee
Ed Vierheller . . . . . Claremore, Oklahoma

8:00 P.M. Imperial Ballroom—Amateur Contest and Early Bird Party, Sons and Daughters of Auctioneers.

Thursday, July 30, 1970

8:00 A.M. to 5:00 P.M.—Registration—Grand Foyer, 7th Floor
10:00 A.M. Meeting of Auditing Committee—Kennedy Room
Meeting of Grievance Committee—McKinley Room
Meeting of Resolutions Committee—Roosevelt Room
12:00 Noon Alice in Dairyland Luncheon—Grand Ballroom
Star Spangled Banner—Miss Marcia Mittelstadt, Hartford, Wisconsin
Invocation—Col. Curtis Cunningham—Greenwood, S. C.
Introduction of Convention Chairman
Greetings from Wisconsin Auctioneers Association
Col. Dean George, President, Wisconsin Auctioneers Assn.
Welcome to Milwaukee—Mr. Bert Mulroy, Milwaukee Mayor Staff Assistant
Welcome to Wisconsin—Alice in Dairyland
Address "Power of Enthusiasm"—James E. Dornoff, Milwaukee, Wisconsin
RECESS
2:30 P.M. Reconvene in Imperial Ballroom
President's Address—Col. Jim Messersmith, Jerome, Idaho
Procedure for Convention Business—Col. Dean Fleming, Nebraska, 1st Vice President, NAA.
National Headquarters Progress Report—Col. Grover Howell, Texas, 2nd Vice President, NAA.
3:30 P.M. Cancer's Safeguards, Diagnosis & Treatment—John D. Hurley, MD; St. Mary's Hospital, Milwaukee
4:15 P.M. Announcements
ADJOURN
6:00 P.M. Buffet Dinner—Grand Ballroom
7:30 P.M. Fun Auction—Imperial Ballroom
Cols. Warren Collins, Jesup, Iowa; Ernie Kueffner, Hartford, Wis.; Don Lloyd, Oshkosh, Wis.

Friday, July 31, 1970

8:30 A.M. to 5:00 P.M.—Registration—Grand Foyer
9:30 A.M. Call to Order—Imperial Ballroom
"History of Auctioneering"—Charles W. Higgins, Jr., Newport News, Virginia
10:00 A.M. "Auctioneering during the 60's . . . Col. Ernie Niemeyer Lowell, Indiana
10:30 A.M. "Auctions—What's Ahead in the 70's . . . Col. C. P. "Terry" Dunning, Elgin, Illinois
11:00 A.M. "Auctioneers Roll in Agriculture in the Seventies" . . . Donald N. McDowell, Executive Director, National FFA Foundation, Madison, Wisconsin
11:45 A.M. RECESS
1:30 P.M. Call to Order—Imperial Ballroom
Pictorial Tour American Breeders Service, DeForest, Wisc., Lawrence W. Keeley, Director Public Relations ABS

2:30 P.M.	"Selling the Registered Dairy Cow"—Col. A. C. "Whitey" Thomson, Burlington, Illinois
3:00 P.M.	"Antique Sales"—Col. Lester Bue, Beloit, Wisconsin
3:3; P.M.	Bid Calling Seminar—Col. Dick Kane, Wisner, Nebr., Moderator
4:30 P.M.	ADJOURN
7:30 P.M.	Entertainment—Grand Ballroom Variety Show and Dancing—Courtesy of Wisconsin Auctioneers Association

Saturday, August 1, 1970

8:00 A.M.	Breakfast of National Officers and Directors with State Presidents and Secretaries as guests—1st Vice President, Dean Fleming, presiding—McKinley Room.
8:00 A.M.	Breakfast, Missouri Auction School Alumni—King's Row
9:30 A.M.	Call to Order—Imperial Ballroom "Auctioneering as a Profession"—Col. H. Earl Wright, Ohio
10:00 A.M.	"Atom to Atom", Mr. S. R. Majors, Manager Visitors Service Deere & Company, Moline, Illinois
10:30 A.M.	"The Industrial Auction", Mr. Eugene T. Dougherty General Manager, Thorp Sales Corp., Thorp, Wisc.
11:00 A.M.	"Selling Real Estate", Col. Lyle Erickson, Pres., Iowa Real Estate Board, Cresco, Iowa
11:30 A.M.	Instruction in Parlimentary Procedure, Education Committee of NAA. Ralph Horst, Chairman
12:00 Noon	RECESS
1:30 P.M.	Call to Order—Imperial Ballroom President Jim Messersmith Presiding— Memorial Service for Deceased Members by Ladies Auxiliary Business Meeting Secretary's Report Treasurer's Report Report of Grievance Committee Report of Resolutions Committee Old and New Business Election of Officers and Directors Acceptance Address of New Auxiliary President Acceptance Address of New NAA President Announcements—1971 Convention Site and Other Activities
4:00 P.M.	ADJOURN
4:10 P.M.	Meeting of 1970-71 NAA Officers and Directors—Mirror Room
6:30 P.M.	Grand Banquet—Grand Ballroom Presentation of Awards Speaker Kenneth W. Haagensen, Executive Vice President Wisconsin State Chamber of Commerce, Oconomowoc, Wisconsin Dancing to music of Lenny King Orchestra.

Previewing the 1970 Convention Program

Elsewhere in this issue you will find the complete convention program. There are a few things I would like to call to your attention in regard to this program.

We have tried to have a variety of subjects, covered by speakers who will make the program educational, interesting and entertaining. Also we have gone outside the Auction profession for some speakers who are very enthusiastic about speaking to this group. I'm sure their message will be beneficial to all Auctioneers.

At the winter meeting of the Directors in Denver, it was suggested that the American Heart or Cancer Society be contacted for a speaker. Since the personal health along with voice are two of the main requirements of an Auctioneer, this seemed like an outstanding idea. The Milwaukee Division of the American Cancer Society was more than anxious to help out in this matter. They have obtained for us one of the leading Cancer Specialists in the Milwaukee area to speak to our group. Assuming many of the Ladies would also be interested in this subject, it was scheduled for Thursday afternoon. This will also give the ladies an opportunity to hear our President's annual message. I don't believe there will be any conflict with the ladies program on this afternoon.

There was much discussion a year ago about the history of Auctions and Auctioneers. We have been successful in obtaining a gentleman from Virginia who, during his college days, wrote a Thesis on History af Auctioneering, to cover this subject for us. It should prove interesting and educational to all. This speaker will open the Friday Morning session which will evaluate the Auctions during the 60's and give us an idea of what to expect in the 70's. Two outstanding and energetic young Auctioneers have agreed to perform this task for your enjoyment.

The climax of the session will present one of the greatest friends and boosters the Wisconsin Auctioneers Association has had, namely Donald McDowell. Formerly Director of the Wisconsin Department of Agriculture and presently Executive Director of the Future Farmers of America National Foundation, Mr. McDowell will have just returned from a trip to South America and will have a message of tribute and thanks to all of you.

Friday afternoon will be taken up with a Pictorial Tour of the American Breeders Service Headquarters in Deforest, Wis. It was their wish that we tour their facilities in person, but since this would be too time consuming they have agreed to bring it to us via colored slides. This is the World's Largest Bull Stud and will be especially interesting to those selling Dairy Cattle, Beef Cattle and Horses. During the remainder of the afternoon, Auctioneers will cover Dairy Sales, Antiques and conclude with a Bid Calling Seminar.

Col. Earl Wright, who has contributed many articles for "The Auctioneer," will open the Saturday morning session. Industrial Auctions will be dealt with by the General Manager of the Thorp Sales Corporation, a Wisconsin based firm whose organization conducts large equipment and industrial auctions in all parts of the United States.

One of our own outstanding National Association members who is presently President of the Iowa Real Estate Board will cover the subject of Real Estate Auctions.

Our Luncheon and Grand Banquet speakers are outstanding. Hearing their presentations alone will be worth your time and effort.

Watch the July issue of the Auctioneer for the Fun Auction Sale Bill. We will have listed many useful items for sale. Also some surprises. Donations for this sale by members attending are always welcome and solicited. If you desire, bring some article with you for the sale. Proceeds go to defray expenses of the Convention by the National Association. The Host state

receives none of this money.

It is hoped that we will have a good number of contestants for the Amateur Contest on Wednesday Evening. We are giving a prize to every contestant this year. Bring your children and encourage them to take part in this part of the program. They can earn some of their own spending money for the convention.

The selection of a new Alice in Dairyland is just now getting under way throughout Wisconsin. The newly crowned "Alice" will be with us for noon luncheon Thursday. She may have a surprise or two for you also.

We, in Wisconsin, sincerely urge each and everyone of you to be with us for this convention. There will be many more firsts and surprises for you throughout the week. Our entire membership, including the ladies, has been working hard to make this the best convention yet.

Please come prepared to enjoy yourself. We hope you can spend some extra time before or after the convention enjoying Wisconsin. Information on points of interest will be available. Remember it's Milwaukee, July 29th through Aug. 1st. Won't you please come? We in Wisconsin are expecting you.

JOE DONAHOE

Notice of Annual Meeting

The annual Membership Meeting of the National Auctioneers Association will be held Saturday, August 1, 1970, at the Pfister Hotel, Milwaukee, Wisconsin.

Meeting will be to elect the following Officers:

President
1st Vice President
2nd Vice President

and four (4) Directors for a term of three years.

Also, any other business as may be presented by the Board of Directors.

Iowa Auctioneers Hold Spring Meeting

The Iowa Auctioneers Association held their Spring Meeting on Sunday, April 26th at the beautiful Country Club in Grinnell, Iowa. Arrangements for the day had been made by the president, Col. Howard Vos of New Sharon.

Col. Leon Joy of Ames had the invocation and then the Auctioneers, their wives and families and other guests enjoyed a delicious buffet style dinner.

After dinner the group was welcomed to the City by the Mayor, Dr. Floyd Beaver. The entertainment was furnished by the North Mahaska Classical Association, a fine and talented group of High School students.

The afternoon address "Our Fantastic Future—Will We Enjoy it or Destroy It?" was very ably given by Mr. G. W. Hertema, District Educational Lt. Governor of Toastmasters. At 3 P.M. the group had a short recess for coffee and punch.

At 3:30 P.M. the Ladies Auxiliary met and in another room the men had a business meeting. Several items of business were discussed. Plans are in the making for the Iowa Auctioneers booth at the Iowa State Fair, August 21st-August 30th, again this year.

The fall Iowa Auctioneers Contest was discussed and different ideas suggested. President Vos announced the fall meeting would be in Marshalltown the weekend of October 24 and 25. As the groups adjourned, all agreed it had been a most pleasant and informative day.

MIKE BLOOMER

The young school teacher had just finished telling a small boy of a lamb that had strayed from the flock and had been eaten by the wolf.

"You see," she said, "had the lamb been obedient and stayed in the flock it would not have been eaten by the wolf, would it?"

"No, ma'am," answered the small boy. "It would have been eaten by us."

HOTEL RESERVATION FORM

Fill out form, clip on dotted line and mail to:

THE PFISTER HOTEL & TOWER

Reservation Department

Wisconsin At Jefferson Sts., Milwaukee, Wisconsin 53202

	Pfister Building			Tower	
Singles	13.50	15.50	17.50	20.00	24.00
2 People					
Double Bed	18.50	20.50	22.50	25.00	29.00
Twin Bed	18.50	19.50	22.50	25.00	29.00
Parlor & 1 BR	40.00	45.00		50/55	54/59
Parlor & 2 BR	47.50	60.00	75.00	74.00	150/175

Arrival Date _____ Time _____ Departure _____

Name _____

Address _____

To insure your reservation, this card must be in to the Pfister Hotel & Tower two weeks prior to arrival date.

NATIONAL AUCTIONEERS ASSOCIATION

July 29, 30, 31 and August 1, 1970

$100.00 IN CASH PRIZES

NAA Convention Amateur Contest

For Sons and Daughters of Auctioneers

Mail Entry Blank Now

To Get In On The Chance To Win

NAME: _____ AGE: ____

ADDRESS: _____

TYPE OF ACT: _____

Return entry blank to: Col. Jim Appleman, Cashton, Wisconsin, 54619.

Sincerely yours,

COL. JIM APPLEMAN

Cashton, Wisconsin

Auction Raises $1,500 For Berry Memorial

On April 13, 1970, a group of 13 auctioneers from the Western Chapter of the Pennsylvania Auctioneers Association gathered to pay tribute to a former Chapter President and former Director of the National Auctioneers Association, Tom D. Berry. The purpose of this gathering was to raise monies for the Tom Berry Memorial Fund that had been instituted by Tom's widow.

Funds accumulated are to be applied to the NAA Building Fund for the purpose of erecting a new National Headquarters Office Building. What more appropriate manner could have been chosen to raise these funds than a good old fashioned auction with 13 Chapter members on hand to thrill the crowd of well over 200 that attended?

It was exciting to hear the different chants of the auctioneers present, who held the audience spellbound for more than five hours. There was so much merchandise donated by the auctioneers and other friends of the Berry family that the sale was called about midnight with the balance of the items being sold by Col. George Paich at a regular Saturday night auction. Col. Paich had served as Chairman of the affair.

There were all types of merchandise to be sold including such antiques as a fine blue and white coverlet, an outstanding Staffordshire platter, Clew cup and saucer, iron cap pistol, old china, primitives, etc. Perhaps a few of the outstanding items were the two dozen fishing worms that sold for over $2.00 or the coffee that sold for $1.00 per pound, or the piece of cord wood that sold for $5.00.

Humor was mixed throughout the auction but the auctioneers never lost sight of their goal and this was evident inasmuch as they raised a total of more than $1,500.00, including monetary donations. We hope that this successful Fund Raising Auction of the Western Pa. Chapter will inspire some of the other associations to see what they can do to help complete the NAA Building Project.

Much credit for the success of this auction goes to the Berry family who worked untiringly along with the auctioneers. Again, many thanks for all who helped in any way.

GEORGE PAICH

Building Fund Notes

On April 19, 1970, pledges and gifts totaled $61,293.46, with several oral commitments not included in this figure. The Building Committee is now assured of sufficient Funds to recommend ground breaking in late summer.

Names added to the various categories designated by the bronze plaque to be inside the building are:

FOUNDERS

T. Edison Ogden, Syracuse, N. Y.





Mrs. Berry holds a blue platter that sold for $37.50 in the "Tom Berry Memorial Auction," April 13. Auctioneers, from the left are: Zelmore, Hamm, Fundy (selling), Borton, Quinn and Dickerson. In the photo on the right, George Paich is selling. Other auctioneers in the picture are: Boes, Hamm, Husk, Borton and Fundy. Mrs. Berry is directly behind the auction block. These pictures were taken while the Tom Berry Memorial Auction was in progress.

BUILDERS

In Memory of Dan J. Fuller, Albion, Nebr.
Ernest C. Weller, Atkinson, Nebr.

FRIENDS

Jewett M. Fulkerson, Liberty, Mo.
Tom Johnson, Albion, Nebr.
Mr. and Mrs. James W. Martin, Chappell, Nebr.
Mr. and Mrs. Wendell Ritchie, Marathon, Iowa

The Kentucky Auctioneers Association has added to its previous gift and now will be listed as a "BUILDER" rather than a "SPONSOR."

The Montana Auctioneers Association has also added to their gift and now comes under the "SPONSOR" heading.

Nebraska auctioneers continue to add to their already healthy portion of paying for the building and now are responsible for a total of $13,580.81.

A complete list of FOUNDERS, BUILDERS, SPONSORS and FRIENDS will appear in the July issue of "The Auctioneer". Will your name be among them?

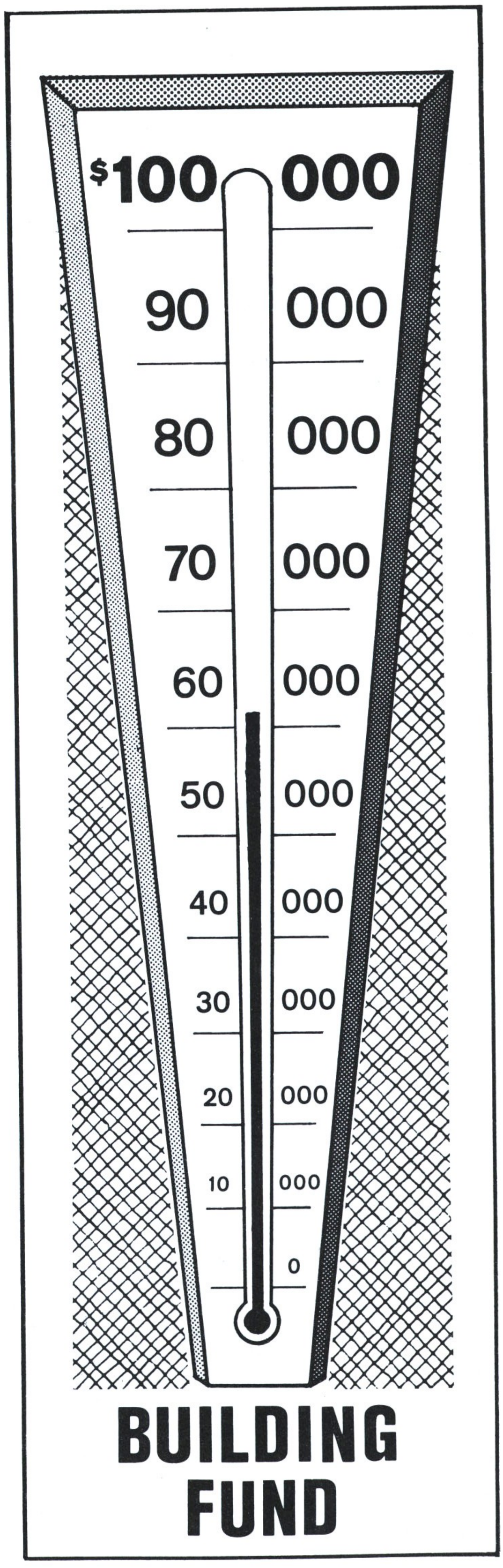
IN APPRECIATION

We would like at this time to thank everyone helping to make the Memorial Drive so successful to date. In memory of Tom, and also for doing something in my behalf as it was a very strong hope of mine to have the Berry Memorial Fund a part of the Home of Auctioneers as Tom had so many times talked about.

So in my lifetime I would like to see the Home in operation and it was pleasing to find we had so many good friends and neighbors. Thank you, too, Bernie, for the nice write-up in "The Auctioneer." This proves if you want something bad enough and get behind it, it can and will be done. We are grateful.

MRS. TOM BERRY
AND FAMILY

P.S. The Drive is still open for anyone caring to donate.





The Ladies Auxiliary

Dear Fellow Auctioneers' Wives:

Now that old man winter has blown his last breath, it's time to start plans for that summer vacation. Number one on your list should be the National Auctioneers Convention, July 30, 31, and August 1. Where else can you go and accomplish so much?

First of all you will be supporting and urging your husband to further promote his profession. Second, you will gain many ideas yourself from fellow wives on how they help their husbands. Next, you'll make many new friends and hash over old times with everyone else. Don't forget! Your family always has a top notch program planned for them that they won't want to miss! Our children still talk about the wonderful times they've had at past conventions.

With Linda and her husband in service, living in Germany, and Jim half through college and David planning a Citizenship trip to Washington, D.C., in June, we are apt to be coming to the Convention without them. But, nevertheless, we plan on seeing every one of you there. The Midwest has much to offer in your vacation plans and I know the Wisconsin Auctioneers are going to show us a wonderful time!

Be seeing you.

IRENE DUDLEY

Spring An Indicator Convention Is Near

As I write this letter for the June AUCTIONEER, spring has blown its way into Kansas. This is a busy season for auctioneers, farmers and livestock ranchers in our part of the country. St. Francis is a small community in the northwest corner of Kansas, just a few miles from both Colorado and Nebraska. We've had some moisture this spring so the countryside is pretty and green.

It hardly seems possible, but it is time once again to be making plans to attend the National Convention. No doubt the city of Milwaukee and the Wisconsin Auctioneers Association will provide an exciting, worthwhile three day experience for all auctioneers, their wives and children. For those of you who have not attended a National Convention of Auctioneers with your husbands, let me urge you to do so, as I am sure you will never regret it.

In closing I'd like to quote the following as written by Dr. Heartsill Wilson, Denver, Colorado—

A NEW DAY

This is the beginning of a new day. God has given me this day to use as I will. I can waste it—or use it for good, but what I do today is important, because I am exchanging a day of my life for it! When tomorrow comes, this day will be gone forever, leaving in its place something that I have traded for it. I want it to be gain, and not loss; good, and not evil; success, and not failure; in order that I shall not regret the price that I have paid for it.

My Best Regards,
Ruth A. Sherlock
St. Francis, Kansas

Nebraska Ladies Meet, Elect Officers, Play

Members of the Ladies Auxiliary to the Nebraska Auctioneers Association met Sunday, May 3rd, 1970, at the Villager Convention Center, in Lincoln. During the business meeting the following officers were elected:

President—Mrs. Beatrice Hart, Lincoln
1st Vice President—Mrs. Marjorie Flanagan, Albion
2nd Vice President—Mrs. Mary Shea, Sterling



Presidents, coming and going. On the left, Mrs. Bernard Hart, Lincoln, new President of the Ladies Auxiliary to the Nebraska Auctioneers Association with Mrs. Marvin Grubaugh, Rising City, the retiring President.

Secretary-Treasurer—Mrs. Leona Buss, Columbus
Directors—Mrs. Berniece Montgomery, Guide Rock
Mrs. Carolyn Christensen, Pawnee City

Mrs. Virginia Brewer, Mt. Hope, Kas., President of the Ladies Auxiliary to the National Auctioneers Association, was a special guest. She gave an interesting report on the National Auxiliary.

The proceeds of the Silent Auction, in the amount of $119.25, was donated to the National Auctioneers Association Building Fund. Numerous beautiful prizes were awarded to the winners at Bingo, the afternoon entertainment.

LEONA BUSS, Secretary

OUR COVER

NAA President, Jim Messersmith (left), visited the Building Site the day he was in Lincoln for the Nebraska Auctioneers Association annual convention. On the right is Bernard Hart, NAA Secretary.

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

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

1ST VICE PRESIDENT:
Mrs. Lyle (Irene) Erickson
Cresco, Iowa

2ND VICE PRESIDENT:
Mrs. Grover (Willie) Howell
Seagoville, Texas

SECRETARY-TREASURER:
Mrs. Dean (Jean) Fleming
Atkinson, Nebraska

HISTORIAN:
Mrs. Wylie (Joan) Rittenhouse
Uniontown, Pennsylvania

DIRECTORS:
(TERMS EXPIRING 1972)
Mrs. V. K. (Alma) Crowell,
Oklahoma City, Oklahoma
Mrs. Fred (Ruth) Sherlock
St. Francis, Kansas
Mrs. J. W. (Ann) Donahoe
Darlington, Wisconsin
(TERMS EXPIRING 1971)
Mrs. Dick (Kay) Deweese
Prairie Village, Kansas
Mrs. Bob (Wiona) Penfield
Bowman, North Dakota
Mrs. Morris (Velda) Fannon
Pennington Gap, Virginia
(TERMS EXPIRING 1970)
Mrs. Wendell (Bernice) Ritchie
Marathon, Iowa
Mrs. Leland (Irene) Dudley
Hampton, Iowa
Mrs. Phil (Charlotte) Goldstein
West Roxbury, Massachusetts
Mrs. George (Betty) Cravens
Williamsville, Illinois

A group of ladies met in a home for Bible study. The leader exclaimed, "O my, I came away without my Bible!" "Never mind," said the hostess," you can use mine." When she went to get it, however, she couldn't find it anywhere. Finally she called her new maid and said, "Hilda, did you see my Bible?" "Yes, Ma'am, and I hid it." "But why did you do that?" Her answer carried a lesson. She replied, "When I go to work at a new place, I always *hide the Bible* just to see how long it takes before they *miss it*. Then I know what kind of people I'm working for." How long since you have seriously read the Scriptures?
—M.R.D.

LADIES AUXILIARY CONVENTION PROGRAM

PFISTER HOTEL,
MILWAUKEE, WISCONSIN

July 29—30—31, Aug. 1, 1970

Auxiliary Chairman—Mrs. Ernest Freund, Fond du Lac, Wis.
Co-Chairman—Mrs. Le Roy Teske, Berlin, Wis.

Wednesday, July 29, 1970

2:00 PM Registration—Convention Headquarters, 7th Floor
3:00 PM Officers & Directors Meeting—Kennedy Room
8:00 PM Amateur Contest

Thursday, July 30, 1970

8:00 AM to 5:00 PM Registration—7th Floor
12:00 Noon Governor's Luncheon—Grand Ballroom
6:00 PM Buffet Dinner—Imperial Ballroom
7:30 PM Fun Action—Imperial Ballroom

Friday, July 31, 1970

8:30 AM Registration—7th Floor
12:00 Noon Ladies Luncheon—Grand Ballroom
2:00 PM Business Meeting
Program—Mrs. Claire Thomas—Madison, Wisconsin
7:30 PM Entertainment—Dancing

Saturday, August 1, 1970

8:00 AM Breakfast for the New Officers & Directors—Kennedy Room
9:00 AM to 11:00 AM Bus Tours
1. Ladies -
2. Children

11:15 Past Presidents Brunch—Watts Tea Shop
6:30 PM Grand Banquet & Awards—Grand Ballroom
9:00 PM Dancing—

Ladies Hospitality Room during entire convention
Imperial Room—7th Floor

AUDITING COMMITTEE

Mrs. Albert (Virginia) Rankin, Chairman, Alger, Ohio
Mrs. Phil (Charlotte) Goldstein, Boston, Mass.
Mrs. Bob (Winona) Penfield, Bowman, North Dakota

NOMINATING COMMITTEE

Mrs. Wendell (Bernice) Ritchie, Chairman, Marathon, Iowa
Mrs. Fred (Ruth) Sherlock, St. Francis, Kansas
Mrs. Ray (Bobbie) Brock, Pasco, Washington

Happy Days For Wisconsin

As the clock ticks off the days and weeks before the National convention in Wisconsin, the Auxiliary members become more and more excited and happy to be able to entertain all of you in our beautiful State of Wisconsin for several reasons.

The very first reason being that we have sincerely enjoyed the hospitality and friendship of so very many of the States in the years past and we are anxious to reciprocate.

We are justifiably proud of our wonderful state of Wisconsin. Being in the midwest, we feel we have many of the traditions of the east and enough of the wide open spaces to make us near Western, too. For many of you, time will only permit your being in the metropolis of Milwaukee, with its many traditions of Gemuetlichkeit. For those of you who can rest a while, don't forget to spend some time in our northern lake areas where our northern pines will lull you to sleep as you rest along the lakeside. Northern Wisconsin is really in its party dress in July and August and we as natives truly appreciate its restful beauty any time we find an interval to sneak away.

There are many, many places we could and will suggest, but don't leave Wisconsin without visiting the Wisconsin Dells in mid-Wisconsin . . . You'll never be sorry you took the time.

We'll be happy to have so many of our co-workers and also Wisconsin Auctioneers and their wives who never find it possible to attend National Convention, to meet our "National Family".

Several of the Auxiliary Members and Committee Chairmen accompanied us to Milwaukee to the Pfister last week to inspect the facilities and to finalize plans for the festivities and were more than thrilled with the facilities.

If we didn't leave the Hotel thru the entire convention, I am sure we would have more than a thrill in just having been there as it is so palatial and stately and since the addition of the Tower rooms is the very best of the old and the new. The beautiful pool and lounge rooms on the twenty third floor overlooking the city and Lake Michigan is breath taking. All types of rooms in the beautiful English Decor, dress shops, botiques, beauty parlor, eating areas, bank and stock exchange in the lobby.

Don't even plan to use your car once you arrive as within walking distance of a veritable paradise for the "always shopping women" as our dear husbands like to refer to us. Gimbels, Boston Store, T. A. Chapman's, Emma Lange's Smart Wear, and Lane Bryant all beacon you. The many old German eating places such as Maders are also near. Our hospitality co-chm, Carol and Lucy will have all of the information available to you in the hospitality room. If you still have a bit of energy left, there is a visit to the Streets of Old Milwaukee—at the turn of the Century. A walk on walk thru exhibit of over 25 shops all gas-lit.

A visit to speciality shops, china shops, linen and silver shops. The beautiful and famous flower filled glass dome Conservatory is a must for Milwaukee visitors.

Bernie didn't say we could fill the entire magazine but we are just so full of anticipation, come and bring your families. Our many auxiliary members will be there to greet and entertain you.

MORA FREUND, *Auxiliary Chairman*

JANET TESKE, *Co-Chairman*

Catching up with Russia is no problem, according to Rep. Wright Patman (D. Texas). All we have to do is pull down 7 out of every 10 homes; cut all paychecks 75 per cent; disconnect 9 out of every 10 telephones; scrap 95 per cent of our cars and trucks; sink 8 out of 9 ocean-going vessels; junk 40 million TV sets; rip up two-thirds of our railroad tracks; scrap 60 per cent of our steel capacity, and ship 60 million Americans back to farms.

Wisconsin Awaits You

The 1970 Convention time is almost here. It doesn't seem possible that practically a year has passed since we were in Roanoke to their grand convention.

The Wisconsin folks have been working and planning diligently for this years convention in Milwaukee. They have an excellent program lined up for you that is both educational and entertaining for all ages. I hope that you have the dates of July 29, 30, 31 and August 1st set aside so that you can come to Milwaukee and join us for the convention. Then too, if this is your first visit to Wisconsin, you may wish to spend several days either before or after the convention visiting the vacation spots in Wisconsin and touring the many interesting and exciting parts of Milwaukee. Wisconsin is a beautiful state and just full of friendly, wonderful people.

The "Early Bird Party" and talent contest actually opens the Convention and these are held the evening of July 29th. This is truly a "Family Party" so any of you Mothers who have sons or daughters that sing, dance, play musical instruments, give readings, etc. be sure to sign them up for the talent contest. Besides being entertaining for the audience and good experience for the young folks, those competing will be eligible for $100.00 in prizes and everyone that participates will receive a prize. I believe there was an application blank in the April "Auctioneer" but if you can't find that, just write a note to Col. Jim Appleman of Cashton, Wis., 54619 and tell him your name, address, age and type of act that you will do in the contest and you will be "Entered".

Lyle and I are looking forward to seeing and visiting with the "Old Friends" and meeting new. The friendships that are made at our National Conventions are priceless. I know that a lot of you have never attended a National Convention and I cannot express in words the benefits from attending one. It is a thrilling and wonderful experience to meet folks from all over our 50 states and share experiences with them to say nothing about the knowledge we gain from listening to the outstanding speakers that are on the program for both the Colonels and their Ladies. I think the highlight in activities for the ladies is the Ladies Luncheon and the interesting program following. This is always a rather "extra special" affair and I know this year will be no exception. Also, provisions have been made for entertainment and supervision for children of all ages.

At our State Association meeting April 26th, the Iowa Ladies displayed some of that beautiful woolen material from the Amana Colonies that they are donating to the Fun Auction. I know there is going to be a lot of good merchandise at this auction and it always proves to be one of our Convention's special evenings.

Ladies, we are depending on you to encourage "The Colonel" to bring you and the family to the 1970 Convention in Milwaukee. Let's make this the BIGGEST N.A.A. CONVENTION to date.

See you in Milwaukee—
IRENE ERICKSON, *1st Vice Pres. of the Ladies Aux. to the N.A.A.*

Iowa Auxiliary Holds Annual Spring Meet

The Ladies Auxiliary to the Iowa Auctioneers Association held its annual spring meeting at the Grinnell Country Club, April 26, 1970, with a buffet style luncheon.

The president, Anita Swartzendruber, called the meeting to order and welcomed 24 members and guests. Our chaplain, Mrs. Ellen Donovan, gave a reading, "Believe This". At the fall meeting to be held in Marshalltown, we discussed having a style show of clothes we had made. For those who can't sew they could bring collector's items of interest for a show and tell time. It was suggested that we have a panel discussion on cashiering and clerking sales since so many of us help our husbands in their auctioneering.

Ada Theis brought four lengths of skirt material, purchased from the Amana

Society, that we will be taking to Milwaukee, Wisconsin, in July, for the NAA Fun Auction. Bills were allowed and a motion made for adjournment. A short Board Meeting followed.

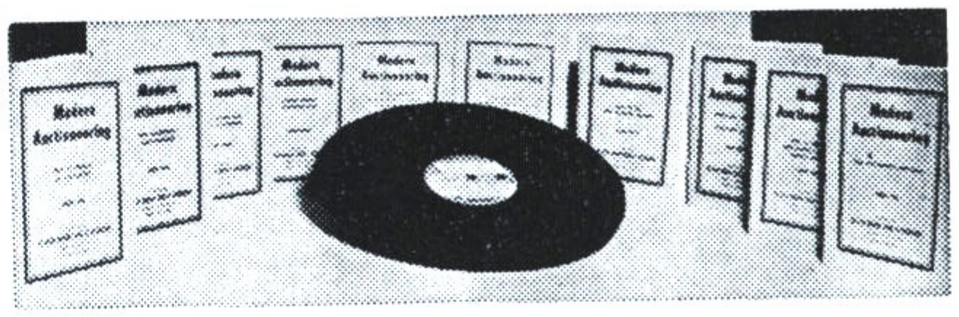
MRS. HOWARD BUCKLES
Publicity Chairman

Lord loveth **"a cheerful giver."**

Did you hear about the man who decided to present his son-in-law with a check for $5,000 on the day of his wedding to his daughter? The bride's sister was to present the groom with the money. "Did you give him the check?" asked the father. "Yes, Father," she answered. "And what did he say?" "Why, he said nothing, but he did shed some tears." The father asked, "How long did he cry?" And she replied, "Oh, about a minute!" "Only a minute!" roared the father. "What an ingrate! Why I cried for an hour after I signed that check!" I cannot vouch for the story, but it does illustrate a point.

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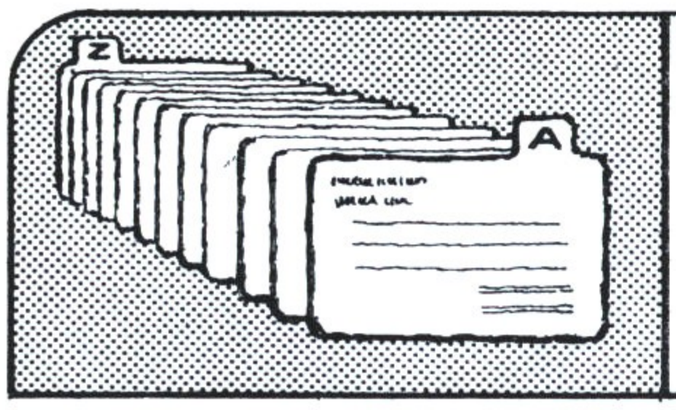
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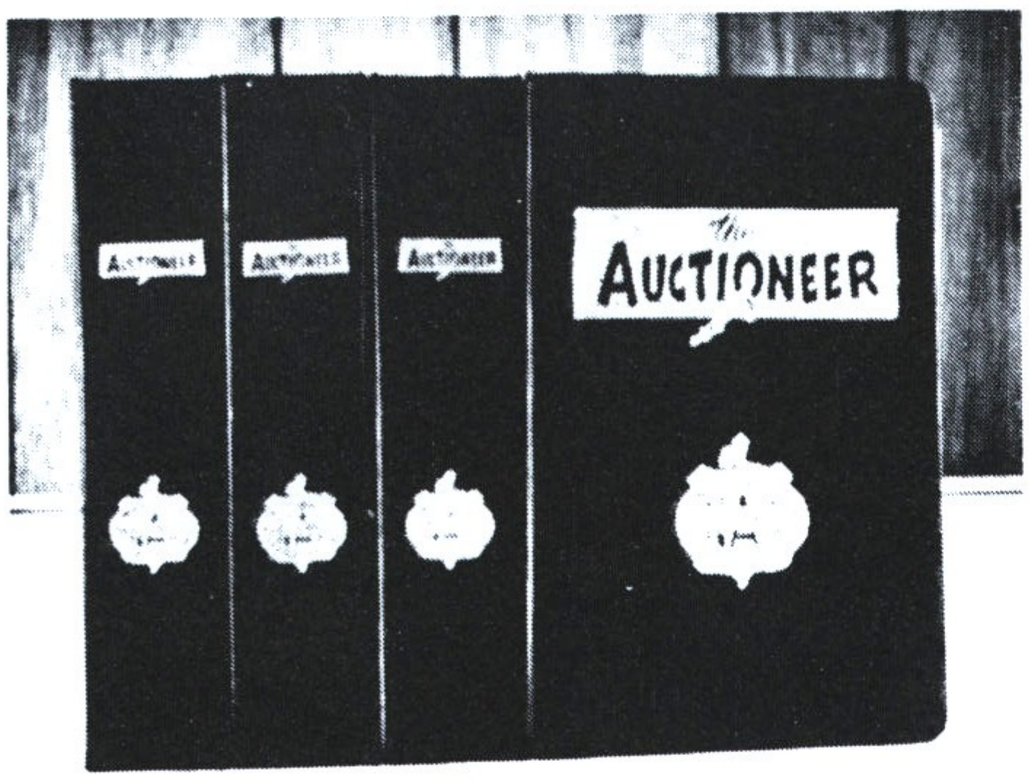
Membership

Memberships processed April 16th through May 15th:

Wayne Sledge, *Oklahoma*
Bob Force, *Wyoming*
Jimmy Davis, *Texas*
Norman Thorp, *Ohio*
Jack Reedy, *Maryland*
A. B. Chatfield, *Iowa*
Lewis Campbell, *Oklahoma*
Robert Acton, *Ohio*
*Herbert Wright, *Illinois*
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*Arthur Forney, *Ohio*
Curran Miller, *Indiana*
Joseph Pari, *Connecticut*
Harold Jeffcott, *New Jersey*
Dan B. Roth, *Oregon*
Carl Steck, *Illinois*
David McGaughey, *Illinois*
Harvey Lambright, *Indiana*
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Art Feller, *Illinois*
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Ernest Creech, *Indiana*
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William Scifres, *Texas*
Clarence Burkett, *Michigan*
Irving Shelter, *Ohio*
Andy Hasapis, *Ohio*
J. O. Lawlis, *Texas*
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* Denotes new memberships.

STOLEN!!

A pair of Antique Silver English Candlesticks by Samuel Courtland, circa 1760, 12 inches high, have disappeared from the showroom of Taylor Associates, 4415 Chestnut St., Philadelphia, Pa. Auctioneers dealing in this type merchandise should notify the above named firm should they see something resembling the above described items.

John Corrigan Victim Of Fatal Stroke

John W. Corrigan, prominent Chicago area auctioneer, with offices at Oak Park, Ill., passed away February 17. He suffered a stroke in 1966 and it was another stroke that caused his death.

Col. Corrigan graduated from the Reppert School of Auctioneering, Decatur, Ind., in 1944. He immediately became active in livestock auctioneering, particularly auctions of horses, in Northern Illinois. He later sold at wholesale auto auctions in a three state area and in 1947 was selling at all the automobile auctions in the Chicago area.

In addition to his membership in the National Auctioneers Association, Mr. Corrigan was a Senior Judge of the American Horse Shows Association and of the Tennessee Walking Horse Association.

The firm's auction business is being continued by a son, Eugene. For the past several years they have specialized in the selling of fine home furnishings.

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Col. A. W. Thompson's Death Ends Auction Success Story

Col. Arthur W. Thompson, Lincoln, Nebr., died April 22 at Bryan Memorial Hospital in that city, following a short illness. His death, at the age of 83, marked the passing of one of the great auctioneers of all time. A career that began in 1906 and continuing until his retirement in 1953 took him all over the United States and most of the Canadian Provinces and during the last 20 years of that period he was the best known salesman of purebred livestock in the world.



Col. Thompson was born and reared on a farm in York County, Nebraska. He was educated in the county schools, York College and the Lincoln Business College, in Lincoln. His desire to become an auctioneer came early in life and at the age of 12 or 13 years he practiced selling as he did a man's work on his father's farm, not only bid calling but opening statements and persuasive arguments for improved livestock. Old Ben and Charlie, the team pulling the walking plow or the cultivator he would be following, comprised his audience for this early practice that played a part in his success in later years.

In fact, it was in following this team on the hot, dusty Nebraska summer days that made him think, "There must be a better way." But in looking back on his career, shortly before his retirement, he said, "If I could have forseen the long trips, the sleepless nights, the cold and the rain, the long absences from home - and a few other things - I might have thought better of that walking cultivator."

Col. Thompson began auctioneering while still on the farm, working with F. W. Smith, who was a successful auctioneer in the York community. Thee years later Mr. Smith was appointed warden of the state penitentiary and Thompson fell heir to his business. The first year he sold 130 auctions. However, he maintained his desire to sell purebred livestock and it was not long until he was selling purebred hogs. In 1921 he sold his first Hereford sale, at Hastings, Nebr., when the late Fred Reppert was scheduled to be the auctioneer but illness prevented him from appearing.

For many years Col. Thompson sold all breeds of beef cattle as well as swine. In the mid 1940's, when Herefords were truly "The Beef Breed Supreme" there being more Herefords recorded than all other beef breeds combined, the late R. J. Kinzer who was Secretary of the American Hereford Association, entered into a contract with Thompson whereby he would sell Herefords exclusively for a two year period and his sales were booked through the American Hereford Association.

From that time until his retirement many record prices were established, all with Col. Thompson doin the selling. He once sold two Hereford bulls the same afternoon at the Denver Show for $50,000 each, a new record at auction. But records were set only to be broken and later sales brought higher tops. He sold the first beef cattle sale to ever total a million dollars.

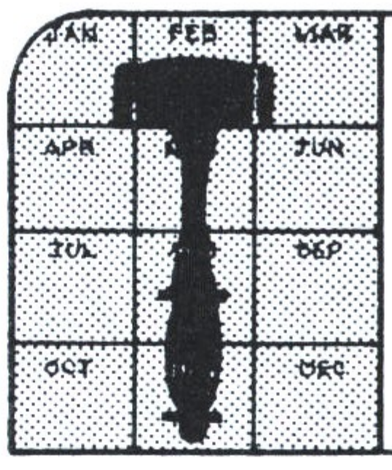
In 1951 his portrait was hung in Chicago's famed Saddle and Sirloin Club, the only American auctioneer to ever be so honored. The Block and Bridle Club of the University of Nebraska honored him in 1947 by hanging his portrait which now graces the walls of the new Marvel Baker Animal Science Building. Nebraska 4-H Clubs, in 1951, gave him a plaque "in recognition of many years of friendship and service." He auctioned the first Ak-Sar-Ben 4-H sale and succeeding sales without a fee. For 25 years he auctioned 4-H stock at the Nebraska State Fair free.

Col. Thompson attended his first National Auctioneers Convention in 1953, in Minneapolis, where he was a program participant. He was elected to the Board of Directors at that meeting for a three year term. The reality of auctioneers being organized on a national scale was very rewarding to him and he induced every man active in selling purebred beef cattle and swine at that time to become members of the NAA.

In 1961, the first year that the NAA recognized its members for outstanding service to the profession and to the organization, it was Arthur W. Thompson and the late Herman Sigrist who were chosen for the honor. In receiving the plaque, Col. Thompson said, "Coming as it did, from the top men in the profession, I deem it the most important recognition in my lifetime."

Col. Thompson was a graduate of the Jones Auction School, in Chicago, and served as an instructor at the Reppert School of Auctioneering, Decatur, Ind. and the National Auction Institute, College Station, Tex.

Survivors include his wife, Viola, a son, Elwood (Jack), two grandchildren and three great-grandchildren, all of Lincoln.



Convention Dates

June 5-6—Texas Auctioneers Association, Corpus Christi

June 9-10—Wisconsin Auctioneers Association

June 12-13—South Dakota Auctioneers Association, Aberdeen

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

June 13-14—West Virginia Auctioneers Association, Cedar Lakes.

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

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

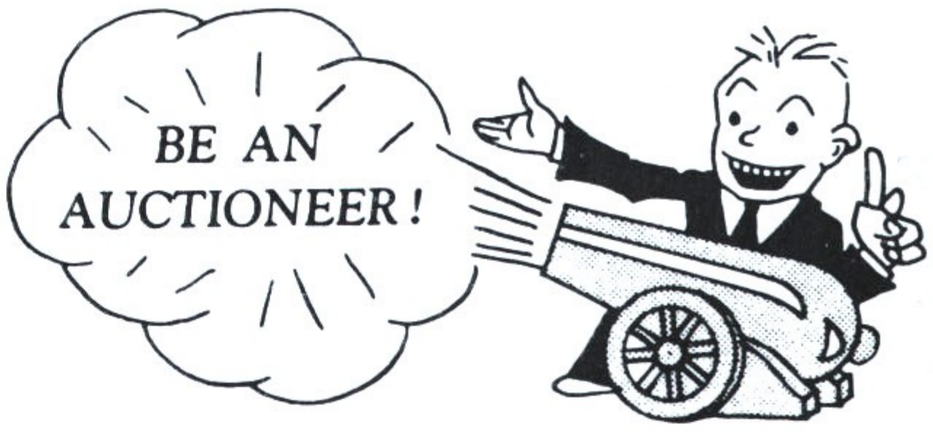
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Nebraskans Do It Again

By JAN MERRITT

"The Greatest Show On Earth" could well describe the 22nd Annual Convention of the Nebraska Auctioneers Association. Over 150 auctioneers and their wives met at the Villager Motel (convention headquarters) in Lincoln, Nebraska, Saturday evening May 2 and Sunday May 3rd, coming from all sections of the State.

For those members coming in Saturday night, Col. Marvin Grubaugh and his wife, from Rising City, Nebraska, the presiding Presidents of the Association and Auxiliary, respectively, had a welcoming party. The tempo of the convention was set that night with the first notes of the "Polka Band" and didn't let up even when the dance was over.

Coffee and registration was on the agenda Sunday morning, along with the Board of Directors and various committee meetings preceding the official "Call to Order" of the convention.

An interesting feature of the program was titled "Tom, Dick and Charlie". This was an example of sale openings and Tom Johnson, Albion, got in full swing opening an auction at a Livestock Market. Dick Brewer, Mt. Hope, Kansas, opened a real estate sale and Col. C. C. Gannett of Omaha, opened a sale of new merchandise.

Following the reading of the minutes of the last meeting and the Treasurer's report, President Grubaugh reported on the Association's activities the past year. Principal project was the successful fund raising drive for the National Association's home office building. Next order of business was the election of officers.

John T. Ryan, Greeley, Nebr., was elected President; Tom Johnson, Albion, 1st Vice President; Dick Shea, Sterling, 2nd Vice President. Elected to the Board of Directors were Blaine Farrar, Maywood; Jake McCoy, Arapahoe; Eddie Morris; Plattsmouth; and Harold Kraupie, Bridgeport, was elected to replace Doug Best who had moved to Colorado. Meeting was then adjourned for the noon luncheon.

Every great show needs a star studded cast and that is just what the Nebraska Auctioneers had at their noon luncheon. The welcome to Lincoln was given by Mayor Sam Schwartzkopf and the response by Tom Johnson. Col. Marvin Grubaugh introduced the guests, they being: *Senator Tom Kennedy,* Newman Grove, Nebr.; *Dean Fleming,* 1st Vice President of the National; *Henry Rasmussen,* National Treasurer; *Bernard Hart,* National Secretary; *Warren Collins,* Jesup, Iowa, Director of National; *Bob Penfield,* Bowman, North Dakota; Director of National, *Mrs. Dick Brewer,* Mt. Hope, Kansas, President of the National Auxiliary; and many more. *Jim Messersmith,* President of the National, from Jerome, Idaho, was the guest speaker.

President-elect Johnny Ryan, presided at the afternoon session. Senator Tom Kennedy, Newman Grove, spoke on "Public Relations Hints For The Auctioneer". Following was Dean Fleming who conducted a discussion on the printing of a Nebraska Directory. After some discussion it was voted to print same in two colors.

Col. Bernie Hart, Secretary of the National, addressed the afternoon group, and praised them on their combined efforts in the Building Fund drive which



Recruiting is his thing! Coach Devaney relating experiences as head coach at University of Nebraska. At left, toastmaster, Col. C. O. Emrich, Norfolk, and Mrs. Emrich.



Col. & Mrs. Ray Flanagan, Albion, display their $500.00 football, and announced that this would go into the Dan Fuller Memorial.

now shows Nebraska Auctioneers donating over $12,000.00. The rest of the afternoon found a list of good speakers on different phases of the auction profession, and was concluded by a question and answer period.

Mylor Wegener, Humphrey, M.C.'d the Fun Auction, where the Nebraska Auctioneers showed their true colors. Dick DeWeese of the Missouri Auction School sent his usual package but sent word to us later the price was not so usual. No other state has ever paid over $300.00 for the box. Gavels went as high as $50.00 only to be resold to bring more money for the Building Fund. The ladies were also doing their part to bring in the money for the National. They held a "Silent Auction" at their afternoon meeting which amounted to $120.00 to be donated to the Building Fund.

After the evening banquet, the Ladies Auxiliary officers were introduced. Mrs. Bernard Hart was elected president, first and second Vice Presidents are Mrs. Ray Flanagan of Albion and Mrs. Dick Shea, of Sterling. Mrs. Henry Buss of Columbus was chosen secretary. Elected to serve on the board of directors for three-year terms are Mrs. Bernice Montgomery of Guide Rock, and Mrs. Carolyn Christiansen, Pawnee City.

Every good thing must come to an end and that included the 1970 Convention for Nebraska Auctioneers. But not until they had heard their guest speaker for the evening, who was none other than the Nation's Winningest Football Coach, Bob Devaney, from the University of Nebraska Cornhuskers, who received a standing ovation from his "Go Big Red" fans.

Coach Devaney spoke on his recruiting incidents and brought along with him the Football used in the Nebraska-Oklahoma game last year with Nebraska winning 44-14. Col. Leon Nelson of Albion, auctioned off the football with the proceeds going to the National Building Fund. Col. Ray Flanagan was the highest bidder after all the shouting had ceased and is probably one of the few owners of a $500.00 football. Col. Flanagan announced that this would be part of the Dan J. Fuller Memorial.

JAN MERRITT

Kentucky Auctioneers Meet in Louisville

Members of the Kentucky Auctioneers Association held their State Convention at the Seelbach Hotel, in Louisville, on April 5-6. It was an informative meeting as well as entertaining.

Mr. Charles McCullers, Dunn, N. C., was the featured guest speaker. Title of his address was, "The Four Wheel Drive."

New officers elected were: President, Col. C. Roger Lewis, Morehead; 1st Vice President, Col. Charles Switzer, Cynthiana; 2nd Vice President, Col. J. O. Briggs, Stanton. Directors named for a term of 3 years were Cols. Rex Profitt (retiring president), Tompkinsville; Alex Gribbons, Jr., Louisville; and Col. J. H. Barnard, Jr., Hodgenville.

Next year's convention was set for April 4-5 at the same location.

WILMA ATHERTON



Pop's Ponderings

Head For Milwaukee

By COL. POP HESS

Again it is time for your writer to do some brief pondering, with the thoughts in mind to make it fit into the pages of this, the sixth month, edition.

No doubt before I get too far with words, some of them will not be too smooth. That is if I comment on what we all have seen and heard on TV, radio, newspapers, etc., and what did take place the first ten days of this month. Through ninety years of living and looking back and seeing what faces our schools, colleges, industry, in fact all points down to the village dog fight, seems to be in disagreement. As the old farmer said to me when I got my first automobile and was not passing his farm on my own power, "All I can say about your auto trouble, there is a screw loose some place and it is someone's job to find the right screwdriver to twist it."

Your writer was deeply touched on receiving our May issue, noting the passing of Col. Schnell, Col. Thompson, Col. Pettit, and Frank Richards, While Frank Richards was never an auctioneer, his many years with the Drovers Journal, a Cornbelt Daily's field man, brought him in many auction sale rings. If there was a needed bid anywhere in the area of the sale, Frank would find it in due time. I had the pleasure of being associated in sales with all these men except Col. Schnell. I had a nice visit with him on one of my trips into North Dakota.

Ohio has been pretty much in line with past years, our farm work is well on time in corn, beans, etc. All livestock is in quite good shape for spring pastures. Auctions are very thick, yes, our Ohio auctioneers are very busy.

My mail this past month has been light. Our busy auctioneers are rushed for time and are quite busy. That is an auctioneer's life, not even these new fangled machines they call computers can change the plan, or add to, or take away, or sell. Speaking of these computers, my eyebrows raised some the other day when I read in a farm paper, that some chap has got busy with one of these computers and trying through it, to find out what bull will mate best with such and such cows. Well on that I will render some real pondering. Well, I find that it works like some taxes a guy worked out on a computer, where the results were beyond reason, but before it exploded a call came to forget it, the computer jumped a cog. So goes.

This being the month for the June issue, and the oncoming National meeting the last of July, in Milwaukee, many new items and data will be published in this issue which I am sure will be more readable then my line of loose pondering, that often gets lost before complete. Due to my lack of full contact on how our building funds are coming in, but by reading between the lines, it is still much alive. I am hopeful our State Associations, not yet listed in donations, will be ahead of the deadline of Convention time. No doubt, many auctioneers plus our State Association are planning to, but just not done it. From my viewpoint of our National Association, this permanent NAA home, when completed, will be a shrine worthwhile for the past, present and future auctioneers of our land.

Many new faces are in the firing line as auctioneers and doing a good job. Had the pleasure of visiting a sale conducted by one of our local boys here in my area. I had the pleasure of coaching and briefing this fine young man the past year, and I found in his work he had got his homework well nailed down, and will be an auctioneer in demand from here on. He is well versed in the style of an up to date auctioneer.

Also, as I look over the list of new state and national association young men, from background, auctioneering could be their lifework.

Every year we write in our columns, mark the dates now for the National Auctioneers Association annual meeting, take a vacation and see what the other side of the coin looks like. Many of our Ohio boys I know so well, I know will take the hint. After the convention is over, ask them, they forgot, had sales all of them days. One of our boys told me he was all set to go, but, the morning he was leaving he discovered his old brood sow was farrowing a fine bunch of pigs and he cancelled out as hogs that day was the highest in per pound price and he could not afford the time off. I have had quite a lot of excuses one time or another, but that one is tops, and the joke was I heard through the grapevine he traded the old sow and pigs for a full set of golf equipment, plus a motor car to haul him over the grounds. On questions, so with farming, auctioneering, how come golf, his answer, "You know a fellow like me has to have rugged exercise to keep fit." Hopeless boy?

Now boys, let's go. If you are past 90 in age don't go, if under that be there. The State of Wisconsin is a great dairy state—a great vacation state—lakes and fish are in abundance. Don't miss it.

Well the words so far was written yesterday, May 11th, while thinking over what I had so far come up with would be plenty dull to most readers. Of course, if all readers can stretch their imagination far enough, they could figure out some points of interest. I know some will take time out and ask directly why do I say if past 90 years in age stay home. The big reason is for the year 1970 only; and in Wisconsin. As that lake water is clear and cold, and them thar fish are so big and powerful to pull to shore. Plus all that fine Hospitality all comers will get from the auctioneers and their families of Wisconsin, one should at least be able to cut the mustard, a little better than some guys I know who have passed ninety and planning on going.

Well the Monday, May 11th mail has arrived, and I find all kinds of fine letters with much information on many things I was considering, and I should come through with my pondering over today's mail and put into words. The coming convention in Milwaukee will be history and just say right now I have mail here as of May 11 that tells me my goal for building fund will be ready by time we adjourn Aug. 1st, 1970, and all roads lead for building to be ready to dedicate in Lincoln, Nebraska, July 1971 Convention Time. Also says no bar on how old or young. In closing off for this month of June, let's all resolve from this date on through 1970 to head a full force in goal to meet our Building Fund, for a permanent home for the leading National Auctioneers Association of America. Let it stand as a permanent research center for better service for the public sale auctioneer. Now boys pack your grip for Milwaukee. When you get home start repacking for July, 1971, destination, Lincoln, Nebraska.

The above is and has been my pondering goal as we closed out the 1969 convention. Get to Milwaukee this July 30, 31, and Aug. 1. The location and dates for 1971 will be decided, and if you are for it or against it all be there, stand up and be counted. Your writer assures all he will happily cut the mustard for whatever decision is for 1971, and assures you all regardless of the results some hot pondering will be exploded in our run of Sept. 1970 through July 1971, under the banner of "POPS PONDERINGS".



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Western College Of Auctioneering

On the opposite page is the March graduating class of the Western College of Auctioneering, Billings, Montana. Identification, left to right, follows:

FRONT ROW: Instructors, Otto Streberg, *Camrose, Alberta;* R. J. Thomas. *Billings;* Jack Ellis, *Roundup, Mont.;* W. J. Hagen, Mike Coolidge, Gene Gabel, all of *Billings.*

SECOND ROW: Frank Collings, *Thorhold, Alberta;* Ken Jacobsen, *Sedgewick, Alberta;* Louis Chiara, *Ontario, Oregon;* (Back) Charles Massey, *San Antonio, Texas;* Joe Overton, *Moffatt, Colorado;* Joe Klinger, *Edmonton, Alberta;* Norman Bronsch, *Radisson, Sask.;* Donald Miller, *Willets, Calif.*

BACK ROW: Jerry Hagfeldt, *Ft. Benton, Mont.;* Bob Loff, *Martin City, Mont.;* (forward) Frank Hughes, *Willets, Calif.;* Merle Knodee, *Sedgwick, Colo.;* Ronald Gingras, *Quebec City.* Forward, Dennis Scott, *Stonewall, Manitoba;* Bill LeFebure, *Power, Mont.*

Buyer Resistance At Sotheby's in Canada

Toronto, Ont. Not one buyer nibbled at the opening figure of $5,000 for Horatio Walker's pastoral Barn Interior, so auctioneer Marcus Linell withdrew it from the Sotheby & Co. (Canada) Ltd. auction limiting the evening's total sales to $91,760.

Seventy-one paintings and sculptures owned by Quebec collectors Mr. and Mrs. Jules Loeb had been expected to bring at least $150,000 in the one-session Sotheby sale. Walker's big oil painted in 1887, had been listed at a possible $15,000.

The decision to remove the Walker painting from the sale was made by Linell, a Sotheby (Canada) director, seconds after he announced the opening bid. "It was my decision entirely," he said. "Such a fine painting deserves better treatment and I wouldn't make a mock of it."

To take the sting from this infrequent banishment of a painting from Sotheby's auction easel, there were several old auction warhorses like Cornelius Krieghoff and Group of Seven painters which brought high prices.

Krieghoff's Temeraire brought the highest price of the evening, $9,000. It was bought by an unidentified private collector.

Of the Group of Seven work set up before bidders, Lionel Lemoine Fitzgerald's unfinished Nude in an Interior attracted more than usual interest. Fitzgerald's painting of the classic, bent back of a nude woman was found in the attic of his Winnipeg home after his death in 1964. Fitzgerald became a member of the Group in 1932, shortly before it disbanded. The purchaser of the nude was listed as J. Hanson, Toronto.

Nudging the Krieghoff work with the second highest price of the evening was a painting by James Wilson Morrice, who was generally credited with introducing Impressionism to Canadian painting. This beautiful nude, also painted from the rear, went for $8,000.

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It's Old Stuff

By Dave Kessler

Double Wick Oil Lamp

Lamps from the Victorian parlor of America from 1850 to 1900 provide a fascinating field of collecting because they were made in many varieties.

This was the hey-day of the kerosene lamp, although it had competition from natural gas and the later gasoline lights.

Manufacturers of lighting devices were in hot competition to produce more light and brighter light from a fixture that would be beautiful and appealing on a parlor table or hanging from the ceiling.

All sorts of improvements and innovations were used to enhance the lighting qualities, if at all possible, or to enhance the sales appeal if better lighting was not possible. This system produced some good, unattractive lighting devices that failed to sell and some beautiful devices with sales appeal that really didn't provide much illumination.

The unique feature of the lamp pictured was a double wick burner manufactured by the P. & A. Mfg. Co. It was promoted as a burner that would give twice the light of a single wick model. Each wick has a separate adjustment knob for raising and lowering the wick and economy minded users with good eyes could adjust it to burn only one wick instead of both.

The glass stem in which the oil reservoir, or fount, is hidden and the matching shade have beautiful painted decoration. It is mounted on a fancy cast brass base and overall this is a quite beautiful lamp.

This unique lamp has the distinction of being the first double wick lamp to be brought into Preble County, Ohio. The operator of a general store in Eaton, Ohio liked it so well when he saw it that he took it home for his family to use instead of offering it for sale.

Not many of these desirable lamps are



An old oil-burning parlor lamp like this one had a double wick burner. It provided good light but lost out to the single wick lamps and later, to the electric lights.

available today and it may be because the storekeepers of the past elected to keep them instead of selling them to the public in general.

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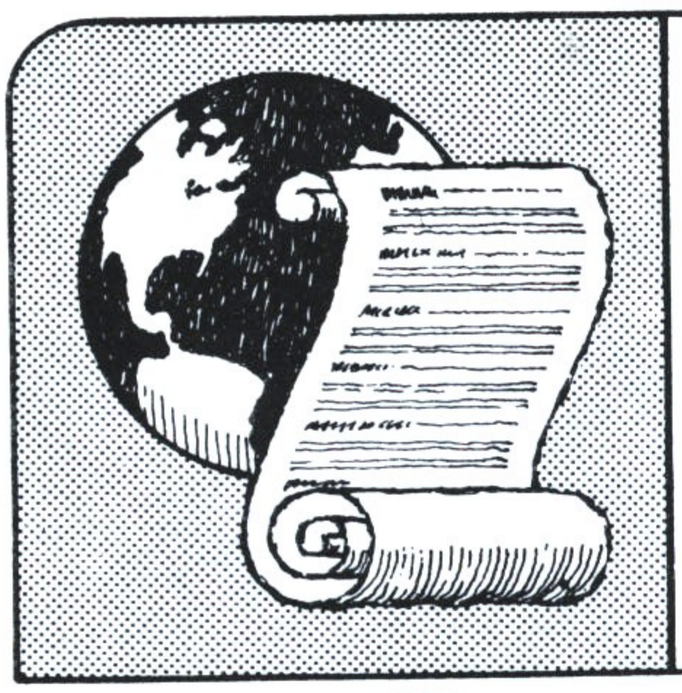
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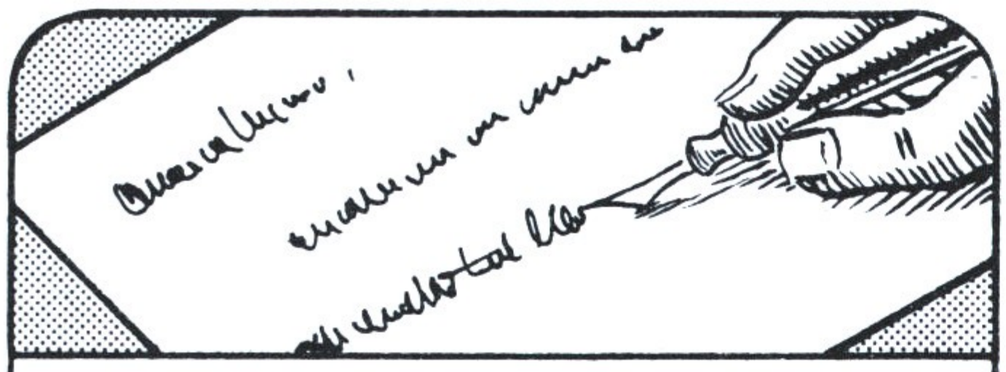
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Col. Charles Benavoy–Ottawa, Ont.
Col. H. P. Higgins–Huntingdon, Quebec
Col. Ross Kemp–Stratford, Ont.
Ladies Auxiliary to the NAA



The Members Say...

Dear Bernie:

Please excuse me for not sending this check for the Building Fund sooner. I was a little disappointed to have noticed that only 10% of the members have donated toward the building, according to 'The Auctioneer'. I hope that each and everyone will send something to help get the JOB DONE. I feel a few dollars won't hurt anyone and this will help build a better and stronger association.

Enclosed is my check for $1,000.00 toward the Building Fund.

Yours truly,

T. EDISON OGDEN
Syracuse, New York

Gentlemen:

Please renew my membership and my listing on the "Booster" page. I would like 4 NAA Decals and 4 bumper strips. Enclosed is a check for $17.00. I hope to see all of you at the Convention at Milwaukee.

Sincerely,

VINCENT SIMMONS, JR.
Lakeland, Florida

Dear Mr. Hart:

Finally got around to writing a few words and sending my dues for 1970 membership. Enjoy our National magazine very much. We have been having rough weather conditions in the Northwestern part of North Dakota. Here in the last of April everything covered with snow, had to postpone some sales for two to three weeks. Have only been in the auction business two years but have had a lot of sales. Hoping to make it to the National Convention sometime, thank you.

Yours truly,

BUD RICE,
Tioga, North Dakota

Dear Bernie:

Enclosed are three applications of new members and a check for $30.00. I need some application blanks. Would you please send some to me?

I attended the convention of the Missouri Auctioneers Association, at St. Charles, Mo., this last weekend, They had a real nice convention and they went all out to make me feel at home. I really enjoyed my visit with them. The auctioneer that does not attend the conventions is missing a lot of good ideas and information that you always take home with you if you attend.

Hope to see you at the National Convention, and I will send you the information about our Fall Convention, just as soon as I get the word from the Convention Committee.

Sincerely,

J. C. KORNBRUST, *Sec.-Treas.*
Illinois State Auctioneers Ass'n.
East Moline, Illinois

Dear Sir:

Enclosed is check for one year dues. Sorry we cannot make the National Con-

vention at Milwaukee. That week we have our County Fair and annual auction of 4-H Beef and other ribbon winners. We also did not make our Illinois State Auctioneers Convention for we had a real estate farm sale of 209 acres, 7 room house in town in morning and afternoon we had a public sale of machinery and household furniture and the next day, Sunday, April 12, we had a consignment sale that lasted 7½ hours.

The auction business has never been better than this past year. Kueker, myself and our wives, will try to make our next State convention. We attended the past two years National Convention and enjoyed them immensely. Make the next National at Lincoln and we will be there.

Sincerely,

MARCELLUS HARTMAN
Waterloo, Illinois

Progress—A Necessity

Progress as defined in the dictionary is - to move forward; continue onward; in course of action or development; grow; gain; advance; improve.

As I read the May issue of the "Auctioneer" and of the passing of two of the older members of our Association, namely, Col. Art Thompson and Col. Guy Pettit, it brings to mind the progress our National Auctioneers Association has made since these two outstanding Auctioneers and men, as well as many others, like them, founded this organization.

Since a humble and rocky beginning the Association has continued to move forward and onward in course of action and development, continued to grow, gain, to advance and improve despite the many obstacles along the way.

Time marches on. The leaders of the past must be replaced by younger men who are willing and capable to continue the progress of this great Association. This is a continuing process necessitated by the very passing of time.

Just as the leadership must continue to move forward, so must the organization itself progress in a course of action and development, to grow, to gain, to advance and to improve the services to its membership.

Perhaps the biggest step forward this organization has taken was originated a few years ago in the decision to build and maintain a National Headquarters Building.

I can vision many ways in which this headquarters building will benefit every Auctioneer in America. I would like to enumerate a few which are within the realm of possibility -

1-Base of operations for a staff of field men, trained and qualified to give education, help and assist with problems of the Auctioneer in all phases of the auction profession.
2-Library headquarters for training films, available to all members.
3-Base of operations for our own insurance coverages.
4-Public relations department to promot our profession.
5-Legislative department to look after national legislation pertaining to our prefession.
6-Advertising department which could perhaps print brochures, bills or sale catalogs for members.
7-National Headquarters for Secretary, Treasurer and their records of the Association business which should be maintained.
8-State Association assistance staff.
9-Home of our Association and Hall of Fame. It would be fitting that the two members who are honored each year with a plaque for their outstanding contributions to the Association to have a facsimile placed in an appropriate place in National Headquarters for all visitors to observe. This could serve as Hall of Fame.

No doubt there are other services that could originate here. I also know these ideas or any service rendered to our members will cost money. A way to finance these services will be found if they provide

a proper service to our membership. They cannot all be initiated at once but must come one at a time as the membership demands them if our organization is to progress.

First we must have the Building, the Home Office, the Foundation, the Base of Operations from which to continue to move forward. This is where we need your help now. We need your help in the form of Dollars or bona fide pledges if our organization is to progress.

Let us take a minute to look into our own lives. Has the Auction Profession been good to me financially? How much of my net worth is a result of my Auctioneering? What have I done for the betterment of the Profession? Do I owe the Profession anything? Have I made a contribution to the Building Fund?

Now is the time for each of us to become a part of this progress. To help ourselves by making our own contribution to the building fund according to our success and means. Those before us have made sacrifices so we could move forward, let us follow in their footsteps.

Give today—so we as an organization may continue onward in development, continue to grow, to gain, to advance and to improve. Your help is needed since PROGRESS IS A NECESSITY.

JOE DONAHOE

NATIONAL AUCTION INSTITUTE

P.O. Drawer B
Bryan, Tex. 77801

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R. S. Croom, 867 W. 42nd, Norfolk, Va. 23508



Auction Shorts

The 1970 Convention of the Nebraska Auctioneers Association is now history. As there will be other references in this issue about the Convention, my only comment at this time is, *it was one of the greatest*, with which, all who attended will agree.

We had an experience recently that might be of interest to others. On November 30, 1968, we offered at Public Auction three school houses and land, because of consolidation of districts.

The buyers of two of the school properties were persons who owned land adjacent to the school properties. They made their down payments on day of sale and signed a contract presented them by the School Board for a 60 day final settlement. Shortly after the auction, they engaged a lawyer, thinking, it appears, that the land should have been deeded to them because of a reverter clause in the deeds. In most cases such reverter clauses are outlawed in Nebraska. When this was pointed out to them, they still refused to make final settlement, so it became necessary that the School Board had to sue for final settlement in District Court. The defendants were basing their argument on that it had not been explained on day of Auction.

The School Board was conveying these properties by way of Quit Claim Deed and therefore furnishing no Abstract. The buyers requested a Jury trial. Besides the members of the School Board, the auctioneers were used as Witnesses. The result was that the Judge took it out of the hands of the Jury, stating that it was primarily a point of law in favor of the School Board.

Across The Country

BY BERNARD HART



"In the new headquarters by Christmas" is the target being strived for by those members who have voiced their approval for the project. A marked increase in Building Fund activity has been indicated the past few weeks from many sections of the country. In addition to those names published in this and previous issues of "The Auctioneer", two more states have indicated gifts of sizable sums have been approved. Also, several of my personal friends have told me their checks are ready as soon as the project gets down to brass tacks.

Bob Penfield, Chairman of the Building Committee, has been in Lincoln twice in the past few weeks. He has conferred with the architects, studied floor plans, discussed materials, visited the site, and his committee will soon be ready to give the go ahead so that the architects can prepare blueprints and specifications for the bidding contractors. It is hoped this material can be in the bidders' hands by July 1 so that the Board of Directors can take action at their Milwaukee meeting on July 29.

If a suitable bid is approved, this means work would be started by mid-August and completion before the new year. So members, what many of you apparently thought was an impossible dream is getting close to being a reality. Are you going to be a part of this, the first major project ever undertaken by auctioneers working as a group?

State Conventions are in full swing. Reports in this issue cover Kentucky, Iowa, and the big one in Nebraska. We did not have reports on the Oklahoma and Missouri meetings at presstime. As soon as this issue is "put to bed" I will be leaving for the big Kansas meeting and the renewal of many old acquaintances in the Sunflower State. Memorial Day weekend gives a brief rest but June always has a full calendar of events.

Received a letter a few days ago from former NAA President, C. B. "Chet" Drake, now a resident of Fort Lauderdale, Fla. Chet says he thinks it would be a good idea to have the 1971 National Convention in Florida. He will be marking his 50th year in the auction business and reports he is still going strong having conducted six auctions the previous month. C. B. is also the oldest living Life Member of the NAA. If you are in the Fort Lauderdale area, look him up. His address is 719 SE 15th Street.

Saw another veteran of the auction business in Chicago a few days ago. This was Tim Anspach, Albany, N. Y. Many years ago Tim was in the horse and mule business with headquarters in Omaha. For the past 20 years he has been real active in the wholesale auto auction indsutry, served two years as President of the National Auto Auction Association, and now carries the select title of "President Emeritus" of that organization. His many friends in that segment of the auction business have made a sizeable contribution to our Building Fund, all in Tim's name.

King Ranch Sale Sets Australian Records

For the third straight year King Ranch, Australia, broke all existing Australian records when their offering of 12 Santa Gertrudis bulls sold for an average price of $26,505 a head. This is also a world record for the Santa Gertrudis breed.

The sale was held at the headquarters of King Ranch, Australia, Milton Park, Bowral, New South Wales, and was presided over by the company's managing director, Sir Rupert Clarke. Peter Baillieu, director and livestock manager, was in charge of the arrangements and the offering.

This average breaks the record set by the

1969 King Ranch, Australia, auction when 12 bulls sold for $18,153.

The bulls were aged 1-½ to 2-½ years.

The top priced bull went to Raul Joyce of New South Wales who paid $42,560; the second high priced bull went to Benno Schmidt, an American with extensive ranching interest in western Australia.

Nine Old Sorrel family King Ranch Quarter Horses were also sold then: One stallion, one colt, three mares and two fillies were purebreds; two of the females were first and second crosses. The nine horses grossed $94,640, for an average of $10,515 a head. The top priced two-year-old stallion, King Ranch Ace, by a sire and dam imported to Australia from the King Ranch in Texas, sold for $20,720.

Large Church Property Is Sold At Auction

Once again proving that anything and everything can be and is sold at auction, the Gaines Street Baptist Church, Little Rock, Ark., went under the hammer May 20. The Church purchased a five acre tract of land to be used for new facilities in a location better suited to their membership. However, building plans had been deferred, awaiting the sale of the old facilities.

A prominent Little Rock auction firm, B. L. Wooley & Associates, suggested that the property be sold at auction and his plan met the approval of Church officers. The Gaines Street property consisted of the Church and two two-story educational buildings covering 35,000 square feet. A 1,000 seat auditorium, 44 classrooms, six assembly rooms, a kitchen, banquet room and offices made the property adaptable for other uses and proper zoning had already been obtained.

♦ ♦ ♦ ♦ ♦ ♦

"I've invented a computer that's almost human," boasted one scientist.

"You mean it can think?" asked his friend.

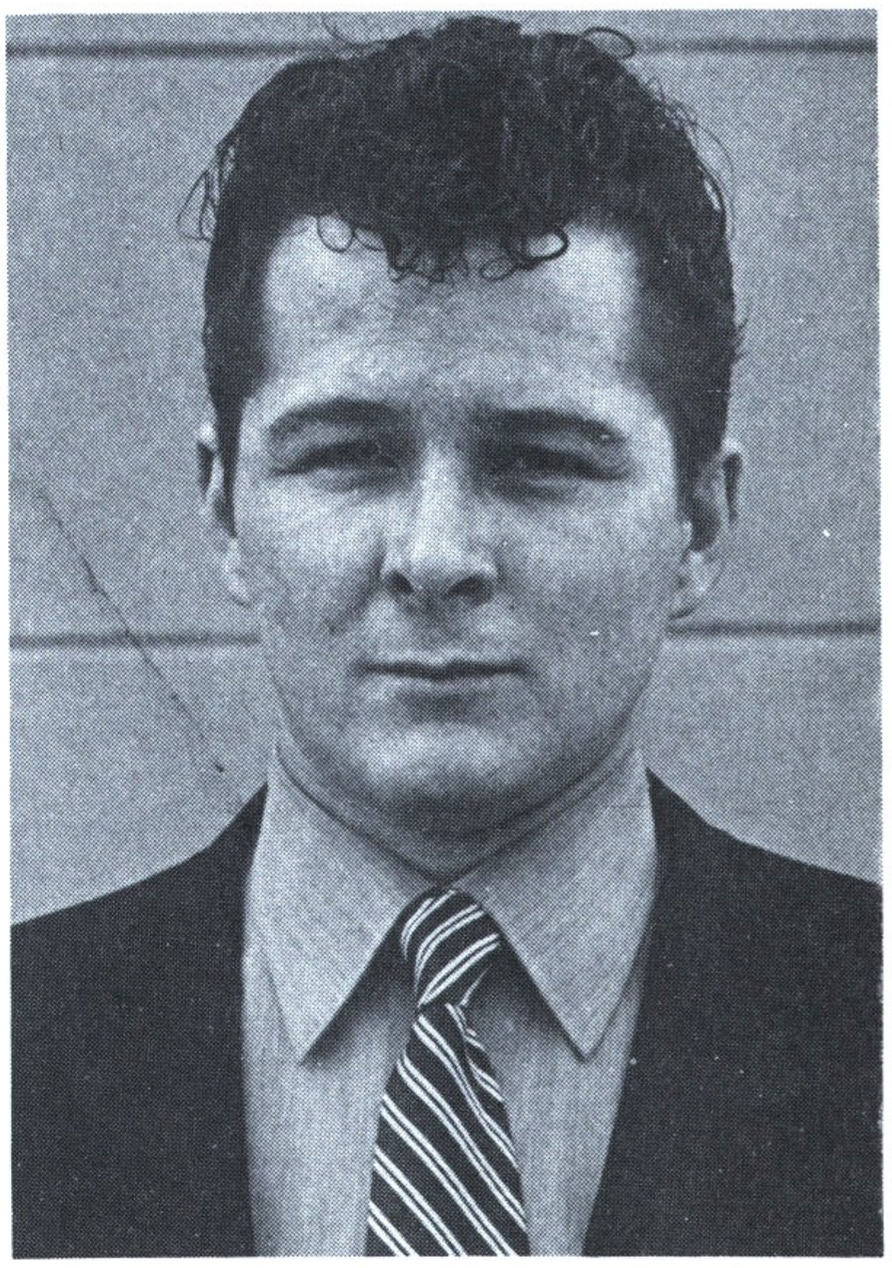
"No, but when it makes a mistake it can put the blame on some other computer."

Niemeyer Wins, Kruse Loses in Indiana Vote

Col. Ernie Niemeyer, Lowell, Ind., was successful for his bid for his party's nomination for State Senator in the Indiana Primary Election. In a field of six candidates, Niemeyer led his closest opponent by more than 2,500 votes.

Another auctioneer, State Senator Dean Kruse, Auburn, Ind., was defeated in his bid for renomination to a second term in the Indiana Senate.

This is Niemeyer's first bid for a state office. He is the only Republican in modern times to be elected to the Lake County Council, a Democratic stronghold. He was unsuccessful two years ago when he sought nomination for U. S. Representative.



Col. R. C. "Bob" Burkheimer, President of the Auctioneers Association of Maryland. He is the owner and operator of the R. C. Burkheimer Real Estate and Auction Service, Elkton, Md., a member of the Elkton Kiwanis, Toastmasters and Moose Lodge. He is active in Jaycees, Young Democrats, March of Dimes, 4-H Clubs, Boy Scouts and YMCA.

GOLF
LATEST RULES OF THE ANCIENT AND HONORABLE GAME

1. Always criticize your partner's swing on the first tee. This will please him and put him in good shape for the rest of the round.

2. Walk around your opponent just as he starts his back swing. This is considered fine technique in winning a golf match . . . in critical times.

3. Don't bother calling "Fore"—It isn't necessary. It adds a piquant zest of danger to the game to have a ball whiz by your head.

4. If you happen to have a bad lie, kick it out—this makes your opponent think you are a fine fellow, besides, it may save you a stroke.

5. Never mind waiting until the people in front move off the green. Play right up. What's one or two more balls on the green . . . Among friends.

6. If you dub a shot throw your club at a tree. This proves you always hit your shots on the nose and something must be wrong with you.

7. Just as your opponent is going to putt, tell him how many strokes he has played. This shows him you take an interest in his game.

8. If your opponent beats you, tell him what a rotten round you had and how lucky he was. Don't give him credit, there's enough swelled heads around already.

9. Beginners are requested not to replace the turf. The good players following you will look after that item.

10. Don't take any lessons from your Professional. He never took any himself, so why should you. Look at the rotten score he makes.

"TIME"

Time is a passing thing.
The years they come and go.
Each year it passes, as of a day
Spring, summer and then the falling snow.

It was just yesterday I was a boy
My playmates and I were filled with joy.
Today is here and on the streets
Younger children are at my feet.

Yesterday's pathways that I have trod.
Are laiden now with younger sod.
The years have passed as of a nod.
The Blessing of Life we turn to God.

I set in my parlor
and dream of long ago
Life is an uncertain thing
and time is never slow.

By Col. A. G. "Dick" Miller

Ontario Print Firm In Bankrupt Auction

Toronto, Ont.—The modern corporate headquarters of Facs Ltd. of Toronto were thrown open to avid bargain hunters and the merely curious as the bankrupt company's last effects were sold at auction.

Several hundred businessmen and a few housewives elbowed into the crowded offices to bid for 717 items, ranging from small printing presses to early Canadian paintings.

The printing and computer service franchising company was declared bankrupt in February. Trustee J. B. Howson, a partner in Thorne, Gunn, Helliwell and Christenson, has estimated the total loss to creditors at $1.3-million. Unsecured creditors will realize about 2½ cents on the dollar.

♦ ♦ ♦ ♦ ♦ ♦

THOUGHT FOR THE MONTH—
"If there's anything better than good advice, it's a good scare."

The Cockle Bur

MARTIANS

Little green men were standing on a village square. A native approached and asked, "Are you from Mars?" "Yes," they nodded. "Are you all green like that?" "Yes," they nodded again. "Tell me," asked the native again, "You all got antennas sticking out of your ears like that?" Again they nodded. "And do you all have those round black caps in the middle of your head like that, too?"

"Nope," said the green men in chorus, "only the orthodox."

MAGIC

A captive of frenzied natives in the jungle, the explorer had a bright idea. He would baffle the savages with magic. Pulling his cigarette lighter from his pocket, he cried, "I will make fire!"

Flicking his thumb, he produced a flame. The savages stopped dancing, fell back, and gazed in disbelief.

"Magic!" the explorer repeated in a deep voice.

"It must certainly be," agreed the chief. "That's the only time I ever saw a lighter work on the first try."

HAPPINESS

"Last time I met you," said the social worker, "you made me very happy. You were sober and clean. Today you have made me unhappy because you are intoxicated."

"True," replied the old soak with a beaming smile. "Today's my turn to be happy."

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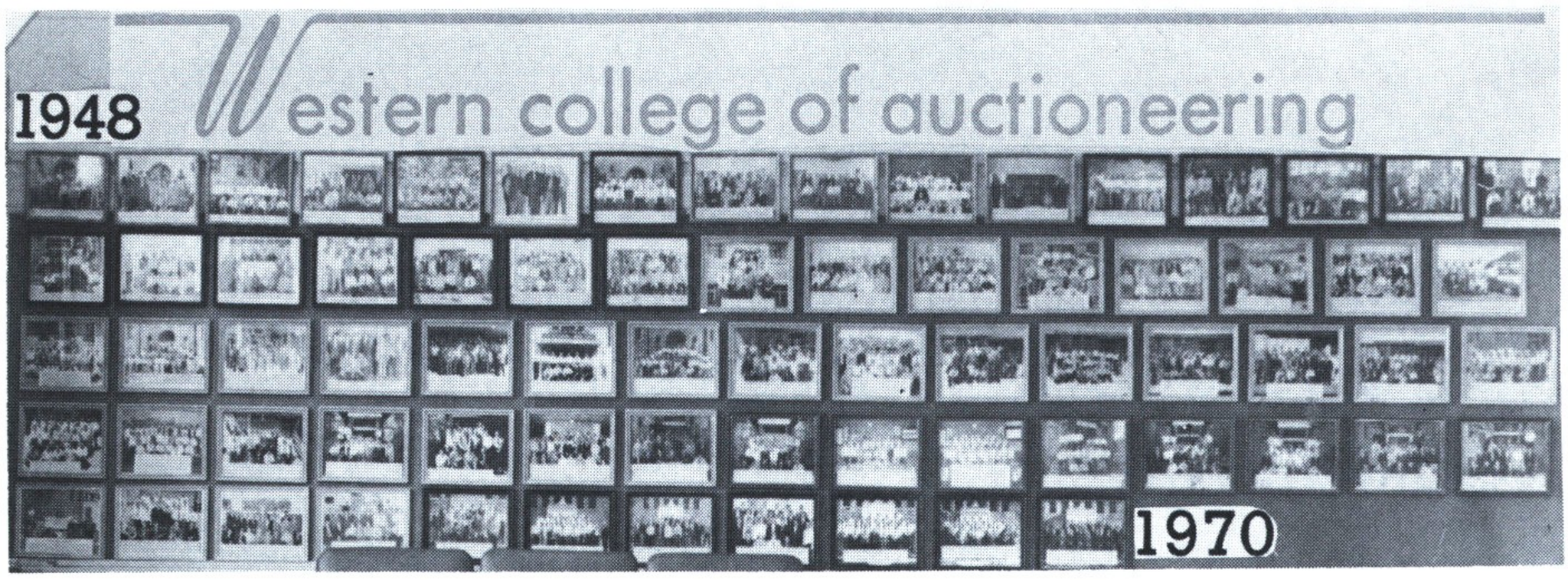
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$1.50 per pad, 10 pads @ $1.25 ea., 20 or more @ $1.00 ea.

EQUIPMENT AUCTION TAGS . . . Form No. EAT 3-59.

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-69

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.

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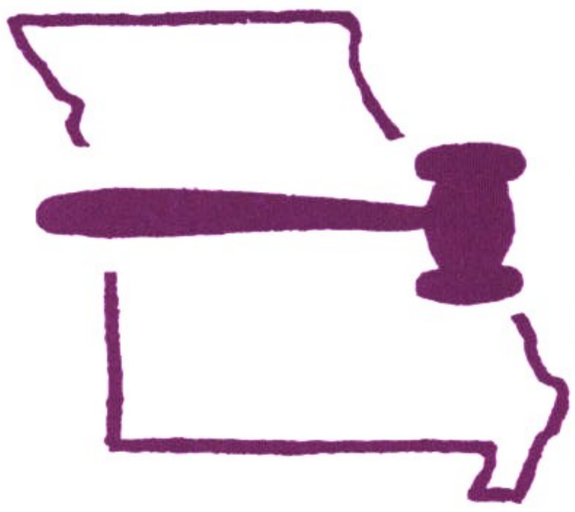
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