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THE auctioneer

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3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503

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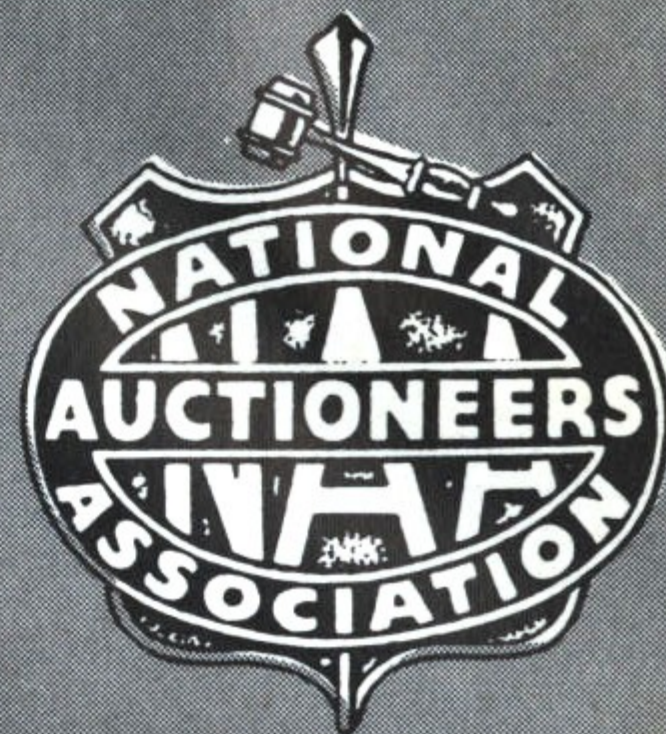
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Views and Comments Of A Past President

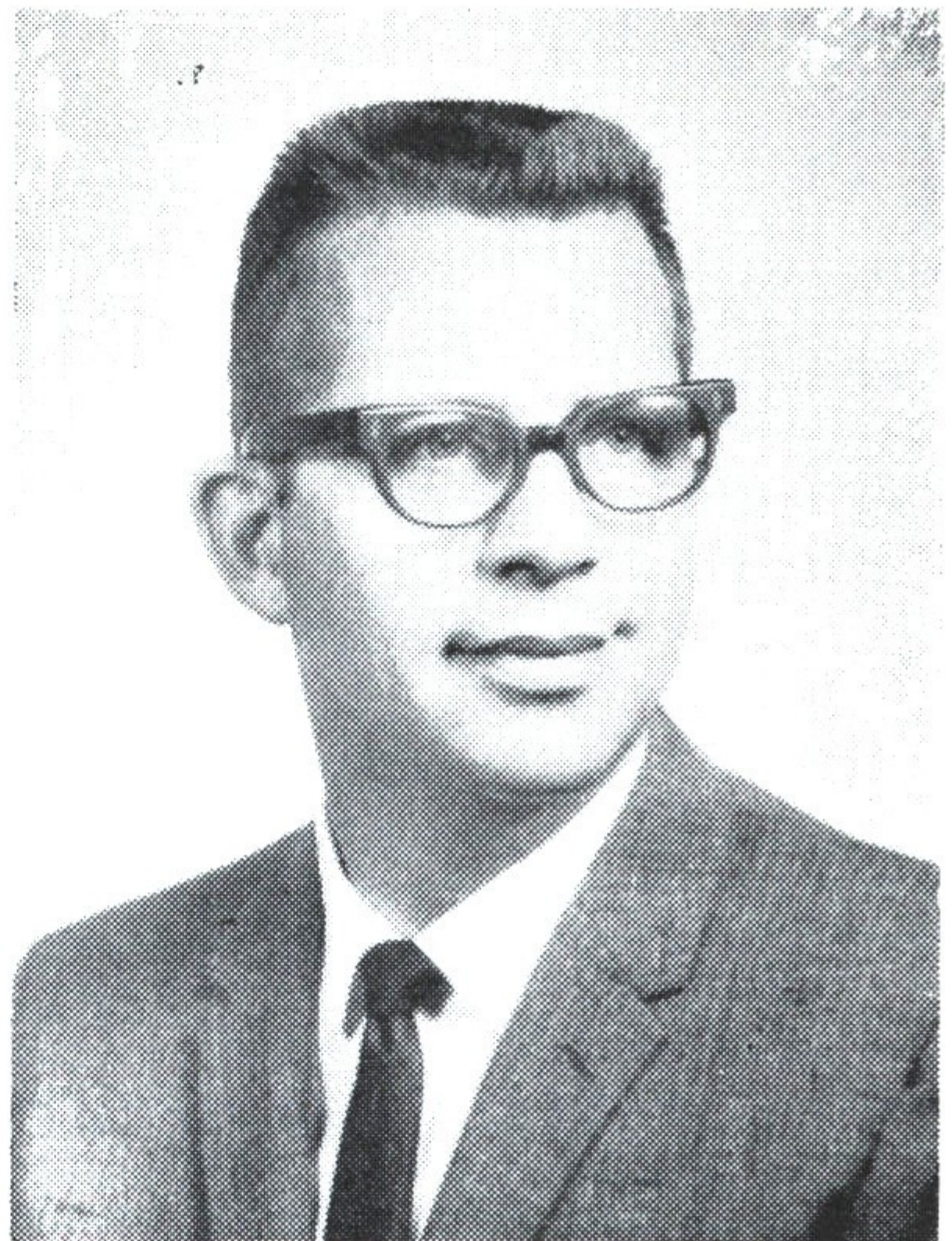
By B. L. WOOLEY

It has been eight months since my presidency ended. This is almost enough time to partially digest the very interesting and strenuous year as your NAA president. The travel was terrific—all meetings were educational to me as a person—the more trips you made representing the NAA the more fine auction people you met. Their interests were your interests. Most everyone, everywhere, was promoting programs to promote and elevate the auction profession.

I would like to give a late but sincere “Thanks” to the Board of Directors and Officers that were serving. The Board had large and small decisions to act upon for the benefit of the NAA and this Board, which consisted of men from all over the country, did, in my opinion, an excellent job representing you individual members. They have the duty “sweet or sour” to run the affairs of the NAA as the members elected them to do.

You have a lenient Board, probably a little too much so in some areas. In an organization as large as ours it’s hard to please everyone and I know of no Board Member that has not given anything but his best judgment on every issue that arose. When your Board, from all parts of the nation, make a unanimous or high majority decision by vote you can rest well assured it is for the benefit of the NAA.

There are decisions to make: convention sites, policies, enforcement of By-Laws and our Constitution, the general business of running an organization, giving the secretary his instructions for the coming year, building site and planning the building. Resolving matters that come before the Board from individual members and sometimes non-members, with a few petty exceptions, the ruling of the



Board is always taken for what it is, a group of elected persons consisting of auctioneers of whom are proud of the profession and they guide and lead with their sound, conscientious judgment.

The NAA is growing with maturity, judgment and members. The Board’s responsibility will continue to grow. As long as the members elect men like I have and will have worked with we can feel secure that our great NAA is well supervised and controlled for the benefit of its individual members.

The new NAA headquarters in Lincoln, Nebraska, is quite a step up from where it was. I feel that Indiana felt its loss after the NAA moved, but being in the central part of the U. S., I feel that all auctioneers can and will be served better from this location.

My past position with the NAA was a most high honor for me and my family and it was a good duty.

It is the opinion of this writer that auctioneers all over the country are doing better jobs and selling more at auctions than ever before. Even in our state a few years ago there were just a few auctioneers, now there are 80 that are members of the National Auctioneers Association. In other words, auctions in Arkansas are on the move. Our auction profession is a prosperous one and the more people we have in it doing good jobs, the better off we will be.

Your Board of Directors mid-year meeting at the home office was a successful one. The building fund was established, other matters were discussed and acted upon. No one was sorry that they came and the few that missed the meeting missed a good one. Your Board is forever working to make the NAA a more successful and growing organization. Maturity and growth solve most situations.

Make your plans to attend the NAA Convention in Oklahoma City. A fine program is forthcoming.

Once again thanks to all who helped

me during July 1966–July 1967 as your president.

Mississippi Group Meets In Jackson

Mississippi auctioneers met at the Downtowner Motor Inn, in Jackson, for their Annual Convention and business meeting. Possibly a new record in regard to membership was present for the meeting with an approximate attendance of 85%.

A fund was voted to aid in defraying the expenses of two of their members attending the National Convention at Oklahoma City. Their own summer meeting was set for July 27-28 at Cleveland, Miss.

Toxey T. Fortinberry, Water Valley, was elected as the new President; Phil Sanders, Laurel, Vice President; and A. A. Alford, Cleveland, was re-elected Secretary Treasurer. J. L. Henderson, Gulfport; and Peter Barhonovich, Biloxi, were elected to three year terms on the Board of Directors.

Be A Builder!!!

The National Auctioneers Association is working toward an important project - OWNERSHIP OF ITS HOME. This is being financed through the donations of its members. Surely, every auctioneer is interested in this monument to the auction profession.

A Building Fund has been established. Add your name to this growing list of "BUILDERS" by sending your contribution now.

Send your remittance, designated "BUILDING FUND", to:

NATIONAL AUCTIONEERS ASSOCIATION

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Benefit Auctions A Must



Photo Credit to Carlsbad CURRENT-ARGUS

By COL. JOHN R. FISHDICK
Auctioneer/Real Estate Broker
Eagle River, Wisconsin

Every auctioneer in the country could well adopt the following creed—he and his community would be better for his dedication:—“What did you give of yourself today to make their day just a little bit better?”

I have written many articles in The Auctioneer regarding Benefit auctions—and having just completed my 134 Benefit auction across the country I can assure my readers there is no greater public service an auctioneer can perform for his community and one in which he receives so “many thank you’s”.

The accompanying photo was taken in Carlsbad, New Mexico, and appeared in the Carlsbad newspaper. The caption under the picture reads: HERE’S HOW IT’S DONE—Col. John R. Fishdick, right shows members of Woman’s Club how the auctioneer’s chart engrosses the

audience and leads them on to bid on items. Col. Fishdick is donating his services for this auction.

What better public relations could an auctioneer ask for? What about the personal inner satisfaction of having contributed something of your inner self to your community.

The young auctioneer complains he can’t get started—I have repeated and repeated—conduct some Benefit auctions—no charge for your services—that’s your answer and NOW STOP complaining that you can’t get ahead.

Speaking of self made men, “we all are self made, but only the successful ones brag about it. You never hear anyone say, “I am a self made failure.” Result this auction: \$950.00 in 2 hours time—Mrs. Denton, Pres. of club states, “If we can get the same auctioneer, Col. John R. Fishdick, who donated his services, we will have another auction next year—it was an experience we never will forget.”

Auction Liquidates Pioneer Machine Firm

Saturday, January 20, 1968, saw the end of an era in Montana. Seitz Machinery Company of Billings and Great Falls (one of the oldest dealers in Montana) was liquidated by the auction method. Due to the death last year of Melvin Seitz, President, the decision of brother Glenn, was to close down the entire operation. As the Great Falls outlet had been closed down for some time, the equipment there was moved to the larger quarters in Billings for the sale.

The building in which the sale was held contained over 5,000 square feet of space, and as the sale got under way at 10:00 AM, the shop was packed with people to the point there were a great number of people in the small office space and outside the building who could not get into the actual sale area. This situation continued throughout most of the day, and there were also some persons in the rafters, and on the roof of a special small tool room to the extent a caution was issued to limit the number on the roof of the room to avert a cave-in.

The weather in the Billings area from before Christmas until January 15 was extremely cold with more snow than usual, but the week of the sale it moderated greatly and sale day was very pleasant except for being quite wet under foot from the melting snow and ice.

For approximately two hours in the afternoon, there were two auctions in progress simultaneously, as the shop equipment sale was continued while the office equipment and furniture sale was held in the office. With 323 registered buyers on hand, most of whom were accompanied by one or more persons, there was no problem involved in splitting the crowd into two segments for the different kinds of equipment.

The sale grossed over \$10,600 more than the amount Mr. Seitz had priced the entire contents to a prospective buyer, with the 101 parts bins alone, bringing

\$1,500 more than he had anticipated. This is the best advertising possible for liquidating by the auction method. This was one of the largest auctions held in the Billings area in a number of years. As the real estate portion of the auction sale has not been consummated at this writing, it may be even larger if this transpires.

Sale management was by E. V. "Dusty" Dustin of Billings, who was assisted in selling by Jack Ellis, of Lavina, both of whom are members of the National Auctioneers Association and on the Board of Directors of the Montana Auctioneers Association.

Of Human Knowledge
The simple things man knows
about
He struts and puffs and crows
about,
Ignoring with naive disdain
The to-be-knowns that yet remain.

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These men will lead the Ohio Auctioneers Association in 1968, having been elected at the group's Annual Meeting, January 14. Seated, from the left, are: C. E. Guffey, Columbus, Vice President; Newt Dillard, Ashland, Secretary-Treasurer; Richard W. Babb, Wilmington, President; Neil S. Robinson, Mansfield, immediate past President; Cal Nethero, Lakewood, Director. Standing: Hobart Farthing, Findlay, Advisory Committeeman; Al Rankin, Alger, Director; Russell Kilo, Canton, Advisory Committeeman; Walter Hartman, Camden, Director; Gene Slagle, Marion, Advisory Committeeman; Don W. Standen, N. Ridgeville, Director; Dave Kessler, New Paris, Director.

Ohio Auctioneers In Annual Meeting

Members of the Ohio Auctioneers Association met at the Southern Hotel in Columbus, January 13-14, for their Annual Convention and Business Meeting. A very good attendance was recorded.

Twenty-one new members and nine reinstatements were added to the roster of members. New officers were elected and they are pictured on the opposite page, along with some of the hold over Directors and Advisory Committee members.

State Representative, Kenny Creasy of Delaware, was the featured speaker at the Sunday Luncheon. Others who participated on the program included Owen Hall, Celina, who gave an informative talk on Real Estate Auctions.

Neil Robinson, Gene Slagle and Don Fisher were appointed to the Legislative Committee. The new officers were installed by Gene Slagle.

Home Town Honors To NAA's Terry Dunning

ELGIN, Ill.—Charles (Terry) Dunning is Elgin's outstanding young man of the year.

Dunning received the Elgin Jaycees Distinguished Service Award January 25 at the organization's annual Bosses Night dinner.

He was division leader for United Community Fund of Elgin, chairman of Gail Borden Public Library's referendum committee, and team captain for the YMCA's membership drive.

He is a partner with his father, Albert Dunning, in Dunning's Auction Service of Elgin, past president of the Illinois Auctioneer Association, and was co-chairman of the National Auctioneer Association program entertainment committee.

"He (Dunning) saw fit to reactivate Barclay Park by presenting the project to the Jaycees and the City of Elgin, and then becoming project chairman," Ward commented.

"Children now have a clean recreation area to play in, with all repainted and new equipment," Ward said.

The award was presented for Dunning's Jaycee activities, his work with the YMCA's sports programs for youth and the Y's membership drive, for helping obtain playground equipment for Barclay Park, and for his business activities, according to Ralph Ward, awards chairman, who made the presentation.

Dunning is a past Jaycee president, and a member of the Elgin Parks and Recreation Board.

Prints Charming

My finer attributes, alas,
Mean nothing to my spouse;
She judges me upon the dirt
I track into the house!

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The Ladies Auxiliary

Shalom - (Hello and may peace be with us and our friends)

I was pleased when Mrs. Dewees asked me to write this month's article. The Colonel and the rest of the family are fine. Our daughter, Selbie, who has attended several of the conventions, celebrated her 20th birthday as well as her engagement.

I have enjoyed attending the conventions and meeting the other members of the Auxiliary from other parts of the country.

About four years ago I suggested that, at the Luncheon, a member of the host state Auxiliary be seated at each table. That way we can learn more about the state we are visiting and how the home state Auxiliary functions as well as an opportunity to exchange ideas. It worked out well four years ago.

Col. Phil joins me in wishing the Ladies Auxiliary a successful year in their endeavors. We plan to see all our old friends and meet some new ones in July.

Charlotte Goldstein
Boston, Mass.

Ladies, Start Marking Those Road Maps

Ladies, get out your road maps and start planning your trip to Oklahoma City, in July. It is seldom that I write anything for this particular portion of "The Auctioneer" but having spent the day of February 17 in Oklahoma City, I can assure you that this is the one convention you won't want to miss.

Mrs. Crowell has been planning for this convention for several years. Since the official selection of Oklahoma City as the 1968 Convention Site she has been putting these plans in action. You should see

the results - and you will if you attend the convention.

With full credit to all past conventions, I can assure you now that the Auxiliary Program will be the best ever. I repeat, get those road maps out, mark the places of interest you will want to visit enroute, note the new Interstate Highways leading to the City - and most important - plan now to be there July 11-12-13.

BERNARD HART

Shaw's To Celebrate 50th Anniversary

Col. and Mrs. G. H. Shaw, Alexandria, La., will celebrate their 50th Wedding Anniversary, March 30. The occasion will be marked with an open house from 11:00 A.M. until 4:00 P.M. at the Holiday Inn, in Alexandria.

Col. Shaw is nationally recognized as a purebred livestock auctioneer, especially in the swine field. He has been an instructor at the National Auction Institute since its inception. The many friends of Col. and Mrs. Shaw congratulate them on this occasion.

Florida Auctioneers

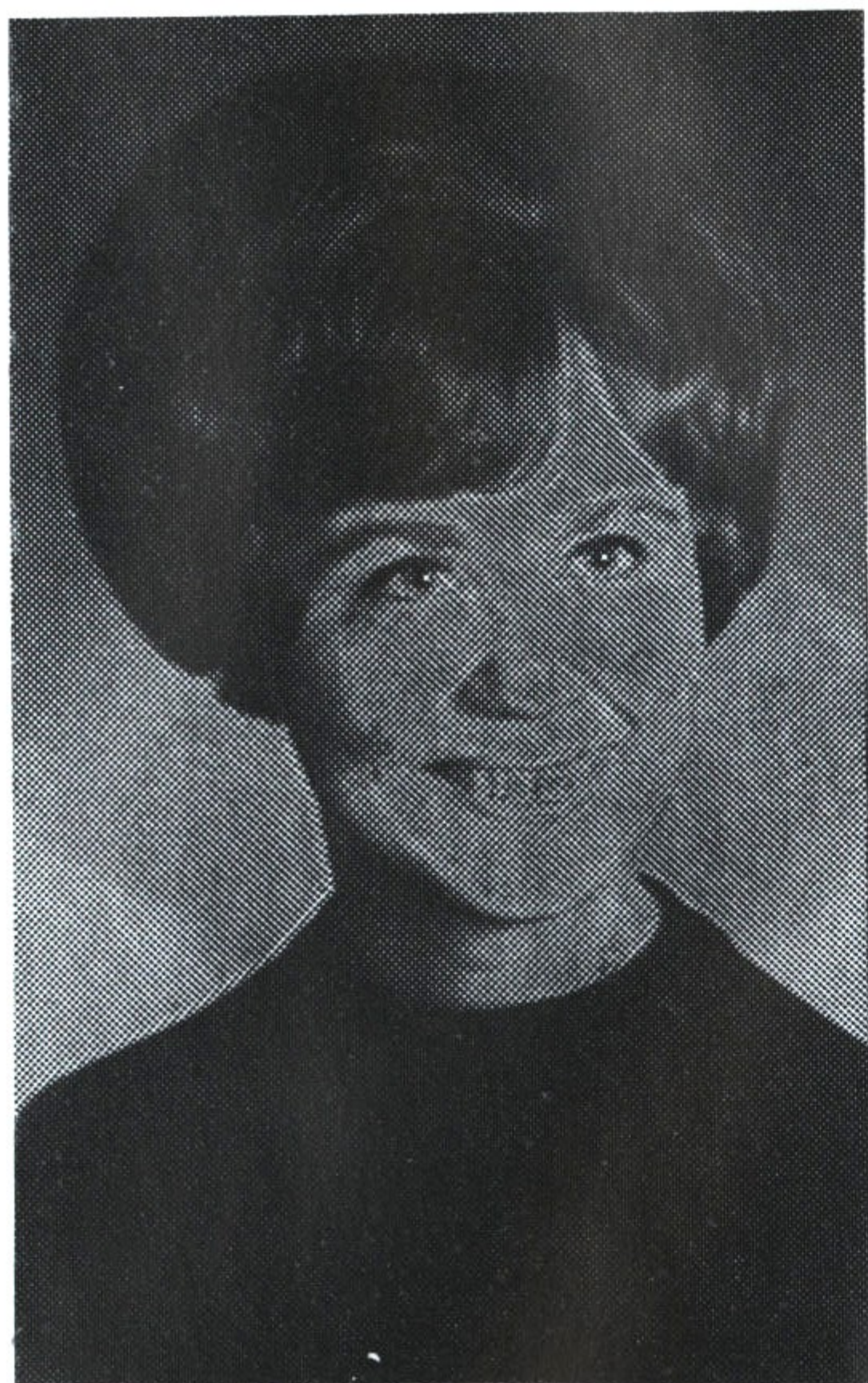
In their regular meeting, last December, members of the Florida Auctioneers Association voted an increase in the membership dues. Renewals were set at \$10.00 with a \$20.00 fee for new applications. However, annual dues will be \$25.00 after the 1968-69 year.

Lewis C. Dell, Sanford, was named to the office of Assistant Secretary-Treasurer, and John R. Koske, was added to the Board of Directors.

Mr. Joe Sebastian addressed the group regarding new insurance laws in the state.

Cindy Brewer Plans August Wedding

Mr. and Mrs. Richard M. Brewer announce the engagement of their daughter, Cindy, to Larry McCaskill, son of Mr. and Mrs. J. B. McCaskill, all of Mt. Hope, Kansas.



Miss Brewer attended the University of Kansas two years, where she was a member of Alpha Chi Omega Sorority. She is presently a senior, majoring in Music Education, at Kansas State Teachers College, Emporia, Kansas.

Mr. McCaskill is a junior at Kansas State Teachers College. His major is Business Management.

An August wedding is being planned.

Mrs. Don Porter Dies

Mary Kathryn Porter, 50, wife of Col. Donald Porter, Morocco, Ind., died in late January. Her death followed a short illness and came as a shock to her many friends.

Mrs. Porter's husband is currently serving as President of the Federation of Indiana Auctioneers.

Giant Farm Auction

One of the most fabulous auctions in corn-belt history took place near Odebolt, Iowa, Monday, January 15. This was the sale of the farm equipment from the 6,200 Lakin Ranch, known for many years as the Adams Ranch.

Included in the sale were 30 tractors, 21 trucks, 12 cultivators, 43 wagons and equipment, 45 planters, 22 plows and a wide variety of other gear. Two auction rings were in operation throughout the day and estimated gross were receipts near the half million dollar mark.

Hagel Auction Company, Inc., Kansas City, Mo., had charge of the sale.

A babysitter is a teenager who comes in to act like an adult while the adults go out and act like teenagers.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1967 - 1968

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OKLAHOMA CITY, OKLA.

2ND VICE PRESIDENT:

MRS. DICK (VIRGINIA) BREWER,
MT. HOPE, KAS.

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HISTORIAN:

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(TERMS EXPIRING 1970)

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MRS. PHIL (CHARLOTTE) GOLDSTEIN,
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MRS. G. T. (NAN) GILBERT,
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(TERMS EXPIRING 1968)

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LITTLE ROCK, ARK.

MRS. GENE (EMILY) SLAGLE,
MARION, OHIO



Pop's Ponderings

"Your Association Marks Progress and Goals"

By COL. POP HESS

As of today (February 10) we here in Ohio feel that the old Groundhog didn't see his shadow on February 2. It was a dark, gloomy day from sun-up to sun-down. But over at Groundhog headquarters in the State of Pennsylvania, the home of our President, Ralph Horst, the sun did shine. So, as Col. Horst talks of winter in his area we, here in Ohio, had from February 5th through February 9th real, spring-like weather. However, today, old man winter came to us and it is snowing and blowing. Our Ohio auctioneers are out hitting the highways and there are many sales throughout the state in February, March and April.

Yes, on February 6th your writer passed his 88th Birthday and I want to take time out to say, "Thanks a Million," for the many cards and letters received and as of today they are still coming. There are far too many for me to personally write each in return but I know you are readers of this publication and through this medium I can say to each of you, "Thanks", and glad to note you read my columns and still survive.

Cards came from as far west as California and Washington, south into Florida, as well as from Arkansas, Tennessee, Missouri, Kansas, Nebraska, and in the east, from New York, Pennsylvania and Maryland and into North Carolina. Some of the letters were most interesting with one saying through the past years he had been able to agree with me 99% of the time. Maybe some day he will advise me on the other one per cent where we did not agree. One advises that his wife reads my column first, then she lets him read it. Another said they liked my way of writing but could not agree with some of my

predictions on who we will elect for President in this coming National election.

One letter, from west of the Mississippi River, raised the question as to me being from Ohio and Ohio leading all states in membership, yet this publication gets less news directly from Ohio members than most of the smaller states in membership. Yet, he says I keep pounding for State Associations to send in the news from their respective states. Well, that boy has a point but being one of the regular contributors I am neutral. It is my desire to promote all states for National membership.

When the February issue of "The Auctioneer" arrived I was very happy to note our January 1st total membership was past the 2400 mark which makes it possible to ring up a 2500 membership by convention time in July. And when this figure is 2500 we are half way to our goal of 5,000 members. Our nice gain in membership in the past five year period is a tribute to the management of our Secretary, Bernie Hart, and the elected officers. Another interesting fact is that we have members from all the 50 states, excepting Utah and Alaska, as well as from District of Columbia, Canada, Australia, Thailand and the West Indies.

Also, this February issue brings the good word our National Home Office will be at Lincoln, Nebraska, permanently, and in time to come, the NAA will own their own headquarters building.

Since our last convention this writer has received letters from some of the eastern states that the location for this home is too far west. One stated that he felt the heavy membership was the states that border Ohio. But when we check the countdown as listed in the February issue

we find that states with 100 members or more include Nebraska, Texas, Tennessee, Pennsylvania, Kentucky, Indiana and Illinois. These seven states account for 891 of our members or about one-third of our total membership with some 1500 from the rest of the states.

The picture is clear, our Directors are of sound thinking on their selection of Lincoln, Nebraska, for our permanent location. Let us all put our shoulder to the NAA wheel, grease the spindle and retread the tire to complete this great venture and attain a membership of 5,000. The auctioneer and the auction way of selling will stand out as one of the world's great contributions. No longer will auctioneers be considered clowns or those too lazy to work.

In today's modern world we are involved in many and all types of unions and laws. It is a time when we see many business changes. Our way of life as an auctioneer and selling at auction, under our present set-up of State and National Auctioneers Associations, can defend and

defeat some law maker's day dream of any kind of unjust interference that may arise.

With a well lighted shrine in Lincoln, Nebraska, the auctioneers of our nation will be recognized and defended.

In getting back to my home state of Ohio, I am sure we will be hearing more from our Ohio boys in way of news items. This association is far from being idle or asleep and they lead all other states in NAA membership with 180 members. We have a state license law that has been in effect for four years. My thought is they are due to give the readers the success this law has given them. I have been told it has worked quite smoothly and would be interested in a report on number of violations as well as many other questions that come to mind. So, as an Ohio Charter Member, now retired, let's tell through these pages what makes Ohio tick, why they lead in membership, etc. Ohio has long been noted as the home of many auctioneers who have become widely known for their services as auctioneers. Our readers will find news from Ohio in



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THE AUCTIONEER

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this issue, reporting the Annual Meeting, held January 12 and 13.

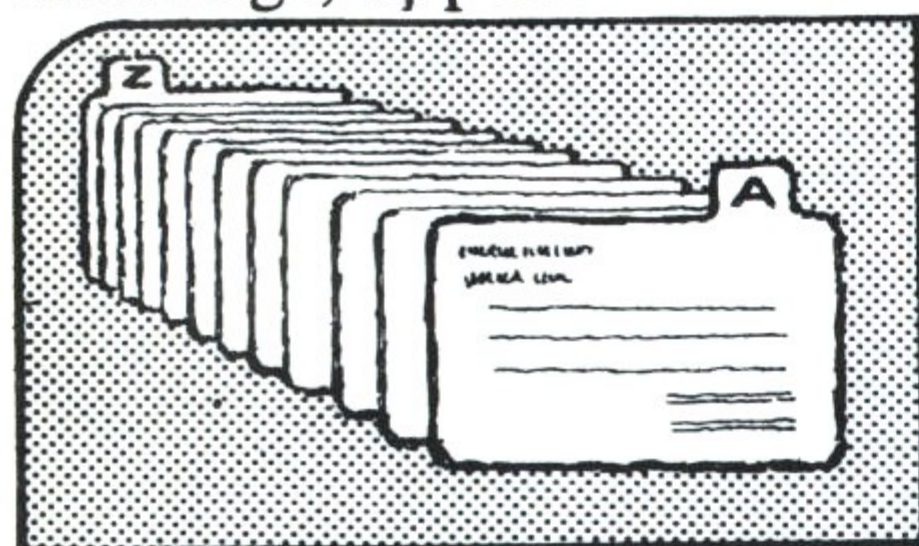
As we are now well into the first three months of this New Year we note much unrest in our war problems plus riots and strikes in our home boundaries. This year we hope much can be done to get more of these problems settled. The demands are heavy on all fronts causing higher prices. Some politicians call it prosperity but that is not my version. This writer calls it a situation that has made us all money handlers with very little left for the prosperity pot.

We see in the NAA Ladies Auxiliary Page how well it is supported each month. If we note closely, they make it a must that one of their members makes a contribution each month. This is a cue for our State Associations. Why not, in our meetings, appoint and see that one of our

members take a certain month of each year to unload his viewpoints and news of his state in public sale activity? There is no question in my mind that any one of our State Associations can dig up for the year twelve auctioneers who, for one month, could supply a column that would be "hot stuff."

It has been interesting to note that we are finding more and more auctioneers among our membership with years of experience and know-how who are becoming interested in their state associations. We are seeing more states with their own organizations and it must be a great satisfaction to the older members to see that their efforts of the last 20 years are paying off.

For a united association, the National Auctioneers Association, let's make our efforts compare to our motto, "IN UNITY THERE IS STRENGTH."



Membership

Memberships Processed January 16 through February 15

Edward Krock, Massachusetts
T. Lynn Davis, Georgia
Herman F. Welch, Illinois
Robert Eby, Ohio
Orlin Cordes, Minnesota
Milo Fodness, Minnesota
Joseph Jay Maas, Minnesota
William J. Stanton, Michigan
William E. Hanzel, Illinois
Carl Ronnow, Illinois
L. Oard Sitter, Illinois
Lowell B. Raber, Illinois
Theodore J. Kues, Illinois
Jim Clingan, Illinois
Lawrence Vogel, Indiana
David A. Norton, Michigan
Edward J. Kaye, Michigan
Edgar Adams, New Jersey

G. A. Pickworth, Ohio
Richard Silvers, Ohio
George P. Pechilis, South Carolina
Donald A. Florea, Ohio
G. G. Finnell, Florida
Carl W. Busby, Illinois
Raymond Brachfeld, New York
Robert L. Heaverlo, Washington
William Heaverlo, Washington
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Tom Gilliland, Illinois
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Joe Perlich, Alberta
James R. Heater, Florida
William E. Ransom, New York
James A. Strange, Florida
Harold R. Herman, Missouri
Howard Parrish, Ohio
Anton Buschjost, Missouri
Guy Jageman, Missouri

Dale Miller, Arizona
 Jim Messersmith, Idaho
 Bernard J. Wehinger, California
 *Carl Allen, Michigan
 *Gil Morgan, Michigan
 *Amos S. Bontrager, Michigan
 Edward N. Flynn, Illinois
 Ray Holloway, California
 *David Gillentine, Jr., Mississippi
 *Jimmie Sartain, Mississippi
 A. A. "Jack" Alford, Mississippi
 Peter M. Barhonovich, Mississippi
 Toxey T. Fortinberry, Mississippi
 S. E. Gelvin, Mississippi
 Joe E. Gilbert, Sr., Mississippi
 J. L. Henderson, Mississippi
 Howard Reed, Sr., Mississippi
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 Charles E. Smith, Mississippi
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Mrs. Leona Drake displays Medal awarded to her at the 1967 National Convention.

"I thank the associations and each auctioneer for this honor." I trust the many auctioneers who have come under my influence are living proof that I am worthy of this honor. Not being an auctioneer, myself, this award can be justified only if these auctioneers have and are making a lasting favorable and honorable contribution to the auction profession. "I am proud of many who have done and are doing a commendable job. Actions speak louder than words. Let's have action!"

MRS. LEONA DRAKE

Howard Shults, Colorado
 Troil Welton, Colorado
 Lyle Woodward, Colorado
 Howard Roland, Colorado
 Fred Ramaker, Colorado
 *Elbert W. Rundell, Colorado
 Bob Beck, Colorado
 Jack T. Dunn, Jr., Colorado
 Travis Mimms, Colorado
 Byron E. Mangan, Colorado
 J. Lee Sears, Colorado
 Gail K. Kats, Colorado
 Barry Hobson, Colorado
 Charlie O. Wolfe, South Carolina
 Dwight Knollenberg, Illinois
 Marshall W. Lashway, New York
 J. C. Dyer, Arkansas
 Ted Mounts, Ohio
 *Donald E. Cox, North Carolina
 *Robert L. Kiser, North Carolina
 Jim M. Merrigan, Missouri

Anthony J. DiBenio, New York
Robert Payne, New Mexico
Gene Slagle, Ohio

*Robert L. Selmon, Ohio
Edward H. Ahrens, Illinois
Clarence L. Marshall, Virginia
William E. Hosey, Indiana

*Paul R. Alford, Oklahoma
R. E. A. Gray, Australia
Sam D. Hutchins, Indiana
J. H. Shell, Missouri

*Arthur L. Bunnell, Texas

*Preston Bunnell, Texas
Donn Phillips, Iowa
Ed Beecher, Iowa
Bob Mallinger, Iowa

*John A. DeGroot, Iowa
Howard W. Vos, Iowa
J. L. Kachler, Kentucky
Walter J. Fritts, Kentucky
Julius A. Wise, Kentucky
J. H. Barnard, Jr., Kentucky
Charles H. Switzer, Kentucky
Howard Staton, Kentucky
Cecil Johnson, Kentucky
Joel Sullivan, Kentucky
C. W. Morrow, Kentucky
Edwin Freeman, Kentucky
Norman Hudson, Kentucky
Wallace McCord, Kentucky
Edward Maupin, Kentucky
W. H. Owens, Kentucky
Ben Miller Osborne, Kentucky
Manuel C. Staton, Kentucky
Henry L. Hodges, Kentucky
Richard W. Hargan, Kentucky
W. C. Ledford, Kentucky
Donald Cady, Kentucky
Paul Noel, Kentucky
C. Roger Lewis, Kentucky
Aleck Gribbins, Jr., Kentucky
J. T. Albritton, Kentucky
Robert Cowherd, Kentucky
Wayne Kessler, Kentucky

*R. M. Heberlein, Colorado

*Morris G. Gardner, Montana

*Alvin B. Cohen, New Jersey
Steve Steinmetz, Ohio
Byron Rogers, Kentucky

*Phyllis A. Ham, Kentucky
William D. James, Kentucky
Cliff McCarville, Iowa
Terry Dunning, Illinois

*R. I. "Razor" Crosman, Maine
Duane Campbell, Ohio
Charles L. Alber, Arizona
Myron Berman, Massachusetts
Joe D. Beck, South Dakota

*Albert J. Metter, South Dakota
Robert Ruggles, Ohio
Gene Klinect, Ohio
Joseph Finn, Massachusetts
K. L. Espensen, Texas
Herb Fox, Florida
Pete Younger, Missouri
Ernie Davis, New York
Robert S. Michael, West Virginia
Dub Bryant, Texas
Leslie L. Lucas, Georgia
Earl Thies, Iowa
Charles D. Garrison, New York
John P. Kachmar, New Jersey
James R. Buderus, California
Gynelle M. Jones, Ohio

*James L. Thompson, Oklahoma
Richard Byer, Ohio
Gordon Ewin, Nebraska
Charles D. Roop, Maryland
Elwyn Bentley, Michigan

*James Glen Cravens, Illinois

*George Michael Cravens, Illinois
G. L. Sparling, Illinois
Ed Lawless, Illinois
John S. Baldwin, Kentucky
J. Russell Beams, Kentucky
Paul Wilkerson, Kentucky
Franklin J. Wilkerson, Kentucky
George Scott, Jr., Kentucky
J. O. Briggs, Kentucky
Melvin Conley, Kentucky
Stanley Fritz, Kentucky

Harold Cox, Kentucky
 J. C. Reed, Kentucky
 Charles Shelton, Kentucky
 C. M. Carter, Sr., Kentucky
 J. C. Carter, Kentucky
 O. M. Faust, Kentucky
 Paul Herron, Jr., Kentucky
 Hazel Brooks, Kentucky
 John Patton, Jr., Kentucky
 Billy Kachler, Kentucky
 *James M. Pettus, North Carolina
 Cecil Abernathy, Oklahoma
 *Dale D. Nelson, Nebraska
 Joe P. McGill, Nebraska
 Clinton Garner, North Carolina
 H. E. Harden, North Carolina
 Richard M. Sears, Iowa
 Bart Bielenberg, Iowa
 Pat Forristal, Iowa
 James J. McGuire, Iowa
 Ed Vierheller, Oklahoma
 Darrel Thedford, Oklahoma
 George Pigue, California
 *John L. Shoffner, Tennessee
 *Ernest Tuberville, Tennessee
 *Thurman L. Oakley, Tennessee
 *Mildred A. Sivers, New York
 *Theodore C. Sivers, New York
 A. L. King Solomon, Florida
 James E. Bridgman, North Carolina
 Marvin Rogness, Iowa
 Lloyd Laughery, Iowa
 James L. Smith, Iowa
 Leo R. Kramper, Illinois
 J. C. Harper, Jr., Texas
 Edwin Kenedy, Texas
 Keith C. Brown, Colorado
 Glenn T. Powers, Iowa
 *Ira Norman Johnson, Arkansas
 *Red R. Dodson, Missouri
 *Pamela Moore, New York
 C. B. Charles, New York
 Freeman F. Glenn, Michigan
 John R. Bell, Michigan
 C. Ray Minton, Indiana

J. A. McGinnis, Oklahoma
 John W. Wilson, Texas
 *R. L. Nelson, Jr., Texas
 C. R. Tomlinson, Texas
 Howard "Frog" Adams, Texas
 L. F. Wessel, Iowa
 Wayne Stewart, Iowa
 Arnold H. Hexom, Iowa
 Loren Albrecht, Iowa
 Roy B. Johnson, Iowa
 C. E. Schreiger, Kentucky
 Jim Stevens, Tennessee
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 Elbert J. Smith, Kentucky
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 D. L. McDavid, Kentucky
 Arthur Everman, Kentucky
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Something New for Auctioneers'

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Hugh B. Standiford, Kentucky
Fraisur Reesor, Kentucky
A. T. Rose, Kentucky
Rex Proffitt, Kentucky

(*indicates a new member)

NOTE: Horace Woodburn was erroneously listed in this column last month as being from Arizona. He is actually a resident of New Mexico.

Hotel Auction Revives Memories of Earlier Era

ST. CLAIR—The old Cadillac Hotel reverberated with its swan song, creaking loudly with the traffic of those who came to see the stripping of her interior to the tuneless monologue of the auctioneer.

"It's the end of an era," said a customer in the hotel's bar which operated until the furniture was sold from under the patrons.

"Buy a chair and sit down," suggested another.

The back bar had just been sold to Jim Jowett, owner of Little Dodge City who plans to use the 30 feet of mirrors and wood in one of his western "saloons".

"I wish I could move the whole place," said Jowett, "it'd be a perfect western-type hotel."

Van Poouderoyen, a resident of the hotel off and on for the past 20 years told how ownership had changed hands seven times during that period.

Max Johns, a resident of St. Clair who was born in a house right behind the building, could remember the hotel's better days at the early part of the century.

"It had a huge dining room," said Mr. Johns, "and it had the world's greatest cook. We were just kids then and we called her Ella Cadillac because we didn't know her last name. She gave us cookies and handouts all the time."

Mr. Johns recalled the handy man, Charles Herrington, who also worked at

the hotel at the time. "Everybody called him Cadillac Charlie. When he died, they even put it on his tombstone."

Justin Munger, a former resident of a house just south of the hotel, also remembers the culinary achievements of Ella. "People came on the old Detroit Interurban just to dine at the Cadillac. The tracks ran right in front of it and the station was across the street. Ella was there a long time, until about 1920," Mr. Munger said.

He added that the hotel raised cows for milk and cream under the managership of Jack Adams, a hearty fellow who swam in the St. Clair River every day, winter and summer. It was Mr. Adam's sister, Mrs. Sally Barber, who, with Ella's help, gave the hotel its best years, Mr. Munger said.

The condition of the building in 1968 is a long way from those "better" years. No great regret accompanies its demise. For city authorities, there is the relief that a potential hazard will be disposed of. For Urban Renewal, there is progress and for the owner, there is the hope of beginning anew in the hotel business.

Dakota Ranch Auction Realizes \$188,400

BOWMAN, N.D.—One of the largest tracts of deeded land ever to be offered in the Dakotas at public auction was sold here February 16.

The 6,280 acre David M. Hovland ranch was sold at auction for \$188,400.00 in one unit to Harold Brooks of Bowman, N. D. Mr. Brooks did the bidding, representing himself and several neighbors who had pooled their resources to buy this large tract of grass on the edge of the edge of the North Dakota Badlands.

Bidding was not very active throughout the morning when the ranch was offered in tracts ranging in size from 720 down to 240 acres. Prices ranged from \$12.00 on up to \$31.00 per acre, with a final average on the complete acreage of \$17.36 per acre.

Bidding was very active in the sale



Proving that auctioneers and their families can enjoy fellowship with one another are the above pictures, taken at the Christmas Party of the Western Chapter of the Pennsylvania Auctioneers Association.

beginning at 2:00 p.m. on the complete ranch. A full house was on hand at the Home Base Auction Market to watch and participate in the sale. Auctioneer Bob Penfield opened the bidding at \$17.36 and asked for \$18.00. From there it went on up by \$1 bids to the final bid of \$30.00 and was sold at about 2:20 p.m.

Final owners (represented by the bidder, Harold Brooks) were Howard Merz, Oscar Weisz, Joel Swenson, Nick Hendry, all of Rhame, N. D., Henry Bradac, of Marmarth, N. D., and Harold Brooks and Sons of Rhame and Bowman, N. D.

The sale was arranged and conducted by the Penfield Auction Service of Bowman, N. D. and Lemmon, S. D.

Yorkshire Boar Sells At \$5,100 in Auction

Pennsylvania State University sold a boar for \$5,100 to top the Annual Yorkshire Type Conference Sale, recently. Next high boar in the auction was the reserve champion, bringing \$1,900.

The 47 boars averaged \$517, 20 bred gilts averaged \$257, 41 open gilts averaged \$186, and 7 pairs brought \$161 per gilt. The 115 head totalled \$39,355 for a \$352 per head average.

† † † †

Old friends wear well—if they aren't used too often.

James Liechty Taken Suddenly By Death

James E. Liechty passed away at his home in Berne, Ind., February 16. His death was sudden and unexpected.

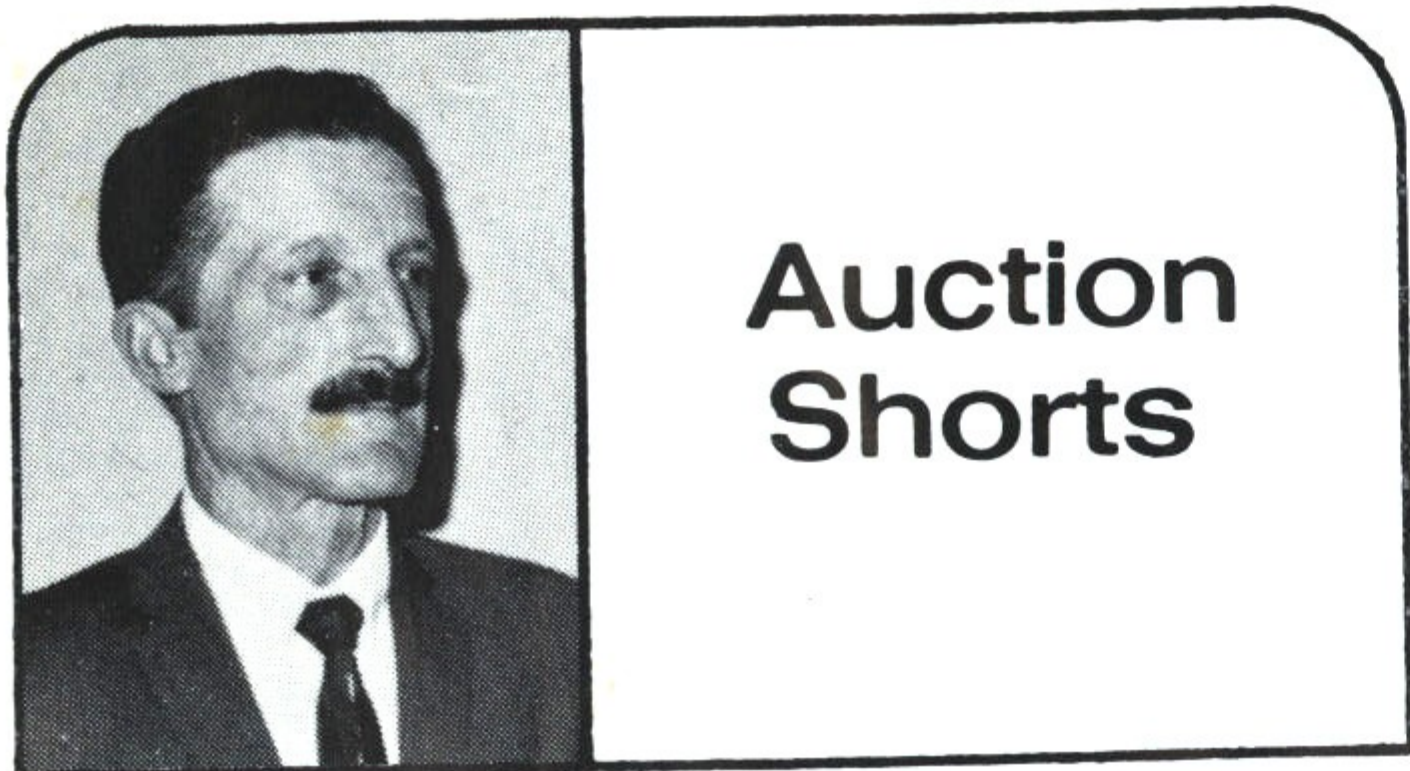
Liechty held a Life Membership in the National Auctioneers Association and had been a very active member of the Indiana Auctioneers Association for many years, was President of that organization in 1958, has served on numerous committees and only a year ago was Chairman of the Legislative Committee whose project was the successful sponsorship of the Indiana Auctioneers Licensing Law. In January, Liechty was the guest speaker at the Pennsylvania Auctioneers State Convention.

He was very active in the Mennonite Church in Berne, as well as in other civic activities. During the past 20 years he had specialized in selling wholesale auto auctions and had sold at many different Auto Auctions in Indiana and adjoining states.

Survivors include his widow, Carol, and three sons.

† † † †

A gauge of success is not whether you have a tough problem to solve, but whether it's the same problem you had last year.



Auction Shorts

The Holiday Inn at Grand Island, Nebraska, was the meeting place for the Board of Directors, of the Nebraska Auctioneers Association, on Sunday, February 4th.

The meeting was an enthusiastic event. Plans for the 1968 State Convention, which is to be held Sunday, May 5th, were discussed and arranged. Indications are that we can look forward to an exciting Convention. It will be held in North Platte, Nebraska.

Some time was spent in discussing the problems encountered in connection with our first year of sales tax here in Nebraska.

Col. Dean Fleming reported on the results of the float that was sponsored by the Nebraska Auctioneers Association and entered in parades throughout the state during our Centennial Year of 1967. He also reported briefly on some of the problems and plans of the National Auctioneers Association.

Friday, January 12, 1968, was the day for a new experience for us in our town. On this date, we offered at Public Auction, what is known as the Air Vista Sub-Division. It consisted of 5 Blocks with 5 to 15 Lots per Block. It was offered in Blocks, combination of Blocks and as one unit. Results were very satisfactory. The highest price was reached by selling in combination of Blocks to 3 different people.

He who serves the best, profits the most.

Henry Buss
Columbus, Nebraska

† † † †

When you want to test your strength,
just try to lift a mortgage.

Kentucky Auctioneers To Meet April 7-8

Sunday and Monday, April 7-8, auctioneers from throughout Kentucky will gather at the Sheraton Hotel in Louisville, for the Annual Convention of the Kentucky Auctioneers Association. A full program of business and pleasure will be ready for those who attend.

Annual Banquet of the organization will be Sunday evening. Other Sunday features include a Talent Show and a Fun Auction.

Most of the business sessions will be held on Monday, including the election of officers and directors.

Twelve Kentucky auctioneers, interested in promoting attendance at the meeting, have donated \$300 to be used as cash door prizes. Some one will be awarded \$100 for putting in his appearance and another \$50. There will be six other prizes of \$25 each.

Every auctioneer in the State of Kentucky should make a special effort to attend this meeting which is planned for the improvement of the auction profession.

Current President of the Kentucky group is Col. Wayne Kessler, Campbells-ville, while Col. Walter J. Fritts, Mt. Sterling, is service as Vice President.

Colorado Man Dies

Jack R. Ross, operator of one of the oldest auction houses in Colorado, died in December of a heart attack. He was 53 years old.

Mr. Ross operated the Ross Auction, Inc., at Colorado Springs. The business was established by his father in 1921. Ross was widely known in Colorado and was a graduate of the University of Denver.

† † † †

All men are born free and equal,
but most of them get married!



Evidently the old adage, "a picture is worth a thousand words", is true. Our orders for Auctioneer Hats and Blazer has picked up over 100%. Five Auctioneers in this area have joined both the Auctioneers Association of North Carolina and the National Association just so they could buy the Blazer and the Instant Billboards with the National Emblem displayed thereon. Those of you that are still reluctant to go along with these items should see with your own eyes what they are like. As we have stated in the past, anything you purchase from us must be completely to your satisfaction or your money will be refunded. Of all the many hats we have shipped, I have had only one returned for a refund—he did not think the brim was wide enough.

The picture on the following two pages shows me, in the Scarlet Blazer, and our bookkeeper, John Hargrove in the Old Gold Blazer, both of us are wearing summer hats. My brother, Plato, is shown in the Navy Blazer, and our associate, David Kelly, in the Columbia Blue, both of them are wearing felt Hats. The picture was taken in front of our office with no special lightening nor by a professional photographer. We receive lots of nice compliments at our sales because of the way we dress. You can too!!

Boys, we are only 1½ miles northwest of Interstate 85 on N. C. Highway 16 (Belhaven Blvd.), and if you are ever in our part of the country, drop in and see us, you are always welcome. Quite a few of the fellows have already visited us. Col. Riley from Norman, Oklahoma, stopped by to see us last month. I receive quite a few orders by phone, so you will please note I have added my phone number in my address.

See January issue for ordering instructions or write directly to me. If any of you fellows need or want anything you think we should add to the line that could be used by all our members, tell me what it is and I will see what can be done. We plan to add several more items in the near future.

The "Auctioneer" Hats \$11.95 plus 4% * sales tax
The "Auctioneer" Blazers \$35.00 plus 4% * sales tax

The Blazer is also available with the National Association of Real Estate Boards Emblem.

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See preceding and following
pages for ordering information.

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This attractive EMBOSSED SIGN is your answer to the age-old problem of how to advertise your business on your personal car without applying a permanent sign to your car door. Held in place by thousands of gripping magnets imbedded in special backing, this sign will not scratch or marr the surface of your car door in any way, and can be put in place and removed in a matter of seconds.

Since our ad appeared in the January issue, we have heard from many of you who have tried these signs, including our own Bernie Hart who said, "The signs are even more attractive than I expected".

We are offering the following sizes — one for cars and one for trucks — in red and black colors (see preceding page for color illustration):

CARS — 8" x 20"

**1 SET(2)—\$22.00 @ \$11.00 each—2 SETS(4)—\$40.00 @ \$10.00 each
6 SETS(12)—\$108.00 @ \$9.00 each**

TRUCKS—16" x 20"

**1 SET(2)—\$30.00 @ \$15.00 each—2 SETS(4)—\$56.00 @ \$14.00 each
6 SETS(12)—\$156.00 @ \$13.00 each**

When ordering send only typewritten copy (two lines), number of sets, and size. Also send full amount plus 4% sales tax, and we will ship postage paid. Shipment will be made within 10 days from receipt of order.

For you fellows who are both auctioneers and realtors, this same sign is available with the National Association of Real Estate Boards emblem.

COLONEL W. CRAIG LAWING

5521 Belhaven Blvd. — Charlotte, N. C. 28214



Ernie Niemeyer, Lowell, Ind., has formally announced his candidacy for a seat in the United States House of Representatives, from Indiana's 2nd Congressional District. Niemeyer is a former Director of the National Auctioneers Association and held a similar post in the Livestock Auction Markets Association. He is also a past President of the Indiana Auctioneers Association. He is shown above with Mrs. Niemeyer and their three children.

Parke - Bernet Auctions

Parke-Bernet Galleries, New York City have the following auctions listed for the month of March:

- March 6 Manuscripts and Rare Books
- March 7 Modern Paintings
- March 8 European 18th Century Pottery and Porcelain
- March 9 English and Continental Furniture and Decorations
- March 12 The Distinguished Library of the Late Oscar Carbone, of Buenos Aires
- March 13 Judaica
- March 14 American Nineteenth and Twentieth Century Paintings
- March 15 Objects of Vertu
- March 16 English and Continental Furniture and Decorations

- March 19 Americana
- March 20 Antiquities
- March 21 Jewelry
- March 22 Oriental Art
- March 23 English Furniture and Decorations

NOTICE

Starting March 15 the Knotts School of Auctioneering will conduct a series of evening classes at MORRIS HARVER COLLEGE in Charleston, W. Va.

For information, write:

Col. R. E. Knotts
1163 Second Avenue
Gallipolis, Ohio

Weekly Auction Finds Buyers For the Unusual

BEEVILLE, TEXAS—"Here's an old trunk with its own built-in inlet and outlet. A hole in the bottom, a hole in the top, who'll give a half?"

Nobody. But a two-bit offer started the regular Friday night auction at the Trading Post of odds and ends, of brass buttons of the bucket full, of locks and keys, of puppy dogs and a second-hand casket.

The trunk and the buttons and the pups and several dozen other items, including a "three speed fan, all slow," were struck off to the highest bidder. Not the casket. None of the 140 prospective buyers showed any interest in "Paying Now and Going Later" in spite of promises it would be altered to fit.

This was the second time around for the casket, shipped to Beeville freight collect as a practical joke on a local resident. The local resident saw no humor in the prank and refused delivery. It was sold for charges. On its first offering several months ago, a local rancher thought it worth \$50 as a conversation - provoking flower planter. His enthusiasm was not shared by his spouse.

It failed to excite interest at the recent auction with a \$50 minimum, but the casket found a home the following day when Homer Easterwood of Sinton, a collector of antique carriages, purchased it to outfit his second-hand, horse-drawn hearse.

The auction was started five years ago by Raymond Eissler, owner of the Trading Post. It has never missed a Friday night since. Practically all the items sold are brought in by owners and range from household furniture and appliances in good condition down to rejects from a junk heap.

Eissler said Navy personnel being transferred from Chase Field at Beeville often send their furniture, appliances and other household goods out to the auction rather than ship them to a new station.

"This gives our auction an international flavor," Eissler said, "inasmuch as our Navy friends send out items purchased all over the world."

"Big man leaving on a small plane," was the explanation used last week for the resale of a Timex watch and cigarette lighter. They finally sold at a higher price than the original cost of the watch.

Another steady supply of auction items is from the settling of estates and the auction of articles heirs do not desire to keep.

Any item sold on warranty of good condition will be redeemed at its purchase price up to 10 a.m. of the following day. Those needing repair are described honestly when put on the auction block. Last week a broken clock was offered, and, coupled with it was a small stool to sit on while making the needed repairs.

Puppies and kittens, sold singly, go to the first bidder at a standard 25-cent price tag. Other items inch up by nickel, dime and 25-cent stages. Half and dollar raises are the exception. After all, no one's in a hurry to get it over with.

Many come to the auction, not to buy, but for the entertainment it affords. You never know what's coming up next. Equally surprising are some of the tales woven by the auctioneers concerning the origin and history of "this little jewel."

As Eissler said in selling a small pot plant, finally labeled as a rain tree after considerable discussion, "Won't you give two bits for the tree and a dollar for the story?"

(Submitted by: Col. Howard "Frog" Adams, Corpus Christi, Texas.)

Auctions - The Place To Buy and Sell

Additional proof that auctions are a good place to buy as well as to sell took place during the National Western Livestock Show at Denver, in January.

Randy Helms, a 17 year old 4-H mem-

ber from Holbrook, Nebr., paid \$46 for a day old calf at a local livestock auction market. In January he sold that same calf, then a 1,050 pound steer, AT AUCTION, for \$10.35 per pound or a total figure that showed a return on his investment of 23,525%.

Chief reasons the steer sold so well the second time is that he had been crowned Champion over all breeds at the big Denver Show - and he was sold via the competitive bidding method. The fact that the steer was purchased originally at a livestock auction market is proof that this is a good place to buy the right kind - and probably that day the seller thought \$46 was a pretty good price for a day old calf - and where, except at an auction, would he have brought so much?

FOR SALE

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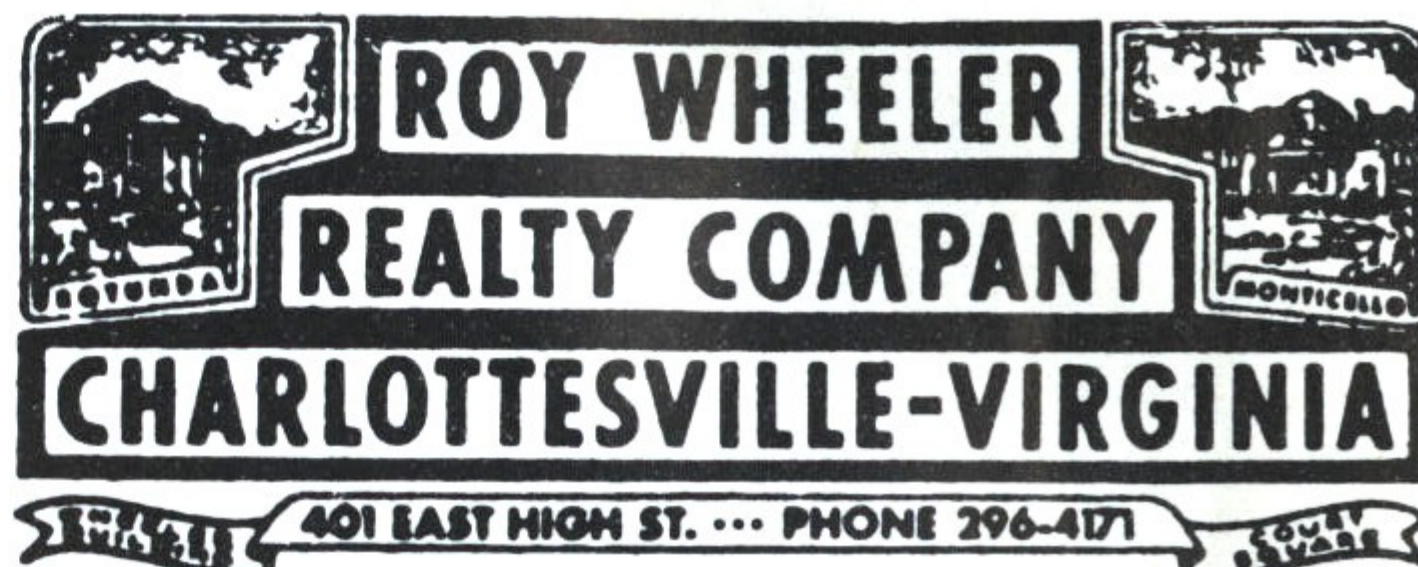
A major packer recently instructed its cattle buyers to "Buy every Red Poll you can get your hands on." As an auctioneer selling cattle, would you like to know why? Write

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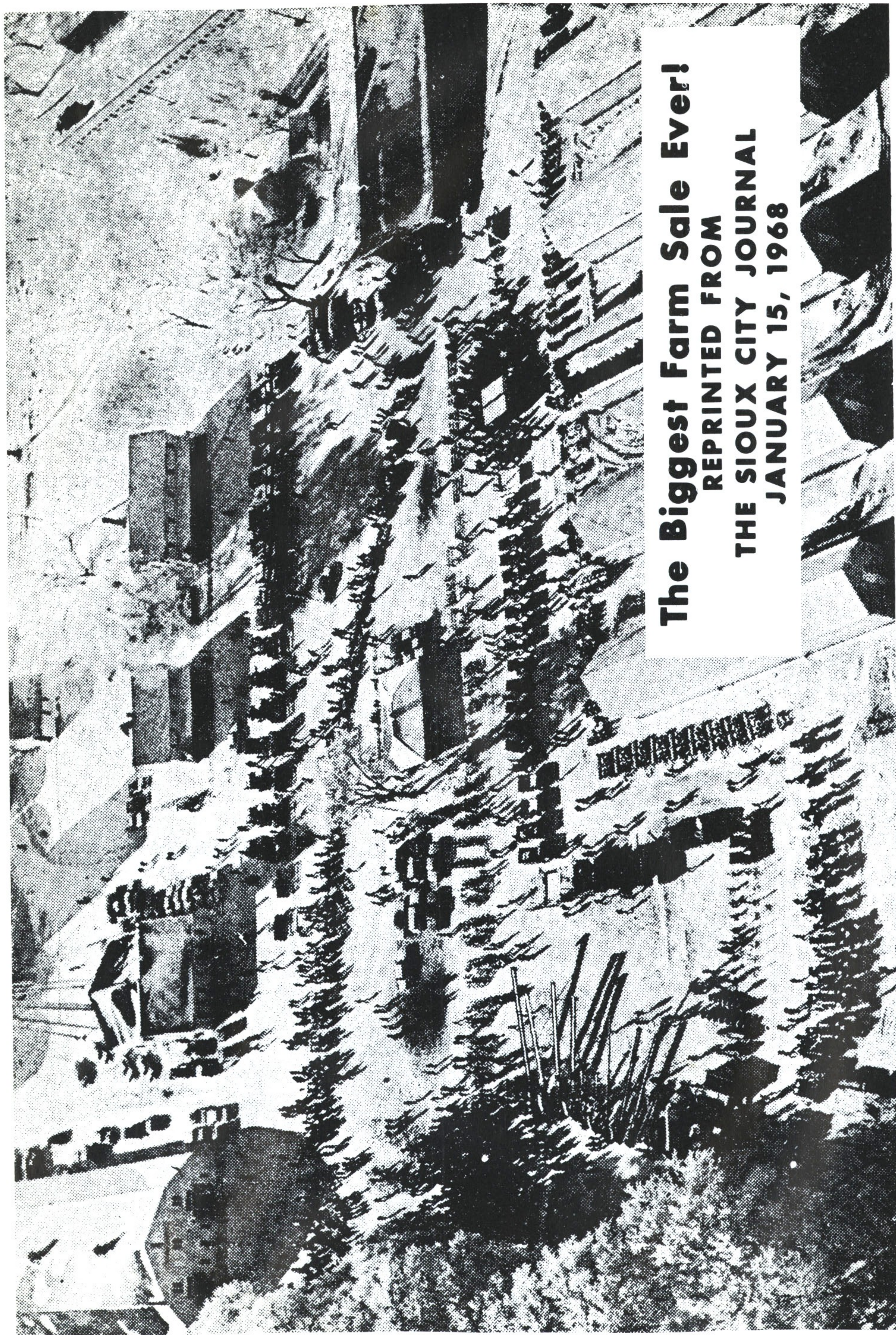
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JANUARY 15, 1968

LAKIN RANCH

Charles E. Lakin, Owner
ODEBOLT, IOWA 51458

PHONES:

ODEBOLT 712 668-4297
EMERSON 712 824-7221

February 17, 1968

Hagel Auction Co., Inc.
4210 North Elmwood
Kansas City, Missouri 64117

ATTENTION: William Hagel

Dear Bill:

I have been intending to write you ever since I had the sale here at Lakin Ranch last January 15, but I was gone for awhile and have been quite busy since I got back. I would like to compliment you and thank you for the efficient and competent manner in which you handled my sale. I imagine this is one of your larger sales since there were over 5000 in attendance and over 3000 registered buyers. When I first contacted you telling you that I was going to auction off my farm equipment, you promptly drove up to see me at my ranch and outlined the program that you had for advertising, placing of signs, lining up machinery and any other planning that would be necessary in any sort of an auction. You also outlined the advertising you would do and gave me a projected cost for amounts you would anticipate spending for advertising should you handle my sale. I didn't give you an answer then but told you I would contact you. You told me some dealers to contact that you had held sales for year after year. Unbeknowns to you, I had done this before I had ever contacted you and had received praise for you and your organization in the way that you handle sales. After I went ahead and signed the sale contract with you, you proceeded with your advertising, keeping me advised by copies of your letters to newspapers. You had men come up preceding the sale several days to stay with us and help us line our machinery in an orderly manner so that it would look good and expedite the sale once it started. You then cataloged all of the items giving each of them a number and listing them in a catalog which was furnished each registered bidder on the day of the sale. Everybody that looked at the line of equipment preceding the sale could not visualize how we could sell \$500,000.00 worth of farm implements including many, many miscellaneous small items and start at 10 o'clock a.m. and get finished in one day. You stated that we could do this and I felt that we could too. The sale started, the bidders were registering in at your camper, and everything continued to run what I thought was quite smooth for the balance of the day. You were finished by 5 o'clock p.m. and the prices received by me were very good both, by my reasoning, and also it seemed to be the feeling by people at the sale and what I heard in the days following the sale. All of your helpers were the most courteous people that I have ever worked with. Even during the sale when things were moving fast and everybody was on edge, if there was some misunderstanding with a bidder your men handled it, smoothed it out, and did it all with finesse that comes only from experience in dealing with people.

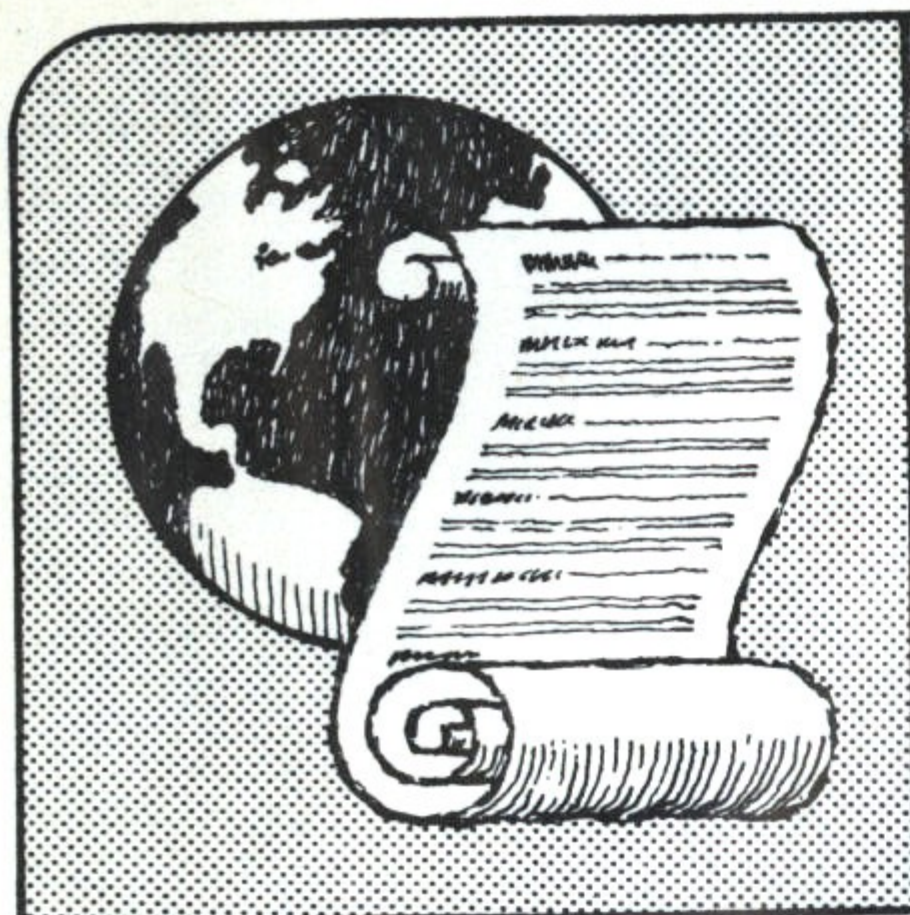
You may use this letter, if you like, as a testimonial. I simply want to say that if I ever hold another auction you will be the first and only one that I will contact to handle it. Thanks again for the fine association and I'm sure we will be able to do more business in the future.

Very truly yours,

Charles E. Lakin
Charles E. Lakin, Owner

LAKIN RANCH
Odebolt, Iowa 51458

CEL:dm



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

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

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Col. Ed T. Hyde—Talladega
Col. J. P. King—Gadsden
Col. Ronald L. Pankey—Horton
Col. M. S. Pennington—Huntsville
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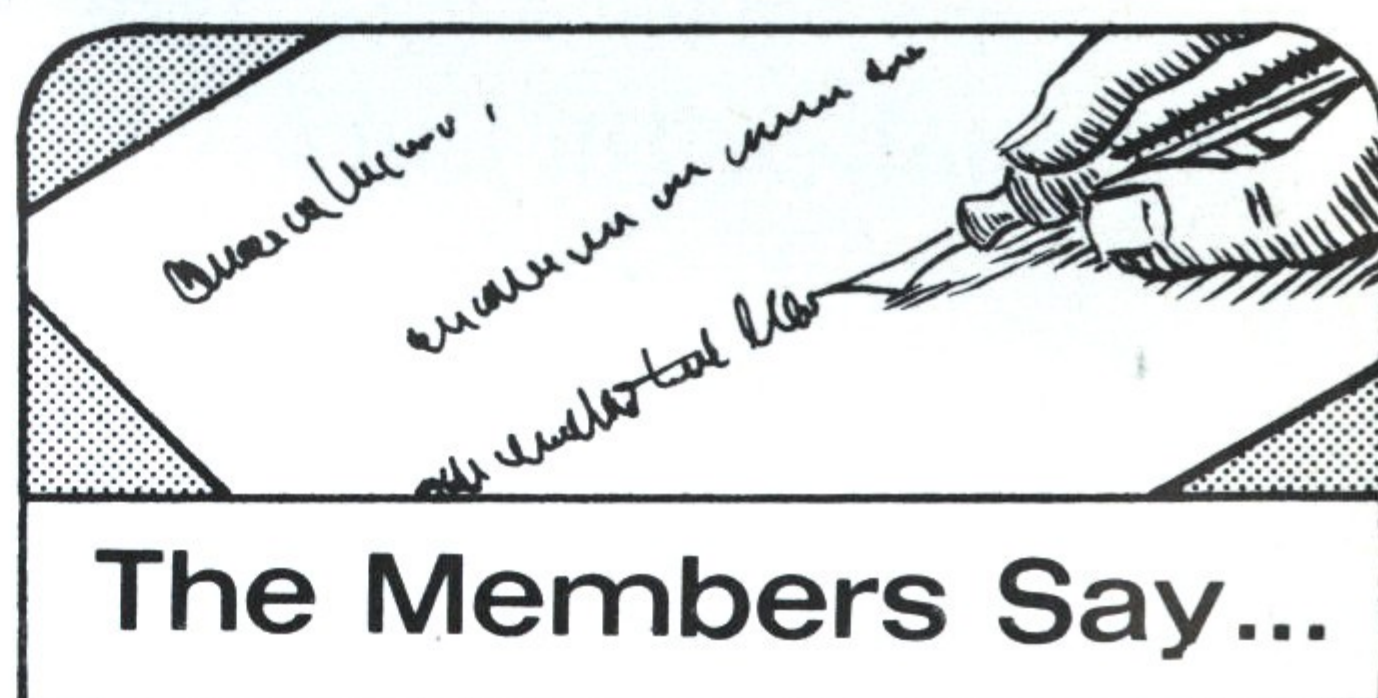
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Dear Bernie:

Enclosed, find check for dues and Booster Page, too. Also a story in our local paper I thought might be of interest to you.

Business has been terrific.

Yours sincerely,
 Freeman F. Glenn
 Port Huron, Michigan

Dear Mr. Hart:

Enclosed, please find check for \$10.00 for my dues.

Business has been slow these past months. Our locality, here in the Valley-Of-The-Sun, near Phoenix, Ariz., is very much affected by the miners' strike.

Will not complain; our gross was more than the previous year.

Sincerely,
 Charles L. Alber
 Mesa, Arizona

Dear Mr. Hart:

Am enclosing an article telling about the most unusual item I've ever auctioned. I've wanted to send it for some time but hadn't gotten around to it until now. I believe I offered it (the item) on the lay-away plan.

I don't auctioneer at Beeville as a rule, was just helping out. I have my own auction service here in Corpus with my partner, George Clower - Adams and Clower Auction Service.

Sure do look forward to "The Auctioneer" each month and enjoy it from cover to cover.

Sincerely,
Howard "Frog" Adams
Corpus Christi, Texas

Mistaken Identity

A woman walked into a bar with a duck under her arm. The local drunk saw her and asked: "Say there, where are you going with that pig?"

"That's not a pig, stupid," she said coldly. "That's a duck."

Replied the drunk, "I was talking to the duck."

Carman Potter Shows Two Champion Durocs

Carman Y. Potter, Jacksonville, Ill., past President of the National Auctioneers Association (1960 - 1961) and breeder of Duroc swine, exhibited the Champion Boar and the Champion Gilt at the recent Southeastern Duroc Congress. The Congress was held at Dothan, Ala., January 7-9.

This was the first time in the history of the event that any one exhibitor has carried off both championship banners. Potter's Champion Boar sold in the auction, held in connection with the show, for \$2,750. His Champion Gilt brought \$1,000.

The sale set several breed records including a \$4,500 selling price for an open gilt and a sale total of \$46,160, or

\$12,000 above the previous record. The 158 head sold brought an average price of \$302 per head.

Auctioneers in charge of the sale were two NAA members, Buddy McCullough, Chapel Hill, Tenn., and Howard Parrish, Edon, Ohio.

Auction Preparation An Important Factor

"Proper and complete preparation prior to sale day can make that day the easiest one in liquidating plants," says NAA member, Bill Podell, in a recent newspaper interview.



Auctioneer Bill Podell, Grand Rapids, Mich., conducting lumber firm liquidation sale.

This was the result of an auction of the Spears Lumber and Millwork Company in Grand Rapids, Mich., where some 850 lots were sold. Podell and his crew spent three weeks in grouping, counting, tagging and arranging. While this was in progress, advertising was prepared and distributed by various methods.

Podell, a former advertising man for the newspaper, attended the Reisch American School of Auctioneering in 1955. He started out in the profession by working

for other auctioneers but eventually established his own company and he specializes in commercial and industrial auctions.

He has learned that success comes from trust of both seller and buyer, the seller knowing that he will do everything toward making a successful sale and securing the top dollar and the buyer knowing that the merchandise is being properly represented.

Podell is married and has two daughters. He and his family live in Grand Rapids, in fact, Bill has spent all his 36 years there.

North Dakota Market Holds "Auction Week"

The town of Bowman, North Dakota, had a special week proclaimed by Bowman's Mayor Crocker as "Auction Week."

Home Base Auction Market kicked off the celebration with a buffalo dinner served by the Penfields. Bob Penfield and his father, Earl, have been in the auction business longer than most folks can remember. Bob's grandfather was one of the first auctioneers to start a livestock auction west of the Missouri River.

They really had a big turn-out opening day. Folks came from all directions to take on the free buffalo barbecue. A sale was scheduled for every day in the week, selling everything from cattle, hogs and horses, to cars and sheep. Buyers were on hand from several states to bid on the offerings.

Wyoming Livestock Yard To Be Rebuilt

RIVERTON, WYO.—Melvin Fausett, owner of the Riverton Livestock Commission Co., has announced that the facility which burned January 7 will be rebuilt as soon as insurance claims are settled.

The yard was partially covered by insurance and preliminary reports indicated the loss would exceed \$100,000.

● IN UNITY THERE IS STRENGTH



The man who works like a horse rarely makes an ass of himself.



AUCTIONEER INFO GUIDE

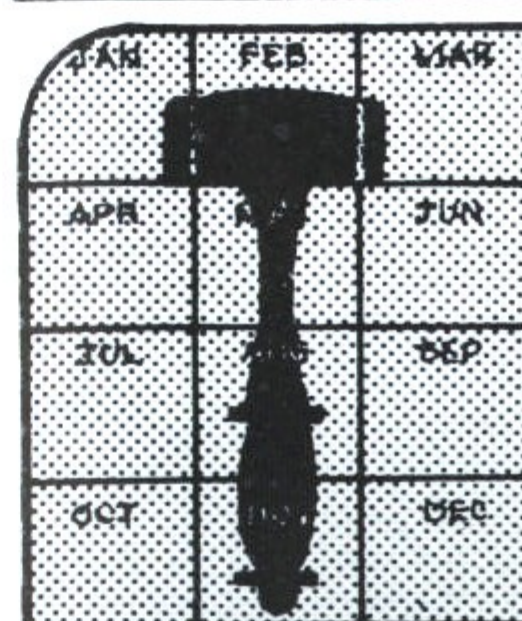
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Convention Dates

- April 5-6-7—North Dakota Auctioneers Association, Fargo Built Mor Motel, Fargo
- April 6-7—Illinois State Auctioneers Association, Lincoln-Douglas Inn, Quincy
- April 7-8—Kentucky Auctioneers Association, Sheraton Hotel, Louisville
- May 4-5—Missouri State Auctioneers Association, Central Missouri Livestock Market, Mexico, Mo.
- May 4-5—Oklahoma State Auctioneers Association, Ramada Inn, Oklahoma City
- May 5—Nebraska Auctioneers Association, North Platte
- June 9-10—Tennessee Auctioneers Convention, Riverside Motor Lodge, Gatlinburg, Tenn.
- July 11-12-13—National Auctioneers Association, Sheraton-Oklahoma Hotel, Oklahoma City
- July 27-28—Mississippi Auctioneers Association, Cleveland, Miss.
- December 7-8—Virginia Auctioneers Association, Natural Bridge Motel, Natural Bridge



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The Lighter Side...

L P

The little girl was lying on her back in the middle of the floor, singing at the top of her voice, as her mother went from one room to another.

A short while later, Mother came past again, noting that the child was now on her stomach but still singing.

"Playing a game, honey?" she asked.

"Yes," came the serious reply. "I'm a record and I just turned myself over."



Memories

The big game hunter was giving an elaborate account of his most recent confrontation with a big grizzly bear.

"I tell you," he said, "I could see my whole life passing before me as that grizzly lunged for me."

A fellow in the back spoke up. "Say, did you happen to see me loaning you that \$50 last summer?"



Problem Solved

The teen-age girl had just started her first job in a bakery. After the first week, her mother asked how she was getting on.

"Awful," she replied, "They asked me to take stock of all the pies that were left, and I just couldn't spell meringue."

"What did you do?" asked her mother.

"Well, there were only two left, so I ate them."

Problems

"Man, am I scared," a friend confided to his pal at the bar. "I just got a card from a guy saying that he'd shoot me if I didn't stay away from his wife."

"Well, stay away from his wife and you've got no problem," advises his pal.

"How can I?" he lamented "He didn't sign his name."



This Changing World

A woman thought she spotted an acquaintance as she left the beauty parlor. She rushed over, grabbed her hand and said, "Why, Mary Brown, I haven't seen you in ages. What in the world have you done? You were short and dark-haired; now you're a blonde and much taller."

The other woman interrupted. "Look," she said, "my name isn't Mary Brown."

"Well, for goodness' sakes," came the reply. "So you've changed your name, too."



Alert

A state official died and at his funeral an office-seeker got the governor aside and asked if he could have the dead man's place.

"I have no objection," said the governor, "if the undertaker will agree."



No Risk?

Insurance agent: "Now that you are getting married I am sure you will want to take out some more insurance."

Prospective groom: "Oh, no, I don't think she'll be that dangerous."

Improvement

A parent drove proudly into a college town to visit his student son. He took the wrong turn and ended before the gates of the state hospital for the insane instead of the university.

"Is this the entrance to the college?" he asked the man loitering near the gate who was an inmate.

When the inmate shook his head and pointed to the state hospital plaque over the gate, the stranger said in a friendly way, "Oh, well, I don't suppose there is much difference between them."

"You're wrong again," said the inmate. "In this place you have to show improvement before you can get out."

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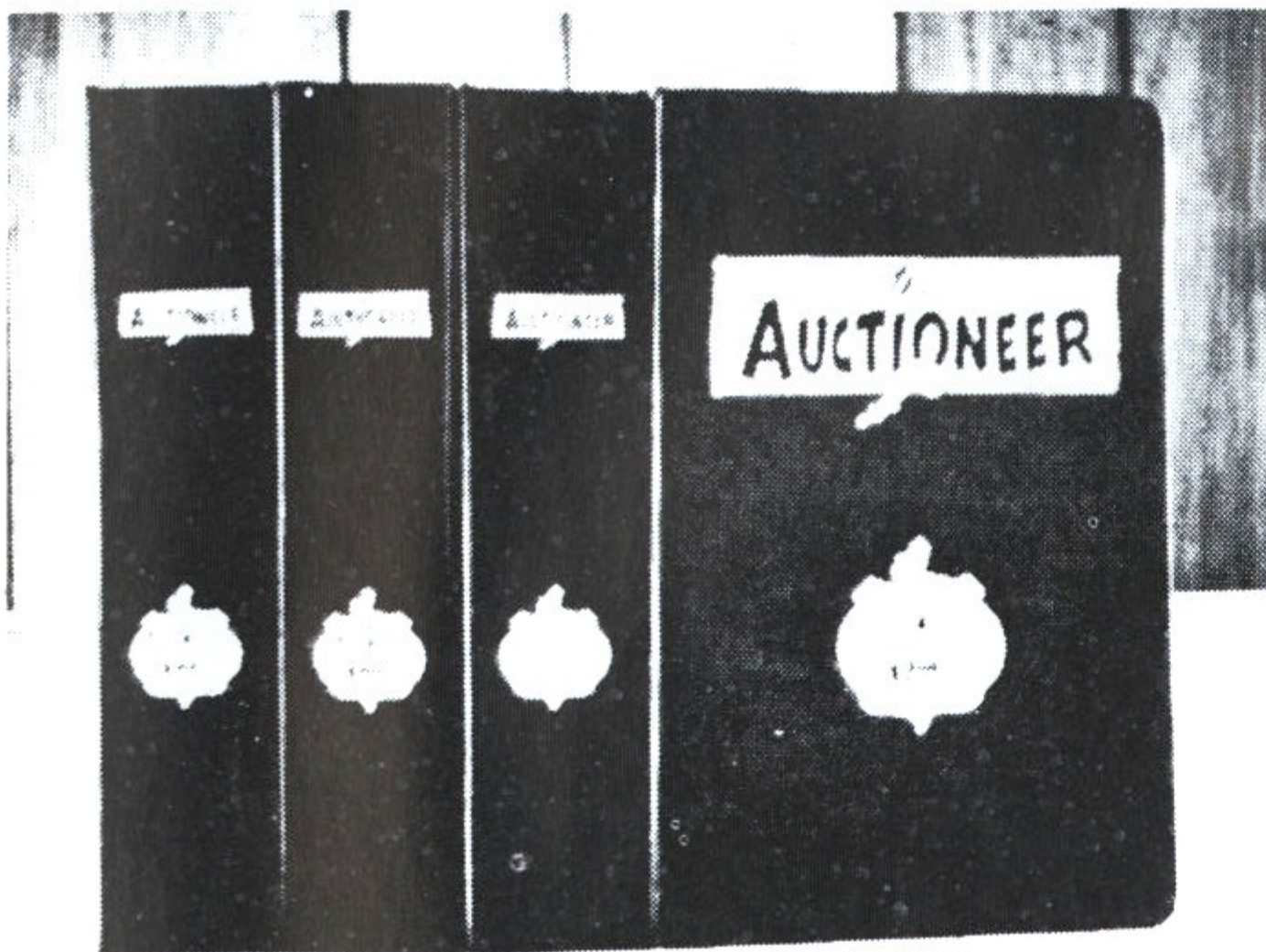
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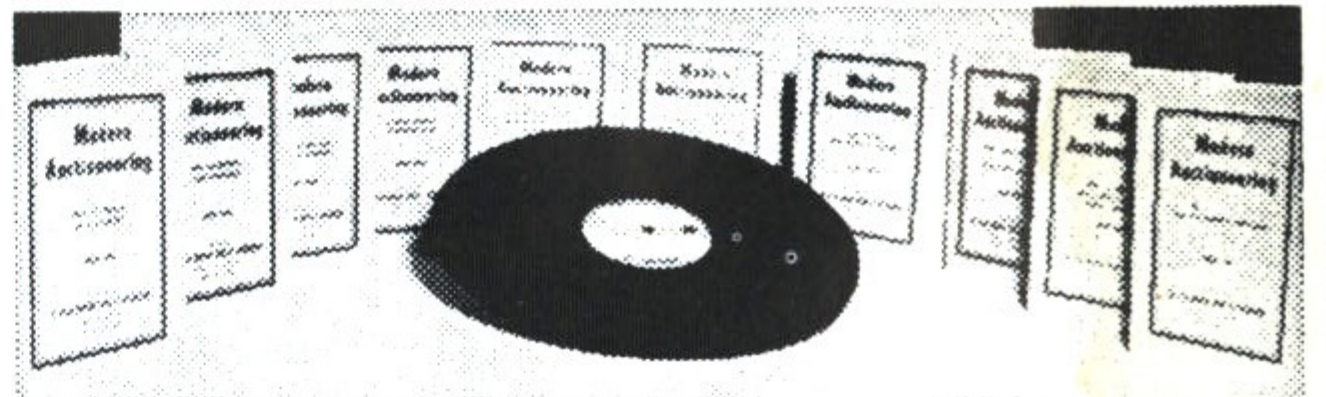
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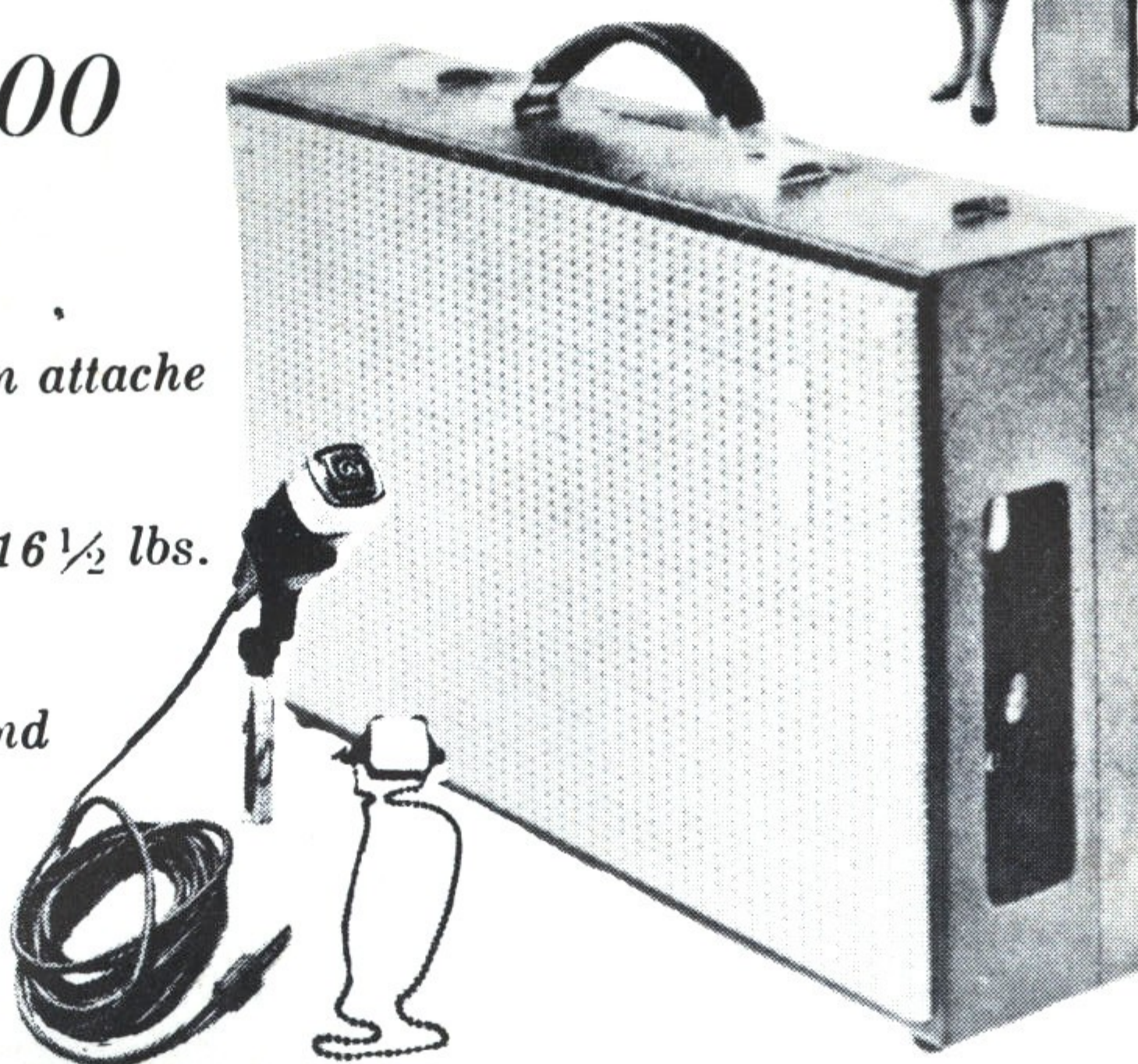
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