

VOL. XX NO. 10 OCTOBER, 1969

THE **auCTIONeer**



"ENGINEER, AUCTIONEER, REALTEER"—Keith Stroud

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The fall season is now here and we have received our winter hats and are ready to start shipping. Take a look at your present hat. Does it do you justice? If not get your order in today. Nothing sets you off better than a nice hat.

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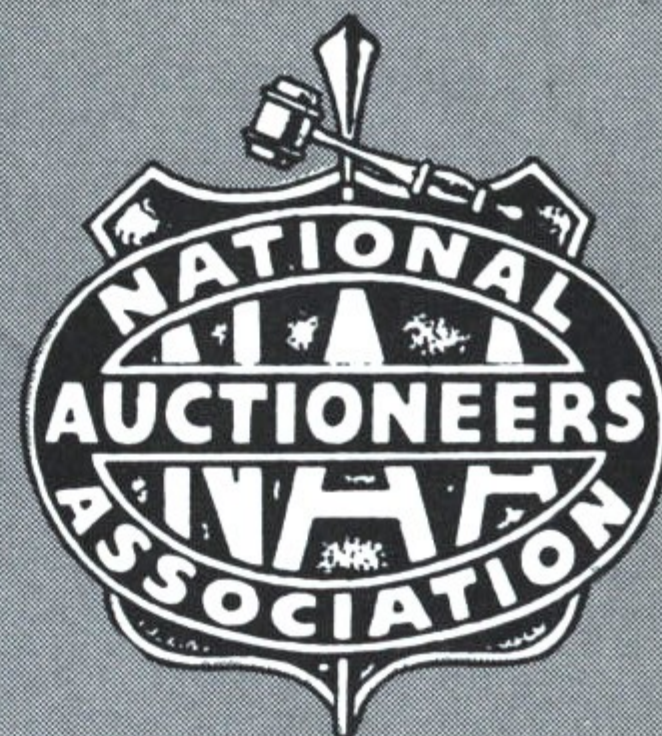
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THE **auCTIONeer**

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Young Auctioneers Today

By H. EARL WRIGHT, Fredericktown, Ohio

It has often been said that criticism of one engaged in the same profession is the easiest thing to do. However, constructive criticism by one who has many years experience in the field and who may well be considered competent to render such criticism by reason of those years of experience and observation. Criticism can be and often is beneficial to those of fewer years of experience, and especially so when offered in the spirit of good will toward those to whom it is being given.

After fifty years experience in the Auction business I feel obligated to the profession to offer a few thoughts and criticism along certain phases of the business. On numerous occasions I have listened to and observed young Auctioneers conducting Auctions who seemed to lack the knowledge of tact and consideration to and for those with whom they were working, which manifests evidence that they have not had the privilege of a formal or curricular education, this in itself cannot be used as an excuse in this age of well stocked library's and high class periodical magazines plus the daily news media, all of which if properly read and assimilated will have a decided tendency to provide a greater amount of knowledge and culture for those whose curricular education was limited due to economic hinderance.

It has been my privilege to listen to and observe several very prominent Auctioneers in action and whom I know had limited education of a formal nature, and yet it was quite evident that they had taken advantage of every opportunity to study and were putting into practice the knowledge gained from such effort all of which became a major contribution to their outstanding success.

In this day of modern Auctions of purebred livestock, real estate, high class furniture and antiques the Auctioneer is in constant contact with many educated people as purchasers and clients where the use of proper language and correct

manners in expressing his arguments can be very instrumental in keeping his date book filled for future Auctions. These phases of an Auctioneer make-up are at all times under scrutiny by potential clients who give much credence to such qualifications.

Another phase of Auctioneering in which I am prompted to offer criticism is the tendency of many young Auctioneers to talk too fast both in their chant and when presenting sales arguments. I often hear this expressed by people in attendance, which means that clear distinct articulation and enunciation is lacking. During my lectures as an instructor in the Reppert School of Auctioneering at Decatur, Indiana for the past thirty years I have constantly stressed the importance of constant adherence to such practice until he becomes so imbued with its importance that it becomes a daily living part of the Auctioneer and a daily battle to keep it so.

I well remember that in the early years of my career I served ten years where much of my work was in weekly Livestock Auctions, it was quickly brought to my attention by a few good friends that I was neglecting to use proper articulation and enunciation, this prompted me to take steps to make corrections which proved to be quite beneficial to me in my work as a purebred livestock Auctioneer and on many occasions I was told by those in charge of livestock associations throughout the country where I was employed that my services were demanded by their consignors and buyers because I was easy to understand.

To those of you who may find yourselves only in the midst of your career and you cannot afford to let yourself remain lax in this respect and regardless of what type sales you are conducting, and always keep in mind that the public are your future clients and are demanding more and better service from the Auctioneers whom they employ.

This article has been on my mind for quite some time and I too have become lax in some things during these years of semi retirement and I shall devote some time to breaking another of my bad habits. I have written this in a spirit of friendliness toward all auctioneers who are engaged in a great profession and I trust that my remarks will be accepted in the same spirit and if what I have said proves to be helpful to some of the young as well as the older Auctioneers I will be well rewarded for having written.

Your letters and comments will be welcomed.

♦ ♦ ♦ ♦ ♦

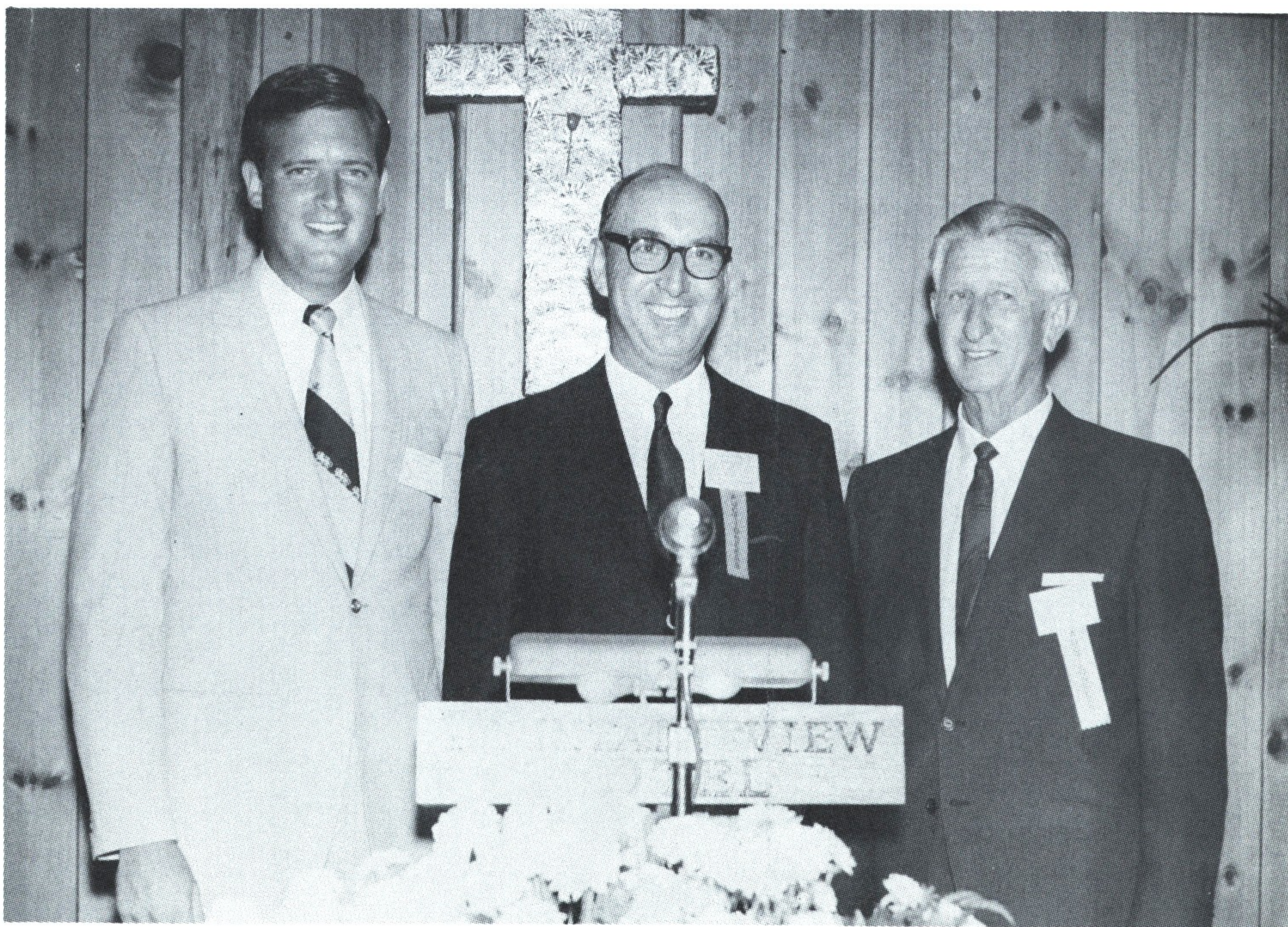
The man who forever questions the value of association membership cannot realize how much he will benefit until he joins.—Oil Light

Georgia Auctioneers To Meet In Districts

Warren Waldrep, Atlanta, and George Hand, also of Atlanta, were re-elected President and Secretary, respectively, of the Georgia Auctioneers Association at their meeting held June 9. Rick Sabo, Atlanta, was named to the office of Vice President.

Lee Waldrip, Gainesville, was made chairman of a Direct Committee. He will appoint one member in each of the six sections of the state to set up a local auctioneer's club and it will be a part of the GAA. The local clubs will have monthly meetings while the parent organization will reduce their number of meetings to one or two each year.

GEORGE HAND



Three Presidents; Col. Sam Furrow, Knoxville, President elect of the Tennessee Auctioneers Association for 1969-70; Col. Ralph Masengill, Morristown retiring T.A.A. President; and Guest Speaker, Dr. Andrew Holt, President of the University of Tennessee, Knoxville.

The cross in the background with one carnation was used in a memorial service in memory of Col. Troy Olds, Halls, Tennessee who passed away earlier this year.

IN UNITY THERE IS STRENGTH



From the left, first row: Charles Corkle, Nebr.; Roy Richerson, Texas Inst.; Pleas Anderson, Tex.; Allan Jones, Tex.; Melvin Smith, Tex.; Robert King, Tex.; G. H. Shaw, La.; Mrs. Earl Greathouse, Hawaii; & Walter S. Britten, Tex., Instructors. Second row: Jimmy Buth, Tex.; Andy Lehnert, Tenn.; William C. Crawley, Jr., N. C.; Jimmy Doerfler, Tex.; Walter C. McClister, Tex.; Grady Groves, Tex.; John Sullivan, La.; Nathan Loep, Tex. Third Row: Canuto Cortez, Tex.; Ronnie Bonner, Tenn.; Terry Thomas, Tex.; Kenneth Lipton, Tex.; Lynn Elliott, Tex.; Randall Gatewood, Tex.; Stanley Stutts, New Mex.; Lonnie Blackmon, Tex. Fourth Row: Billy Yeary, Tex.; Leo Heinemann, Tex.; Vernon Minson, Jr., Okla.; San Dunlap, Tex.; Sam Jordan, Tex.; Tom Bradbury, Colo.; Otix White, La.

NAA Honors Founders

Founders of the National Auctioneers Association were honored at the Roanoke convention in a special ceremony conducted by Paul Calkins, Chairman of 20th Anniversary Committee. It was on August 14, 1949, that ten members of the National Society of Auctioneers met at the William Penn Hotel, in Pittsburgh, for a special meeting. Resulting from this meeting was the formation of the National Auctioneers Association. It was at this same meeting that an editor for a monthly publication was appointed. This magazine became known as THE AUCTIONEER which began publication that fall.

Special certificates were prepared for those men who the Committee felt responsible for starting the NAA. These were later perma-plaqued for hanging and preservation and have been sent to the recipients or to their families in those cases where the recipient was deceased.

Three of the honorees were present at the Roanoke convention, Foster and Garland Sheets of Roanoke, and C. B. Drake of Fort Lauderdale, Fla.

Other certificates were prepared for: B. G. Coats, Walter Holford, Jack Gordon, William McCracken, Herbert Van Pelt, Tom Berry, and Frank Taylor.

The lettering on the certificates reads as follows:

NATIONAL AUCTIONEERS ASSOCIATION

20th Anniversary, Roanoke, Virginia

1949-1969

is privileged to honor

ON THIS DAY, July 10, 1969, for His Tireless Efforts and
Leadership in being one of the Association's Founders.

PROFESSIONALISM—ETHICS—UNSELFISHNESS

Have Been His Life's Motto

s/Robert Penfield
President

s/Bernard Hart
Secretary

The Irish Auctioneers Revisited

By Delece Holle Norcott

Five years ago, in the month of June, a distant sound allured me from the house and through the back yards to where the glorious world of an auction suddenly unfolded before me. What I was watching was not a usual sale of items, either, I later learned: it was something special and unique, a creation by two Irish auctioneers. It was a witty and wonderful world, whirling around in an atmosphere of dedication, hard work, enthusiasm, nonsense, talent, and showmanship. On their auction advertisements appeared the names Burnett and Cavanagh, and a classic team they were indeed, for rarely is a partnership and rapport established to equal theirs.

The addicting chants and antics of the Irish auctioneers made me a life-long devotee. Whenever possible I attended their auctions, even though I traveled 150 miles to do so. Soon a year went by since that first auction, and one summer night there was a new face with Paul Burnett and Pat Cavanagh. It was the face of a young man who bore such a resemblance to Paul that in an instant everyone knew the young man to be his son. Prior to the auction, I had not seen the advertisement, but upon locating one, I read the names Burnett, Burnett, and Cavanagh. Inside of me I suddenly felt a legend die, but I waited with impatient anticipation for the sale to begin.

The evening was exceptionally hot and the restaurant, now neatly divided into lots, grew almost stifling from the crowds within. Pat tilted back his hat and wiped his brow, surveying the people with his natural remoteness. But Paul, when he saw me, gave me his spontaneous grin and waved, so that I could grin and wave back.

"Okay, folks, we're going to start the sale," Paul announced, then with paternal pride shining in his face, he introduced his son, Paul, Jr. "Give your bid to Pat, Paul, or me, and we'll get things rolling."

Burnett and Cavanagh cried the first two-thirds of the sale, while the younger Burnett assisted with the merchandise, intently scanning the crowd and yelling "Yep!" for each bid. His actions were alert and efficient, evidence that his father had guided him well.

There was a pause as Burnett asked his son to "wrap it up," and a youthful, new voice rang out in the auction world; it was a rhythmic chant with a definite swing, unlike Paul's and Pat's, but the gestures were endearingly similar to this dad's. Paul Burnett, Jr. proved an immediate success.

From then on, the auctions were those of Burnett, Burnett and Cavanagh, three Irish auctioneers in their special, happy world. Burnett still clowned with Cavanagh in their sublimely screwball fashion. One of Paul's delights was to question Pat about bizarre objects which no one could identify. However, Paul's youngest son, Tommy, supplied a classic answer one day to his father's inquiry to Pat, "What's this?"

"Beats me," Tommy replied.

With a dead-pan face, Burnett announced to the crowd, "All right, what am I offered for this nice 'beats me'?"

If he discovered a woman's hat among the merchandise, Burnett quickly plopped it on his head and flirted with everyone, or he draped clothing on Pat and asked him to model them.

"Them are nice," Burnett always assured the audience, and Pat and younger Paul readily agreed "Yep" with such persuasion that the customers were always convinced they could not ignore such opportunities.

Due to circumstances, I was absent from the auctions for a lengthy period of time. But happily, this June, I was able to return to enjoy my favorite auctioneers. I arrived five minutes before the sale began

and eagerly looked around for my friends. I found Pat in the back yard, talking with some men. He was immaculately attired in a suit and tie and wore an oyster-colored straw auctioneer's hat. When I went to his side to say hello, he turned to look at me. His perpetually tanned face was as handsome as the first day I saw him, but his intensely blue eyes held a quiet sadness. He smiled and when he spoke, his soft voice cast its familiar spell.

From the front yard Burnett's voice boomed, "Right over here, folks," so Pat excused himself and hurried off. I joined the crowd surrounding the three auctioneers and contentedly listened to Paul Burnett. His chant began as a round of ammunition, enhanced by the explosive "yeps" from Pat and younger Paul. Burnett strained over the many heads, watching for bids, and when he unexpectedly spied me, he grinned and waved with his all-encompassing, utterly sincere friendliness.

Paul held up a large ashtray stand and remarked, "Here's a dandy," and observing the imitation marble base, he added, "Pearl." Then to Pat he prompted, "You know Pearl BAILEY?"

Next Burnett came upon a large box, and peering down into it, he raved, "Look at all the goodies! There's a dollar's worth of thumbtacks in there alone!" When the final bid was entered, Burnett acknowledged the closing and announced, "Sold to the lady in the lipstick."

The second auctioneer of the day was Paul Burnett, Jr., and when Pat pointed out to him the next lot to be sold, Paul exclaimed to the crowd, "There's enough bed covers here to start a hotel!"

The bidding began, and I was amazed at the achieved rapidity of Paul's once-staccato chant. In only a few short years he had acquired the finesse of a veteran auctioneer, and as ever, his father's pride was very obvious.

The auction concluded much too quickly that day, for I savored every second of it. It was a joy to re-live the

past moments of happiness that were conjured again by the Irish auctioneers, and I felt a profound sense of having learned something very essential. I had just been given a lesson in life and how to live it: with integrity, honesty, zest, optimism, laughter, and that indomitable Irish philosophy that the world is a footpath where God takes His daily walks.

Wisconsin Member Has Unusual Title

by ROBERT BRANDAU

Keith Stroud, Milwaukee, Wis., carries the title, "Engineer, Auctioneer, Real-tyer," believed to be one of its kind in the United States. Stroud is an engineer on a switch engine in the Milwaukee Yards, acutioneers and sells real estate, making the title on his card an unusual one.

The Milwaukee Journal carried complete coverage in their Sunday rotogravure section of an interesting sale conducted by Col. Stroud and Edward Bomback, earlier this year. Hundreds of old farm and home items, ranging from antique dolls to Model T car jacks were sold when the contents of the old Ehleiter Farm, in South Milwaukee, were sold. The farm dated back to Civil War days and had been worked by August Frank, who still resides on the property, from 1920 until his retirement in 1950.

Professional antique dealers along with bargain hunters, looking for a conversation piece, attended buying old earthenware jugs, bottles, and crocks. Old kerosene lanterns, some with big reflectors, were popular. An old hand saw and buck saw covered a 1904 calendar, still hanging on the barn wall.

Col. Stroud has been a member of the Wisconsin and National Auctioneers Associations for several years.



Most of us know how to say nothing—
but few of us know when.



Seated left to right: Forrest Mendenhall, Robert (Red) Mendenhall, Herman Crawford, Instructors.

Standing left to right: Perry Riner, Swainsboro, Georgia; Donald Heffelfinger, Portland, Ore.; James O'Donovan, Baltimore, Md.; W. E. Wheeler, Greensboro, N. C.; Anthony Carey, Albany, N. Y.; Clyde Duckworth, Columbia, S. C.; Donald Raymond Riner, Swainsboro, Ga.; Dwight Phillips, Wilkesboro, N. C.

The Auctioneer's Dual Role

By MURRAY LORING, Attorney at Law

Whether one is aware of it or not, the auctioneer plays a dual role in a sale. Sounds somewhat awkward, but not only is he the agent of the seller but after the fall of the hammer, he becomes an agent for the purchaser as well. It can be generally stated that:

“an auctioneer while primarily the agent of the seller in making the sale, is for some purposes, the agent of both parties. His authority may be by implication or ratification, as well as express.”

We can emphasize this by a recent Oklahoma court case (1967) where the court said:

“an auction company employed to effect sale of an automobile at auction in usual course of its auction business is agent of the seller until hammer falls, and then also of the buyer in the transaction.”

This point of the auctioneer's dual role has been reiterated time and time again by the courts in various jurisdictions. The Massachusetts court in the case of **White v. Dahlquist Mfg. Co.**, elaborated on this point by saying:

“While an auctioneer is an agent of both seller and purchaser for signing a contract of sale, it does not follow that his agency for the one is coextensive in its nature and duration with that of the other. His agency for the purchaser is usually conferred when the bid is accepted and begins at the fall of the hammer. Such an authority must be exercised contemporaneously with the sale, but his agency for the seller is generally more extensive, and may cover time both before and after the sale.”

The basic point to be stressed is: The auctioneer is the agent of both parties even though he has been hired by the

seller. The cases mentioned heretofore illustrate this point of law.

Another point of importance is this matter of disclosed or undisclosed principal. In a 1944 Minnesota case the court explained this point quite emphatically when it decided:

“If an auctioneer acts for a disclosed principal, the principles of that relationship apply, and unless the auctioneer does or says something to make himself responsible to buyer, he is not liable as a principal to buyer, but if he sells for an undisclosed principal he becomes liable for a defect in title to the property sold or any misrepresentation as to its condition.”

Another rather unfortunate decision, as far as an auction company was concerned, stresses the emphasis to be placed upon disclosed and undisclosed principal; it occurred in a 1953 Arkansas case:

“an auction sales company which had been innocently entrusted with custody of stolen heifers by their purported owner was not a “broker”, but in selling them at auction, was acting as purported owner's agent. Where purported owners were not identified and was, therefore only a partially disclosed principal the purchaser was entitled to enforce contract against sales company as agent.”

This dual role of the auctioneer at a sale should be etched in his mind. Whether it be in the role of agent protecting the seller and buyer or the disclosure or non-disclosure of his principal, the auctioneer acts in a dual capacity in the eyes of the legal authorities.



The best thing some self-made men can do is deny it.



Western College Of Auctioneering

Pictured on the opposite page are members of the graduating class of Western College of Auctioneering, Billings, Montana, class of June, 1969: (Left to right)

FRONT ROW: Instructors, Jim Messersmith, Jerome, Idaho; Bob Thomas, Billings, Montana; Bill Hagen, Billings; Mike Coolidge, Billings; Jack Ellis, Roundup, Montana.

SECOND ROW: Sam Tepley, Elsie, Nebr.; Bill Meyers, Jerome, Idaho; Philip Wykle, San Luis Obispo, Calif.; Floyd Durland, Tacoma, Wash.; Larry White, Findlay, Ohio; Ron Ploeg, Mt. Vernon, Wash.; Ike Cole, Tajaris, N.M.; Ed Wiersch, Junction City, Oregon.

THIRD ROW: William Fredrichs, Phoenix, Ariz.; Van Humpal, Orangevale, Calif.; Guy Purdy, Melfort, Sask.; Harold Lacy, Vancouver, Wash.; Ernie Kueffner Jr., Hanford, Wisc.; Kim Colon, Dickinson, No. Dak.; David Condo, Butte, Mont.; Dennis King, Loveland, Colo.

BACK ROW: Gene Miller, Wessington, So. Dak.; C. R. Wood, Delta, Utah; James Kissock, Butte, Mont.; Wayne Wright, Hays, Alberta; Max Ried, Aurora, Colo.; Lynn Frey, Granville, No. Dak.; Douglas Schuur, Saline, Mich.; Harold E. Berg, Everett, Wash.



PROMOTION

Executive switched from one company to another when he was offered \$10,000 a year more in the new vice-presidency. On his first day at the new company he was introduced around, but the executive v-p failed to say that the new man was a vice-president.

Following day a memo came from the president's office to announce the appointment of the new man as vice-president. Man in the office next to the new vice-president walked in and said, "Boy, they sure must have been impressed with the work you did yesterday!"

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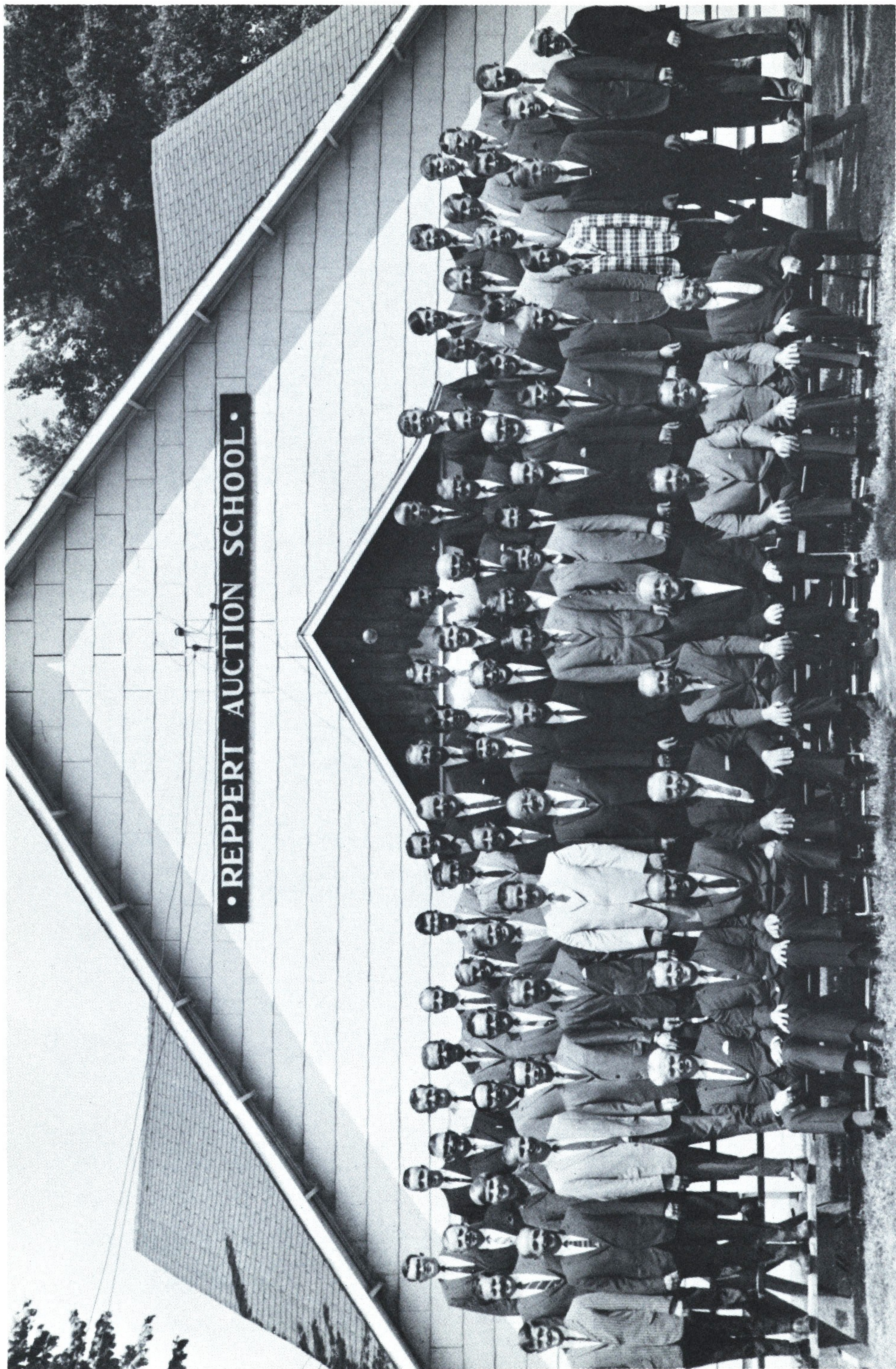
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Reppert School Of Auctioneering

Pictured, opposite, is the Class of July 28 to August 15, (1969), at the Reppert School of Auctioneering, Decatur, Ind. Following is their identification by rows reading from left to right in all instances:

TOP ROW: Jerry L. Stout, W. Va.; L. E. Hardway, W. Va.; Alexander F. Grennan, Ohio; John J. Steinberger, Jr., Ind.; James H. Williams, Ind.; George C. Miller, Ind.; Paul H. Blinkensop, Ind.; Ronald S. Hendricks, Ind.; Max Metzger, Ind.; Mark Allen Wilkening, Ill.; Harold Gene Carman, Jr., Tenn.; Danny Ray Ford, Ky.; Phillip Lee Gaunt, Ind.; William A. Swallie, Ohio.

THIRD ROW: William Noble Johnson, Wash.; William M. Tutt, Calif.; Robert A. Porter, Ind.; Gene Cook, Fla.; Harold Wayne Cash, Ky.; Aaron C. Rucks, Ky.; Rexford D. Plumlee, Tenn.; David Aubrey Whitesell, Va.; Collins O. Herston, Tenn.; Joseph R. Branson, Jr., Ohio; Harold Eugene Carl, Ind.; Jerry C. Gregory, Tenn.; Walter Dickmader, Ind.; Steven Timmons, Ohio; Jack R. Fraker, Ohio.

SECOND ROW: William Howard Hatfield, Ky.; Mark L. Jacobs, Decatur, Ind.; Bill E. Plughoff, Jr., Wash.; Del Noble, Mich.; Charles W. Burton, Jr., Ind.; Gordon W. Headley, Ala.; Mike Harrison, Ohio; Amel F. Scales, Ky.; Stanley Lee Yoder, Ind.; D. L. Little, W. Va.; Ralph D. Burton, Ill.; Rodney L. Mayhugh, Pa.; Clifton Lake Funk, Ky.; Ed H. Chinnis, No. Car.; John Lawing Tyson, No. Car.; Arnold P. Smith, Ohio.

FIRST ROW: Michael R. Van Atta, Calif.; Raymond W. Hartzell, Ohio; Donald Dean Dilgard, Ohio; William B. Snapp, Jr., Ohio; John L. Sayler, Ind.; James A. Dynes, Ind.; Harold J. Barnett, New Mexico; Gerald Koebke, Iowa; Jeffery A. Jordan, Ohio; Jay Howard Howell, Ind.; Leonard H. Greer, Ind.; J. Wilbur Duff Robbins, Ind.; David A. Taylor, Ind.; R. Eugene Smith, Jr.; So. Car.; John Plumstead, N. Y.; W. Robert Hamilton, Ind.; Ed Geyer, Ind.

INSTRUCTORS: Reading from left to right (Seated) Gene Slagle, Marion, Ohio; Ronald Chaffee, Towanda, Pa.; H. D. Darnell, Cynthiana, Ky.; Homer Pollock, Delphos, Ohio; Roland Reppert, M.D., Owner and President, Decatur, Ind.; Q. R. Chaffee, Dean, Towanda, Pa.; Phil Neuenschwander, Berne, Ind.; Paul Martin, Blue Ball, Pa.; C. B. Drake, Ft. Lauderdale, Fla.



LEGISLATION

True . . . legislation can improve conditions—but only to a point. Just how far can the state legislate morality, intelligence, motivation and respect for the rights of others?

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Pop's Ponderings

May Our Building Reflect Our Stature

By COL. POP HESS

Since writing my September issue column, your writer has been quite uneasy. Our Mom Hess has been quite ill, and hospitalized with most of my time during the day spent near her hospital room. With all of this I find myself much behind in my unanswered mail that is on my desk and find my deadline day of Sept. 15th being today.

Our September issue was very interesting to our readers who were unable or failed to attend the Convention last July. Here we are with September slipping away and still much to be done to get our Home Builders project rolling towards a construction date. By the time we come out with our January issue, 1970, I hope all our supporting State Associations have joined the ones we now have listed in the supporting sections.

Was happy to note Ohio lead all states following our host state of Virginia, in Convention attendance, and am looking forward to the time our Ohio will come through with the support to our Great Goal of putting some bricks into the walls of Construction and name on the plaque of listing State Supporters. Ohio has been listed in many events as leaders and supporters in progress, from our ground level to the first man on the Moon. They will not miss being listed in this fine new project, a permanent shrine standing for the auction business and the men engaged as public sale auctioneers.

This is a business that rings up a total in dollars of exchange comparative to our National Stock Markets. Please note this fund is not fully dependent upon State associations. Already on the list are the names of many of our auctioneers who are contributing their personal offerings to show their faith and interest in their

occupation and the privileges they enjoy as John Q. Public auctioneer.

Many of our pages of this issue will be of much interest to all our readers and I am asking you to excuse my short column this issue, as we here in the Hess Home need your prayers and best wishes at this critical time, for Mrs. Hess, who as of this date is very ill.

Pop Hess Holder Of Honorary Membership

C. M. "Pop" Hess was honored by the Board of Directors of the National Auctioneers Association in regular meeting at Roanoke, Va., July 9. By unanimous vote he was declared an Honorary Member of the NAA. A certificate, framed in perma-plaque, was presented in recognition of this action.

Pop Hess has written an article for every issue of THE AUCTIONEER with one exception, when he was hospitalized, for the past 20 years. With the celebration of the 20th Anniversary of the NAA, this honor came at a most appropriate time. The growth of the NAA, even its survival, has depended upon personal sacrifices of men like Pop Hess.

Board member, Paul Calkins, chairman of the 20th Anniversary Committee, advised the convention assembly of the Board's action during the Roanoke session.

◆ ◆ ◆ ◆ ◆

Wife: I was a fool when I let myself be talked into marrying you!

Husband: I know, but I was so infatuated with you at the time that I didn't notice.

Attention Auctioneers

We have a foolproof plan
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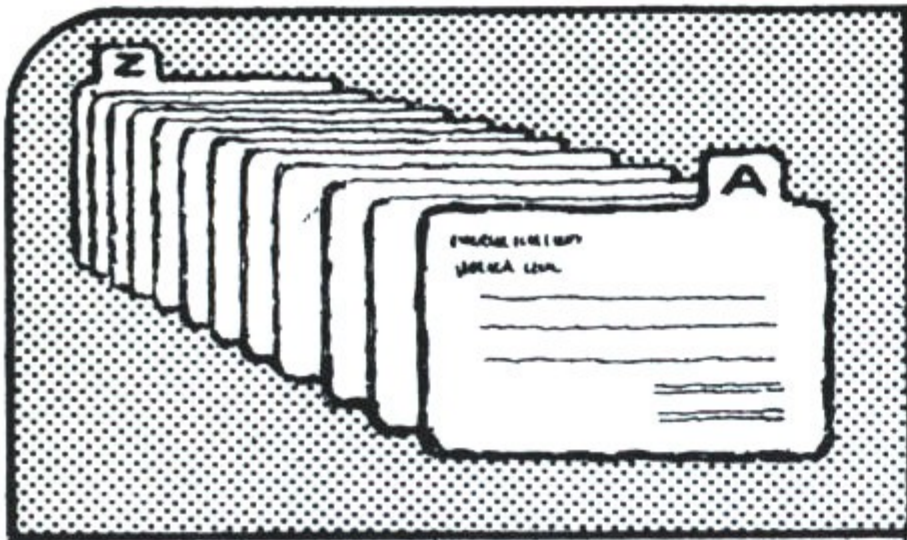
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Auctioneer Assumes Variety of Duties

Clippings from local newspapers illustrate the many activities of a successful auctioneer. Since returning from the Roanoke convention, John Glassman, Eau Claire, Mich., has been elected to the local School Board. Glassman had campaigned under the slogan, "SOS" (Save Our School). Like many schools across the country, the Eau Claire school is under considerable pressure to join one or more of the surrounding schools. Fellow board members also elected John as board president.

During the local Fair at Berrien Springs, Glassman was called upon to sell meat animals that had been exhibited by the youth of the area. Some 160 head brought their owners a total of \$33,274.25. Top lamb \$3.75 per pound and the champion market steer sold for \$1.35 per pound or \$1,660.50.

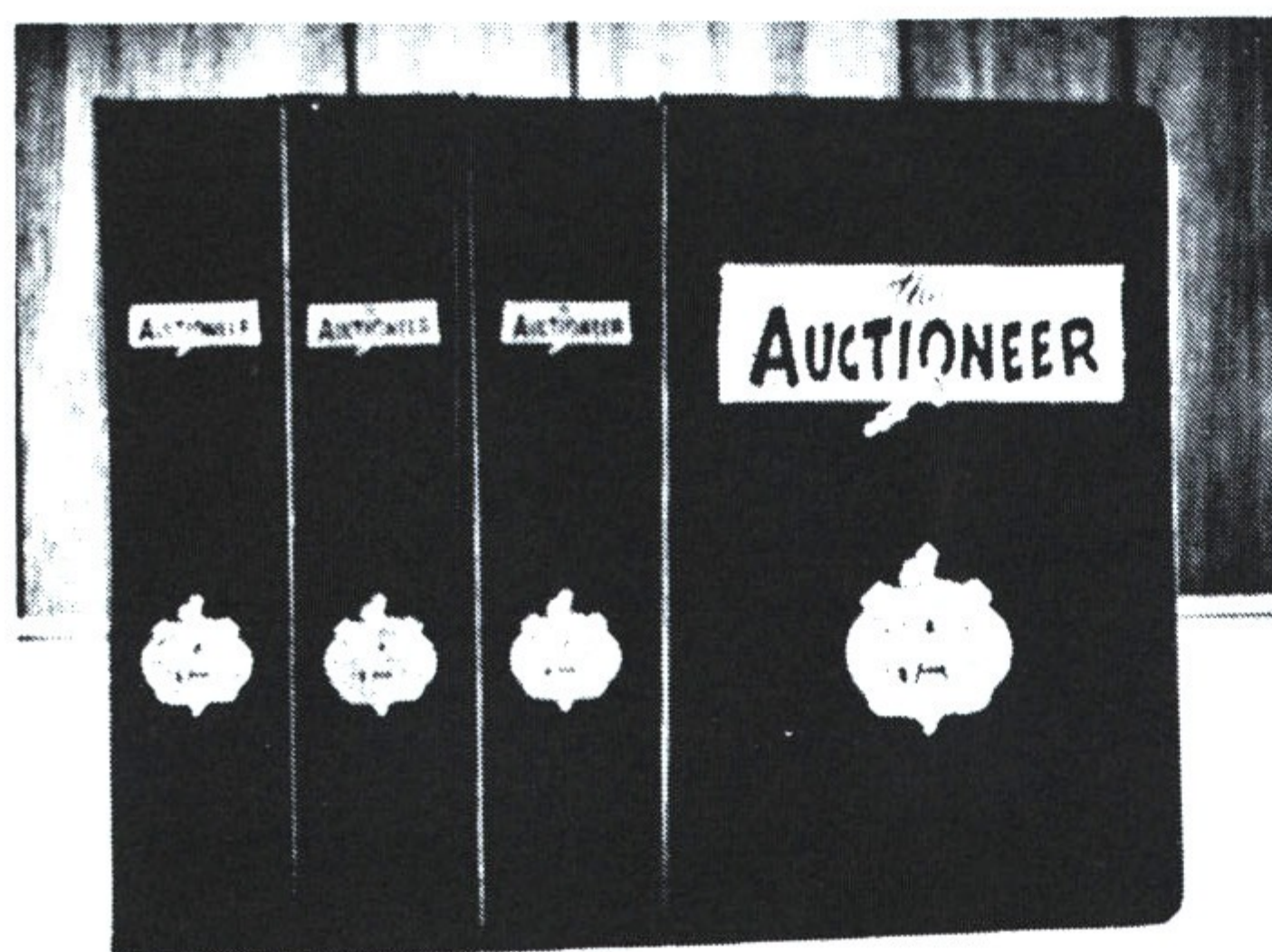
Glassman also received front page publicity at about this time when he sold

an old school bell for \$200. This took place at an auction held at a new school in Watervliet during a reception for the new school superintendent. The bell was bought by the alumni of the old school and it will be on display in the new building.

Many auctioneers, particularly in the rural areas, can recite similar experiences throughout the year. Interest and activity in local and civic projects are most generally synonymous with a successful auctioneer.

OUR MISTAKE

In the September issue of **THE AUCTIONEER** we had a case of mistaken identity. In the picture on page 12, it is Irene Erickson rather than Joan Rittenhouse, immediately to the left of Bob Penfield. Irene is the 1st Vice President of the Ladies Auxiliary. Our sincere apologies to both ladies.



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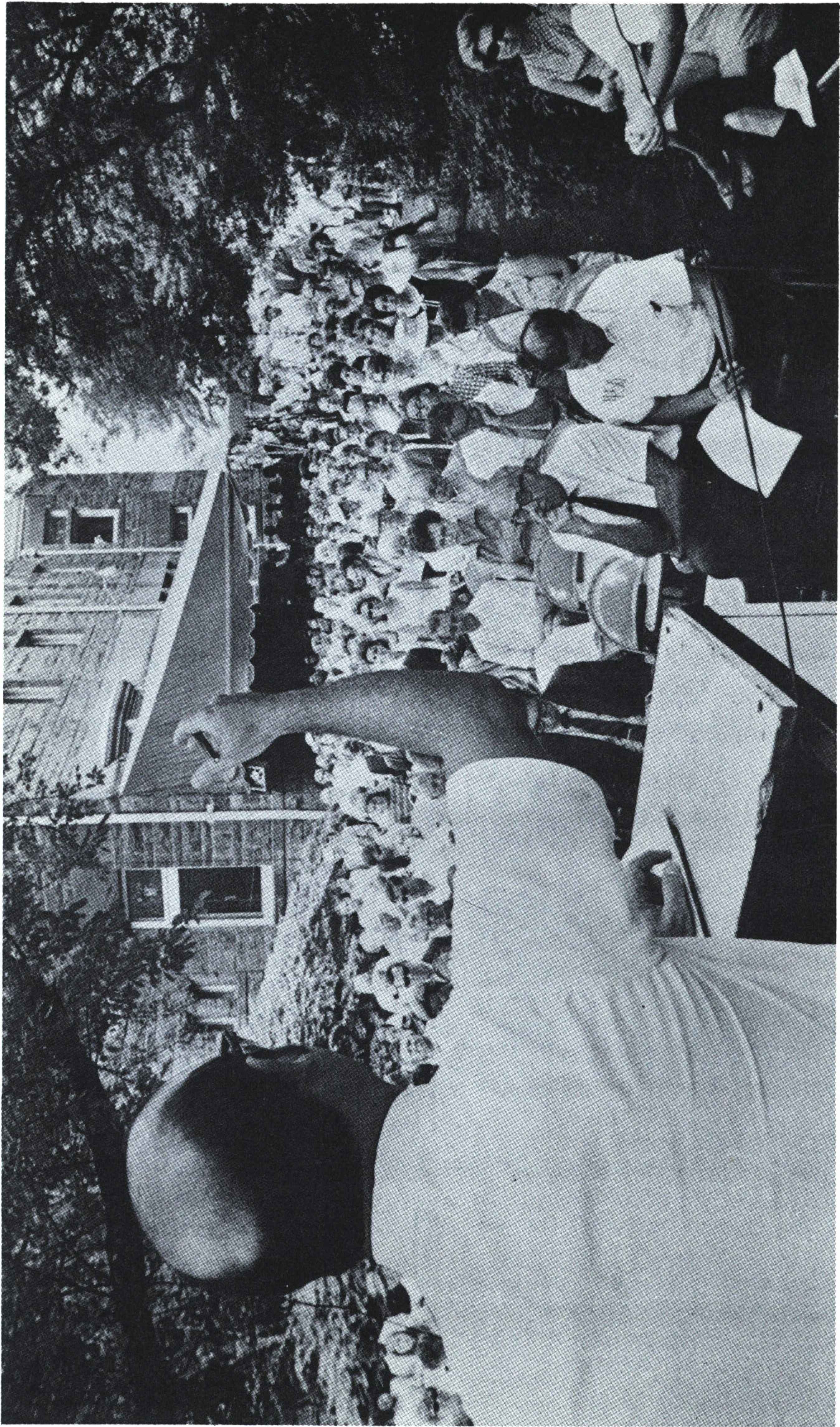
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Clem Long, Dayton, Ohio, sells fixtures and parts of the building from the E. J. Barney mansion in Dayton. Mr. Long has found that many old buildings that are to be razed contain many valuable parts. In this particular auction no chattels were involved. This sale consisted of 338 lots of artglass windows, fireplaces, floors, paneling, light fixtures, grillwork, marble, etc. The picture is a good illustration of the interest in the items being sold. A charge of \$2.00 for a catalogue and \$1.00 admission was made to help defray the additional personnel cost and elaborate brochures.

Montanans Enjoy Summer Meeting

In spite of hot weather and the air conditioning not working at the Holiday Inn, in Great Falls, Montana auctioneers enjoyed a nice meeting. Frank Bass gave an enthusiastic report on the National Auctioneers Convention in Roanoke, Va., and Ron Miller reported on the National Livestock Markets Auctioneers Contest in Monterey, Calif.

Checks were issued to the contest winners at the Shelby Meeting and the winners congratulated. Recipients were Ron Miller, Bob Kensella, Walt Haynes, John Mandeville, Errol Fritz and Del Strommen.

Ron Granmoe and Ron Miller were appointed to select a site for the Spring Meeting and Contest, the dates to be in April or early May.

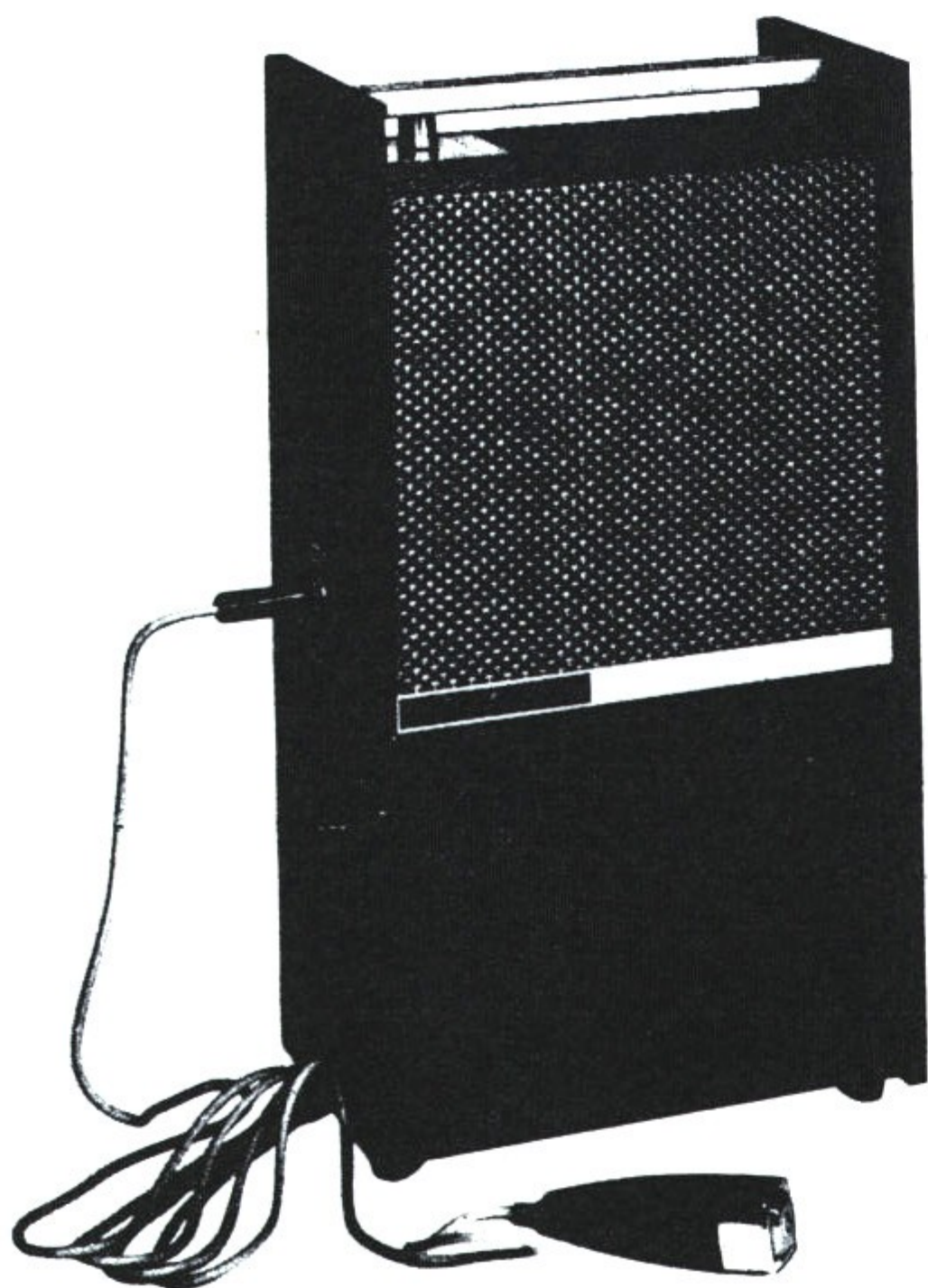
BUILDING FUND NOTES

Since the September issue of **THE AUCTIONEER** was published, one new name has been added to the list of "Founders". Forke Brothers, Lincoln, Nebraska, have sent a donation that places them under this heading.

Correcting the list under "Friends" in the September issue, at least one name was misspelled. This was Mr. and Mrs. Harold Van Syoc, Mt. Union, Iowa, rather than Van Syke".

Other than payments on some of the pledges, activity in the Building Fund has been dormant the past month.

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Youth's Day Auction—Eagle River, Wisconsin—*Photo courtesy of Bob Satran, Eagle River, Wis.*

Youth Day's Auction Aided by Veterans

The 8th annual Youths Day's Auction was held in Eagle River, Wisconsin, on August 8th and 9th. Col. John R. Fishdick, Eagle River, known as Mr. Benefit Auction, was sale manager-auctioneer for the event. Col. Fishdick, originated the auction idea in this community and the Eagle River Recreation Association has been grateful for the over \$30,000.00 in funds which have been raised. The money is used for Pee Wee hockey, Ice skating, Little League Baseball, Senior Hockey and the maintenance of the largest stadium for indoor sports in northern Wisconsin.

Two veterans of the auction business and both members of the National Association of Auctioneers, aids Col.

Fishdick, in the sale. They are Col. Andrew Jesse, Crandon, Wisconsin, and Col. Arnold Spletsozer, Tomahawk, Wisconsin. Both of these auctioneers are associated with Thorp Finance Company of Wisconsin and this year both of these auctioneers completed 25 years of service together and sold 5,722 auctions during their association. Both of these fine gentlemen give generously of their time and talent to fund raising for worthy purposes.

Benefit auctions not only help the communities in which they are held but they also add to the professional standing of the auctioneers.



Moral to this report: The early bird may get the worm but only the smart bird can keep it.

Illinois Fall Meeting Set For October 18-19

Illinois auctioneers will meet at the Holiday Inn, East, in Springfield, Saturday and Sunday, October 18-19. Saturday's Program includes a Dinner, at 6:00 P.M. followed by entertainment and a Fun Auction.

A business meeting will be held at 11:00 A.M., a Buffet Lunch at noon, followed by entertainment. Guest speakers in the afternoon will be Col. John L. Cummins, Cynthiana, Ky., a past president of the NAA, and Col. Romaine Sherman, Goshen, Ind.

Col. Hugh James, Decatur, and Col. A. C. Dunning, Elgin, will head a panel discussion period. Ted Stumpf, Mascoutah, is convention chairman and Lyle Paddick, Obling, and Ed Kueker, Waterloo, will be in charge of the Fun Auction.

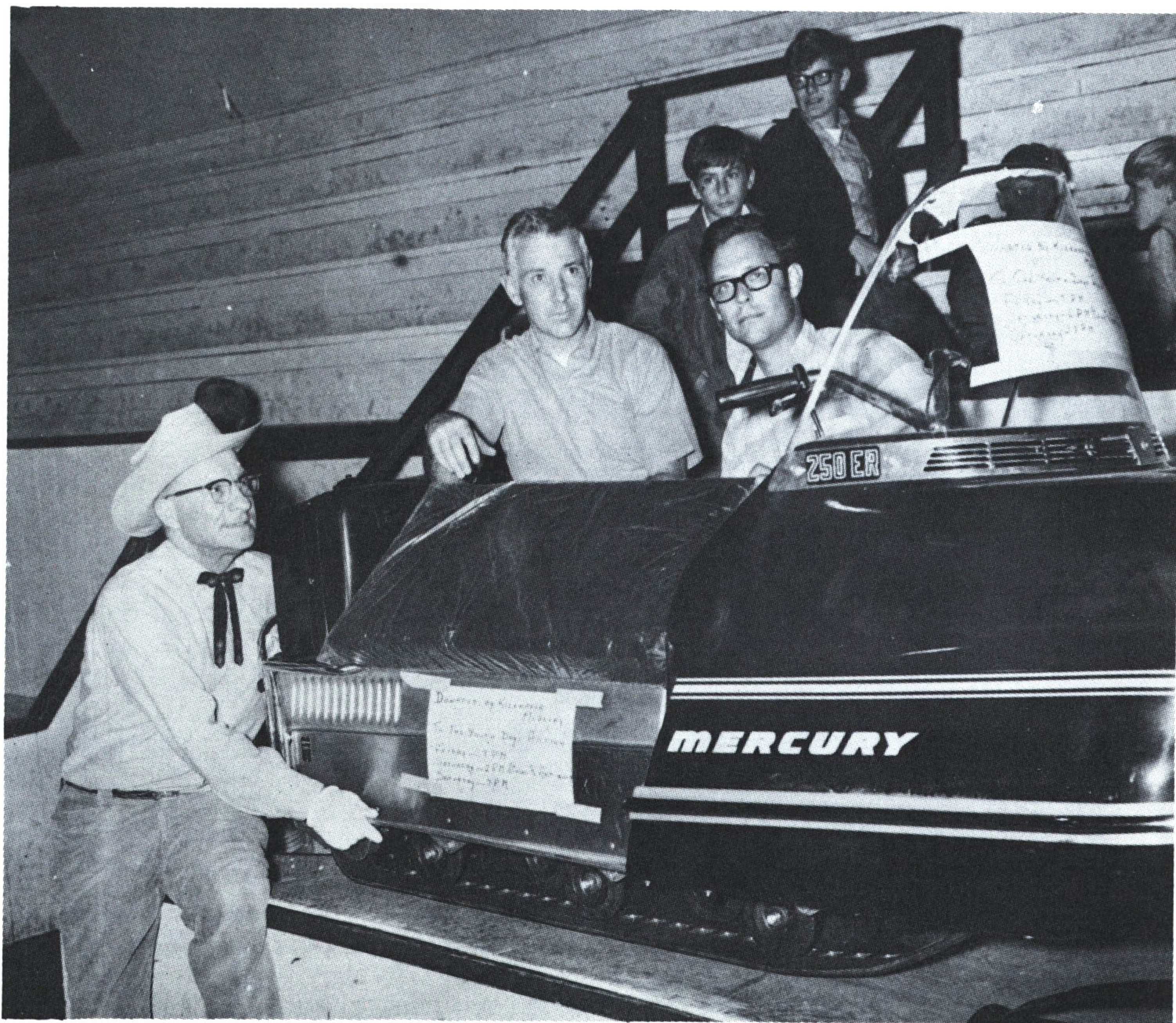


Space Age Troubles

Two mice were launched in a Cape Kennedy missile.

First Mouse: "I'm scared. It's dangerous, you know, this space travel."

Second Mouse: "Yeah, but it sure beats cancer research!"



Inspecting the new Mercury snowmobile donated by the Kiekaher Corp. for the Eagle River Youth's Days auction is Col. John R. Fishdick and two members of the Eagle River Recreation Association. The snowmobile sale helped push the ERRA nearly \$2,000 above any previous auction. Over \$5300 in merchandise was sold. This is the 8th annual auction that Col. Fishdick has managed and acted as head auctioneer—he originated this fund raising promotion and a total of over \$30,000.00 has been funded for the organization.—*Photo Courtesy of Bob Satran, Eagle River, Wis.*

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4. Never say no to a request, regardless of the time and trouble involved.

5. Call a conference for every lunch hour; take the coffee break at your desk.

6. Travel at night, so you can fill daylight hours with appointments.

7. Don't let golf, fishing and other pastimes interrupt your progress. If tempted to play, remember the theme-song, "Work for the Night is Coming."

8. Above all, never delegate responsibility. It's easier to do everything yourself.



PREPARATION

Charlie was walking down the street with a Bible under his arm when he met his pal, Archie. "Where are you going?" asked Archie.

"Well," replied Charlie, "I've been hearing so much about Miami; pretty girls, great shows, dog races and so on I'm going down there and try it out."

"But what's the idea of the Bible?" asked Archie.

"If it's as good as they say it is," said Charlie, "I might stay over Sunday."

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Members of the New Jersey State Society of Auctioneers conducted public auctions each afternoon and evening at the New Jersey State Fair in September. A space 35 x 50 was rented, bleachers were erected and items ranging from fine art to livestock were sold.

Purpose of the unusual exhibit was to better acquaint the public with the auction method of selling, distribute literature describing the Society, its standards and objectives and attract fair-goers with the chant of the auctioneer.

Auctioneer members from throughout the state alternated in "manning" the exhibit, seen by thousands of fair goers.



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- Jan. 9-10—Pennsylvania Auctioneers Assn., Penn-Harris Motor Inn, Harrisburg
- May 3—Nebraska Auctioneers Association, The Villager Motel, Lincoln
- May 23-24—Kansas Auctioneers Association, Hutchinson
- June 5-6—Texas Auctioneers Association, Corpus Christi
- June 12-13—South Dakota Auctioneers Association, Aberdeen.
- July 30-31 and Aug. 1—N.A.A. National Convention, Pfister Hotel, Milwaukee, Wisc.

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This guide is punched for use in an office notebook or it can be attached to a bulletin board for easy reading. Copies are available free from the Calcium Chloride Institute, 909 Ring Building, Washington, D. C. 20036. Ask for PI-1.



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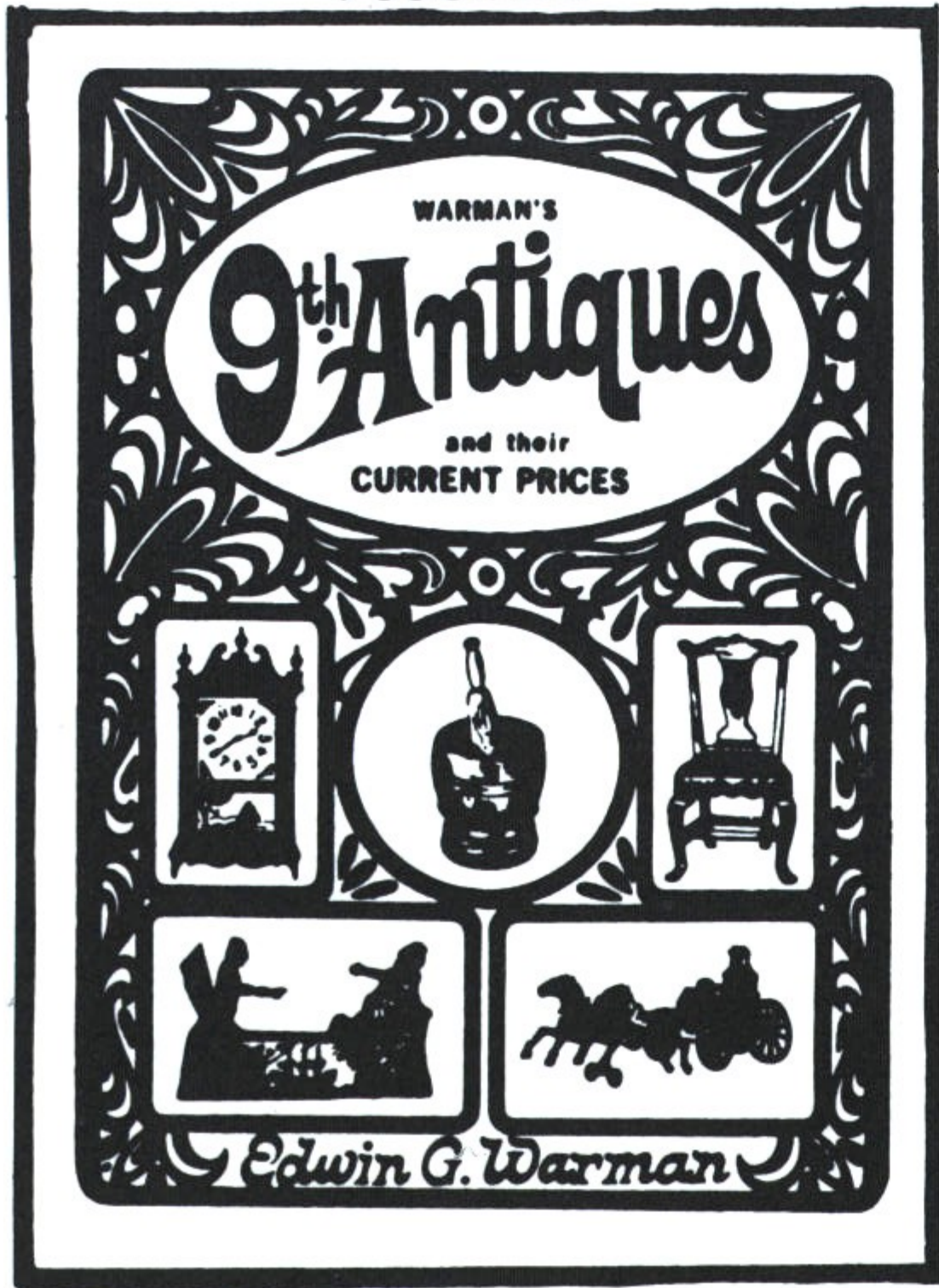
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Mrs. Hayes, the mother of three daughters and the grandmother of six, has entered the field of auctioneering with the vow to maintain the same high standards of ethics and integrity that were established by her husband.



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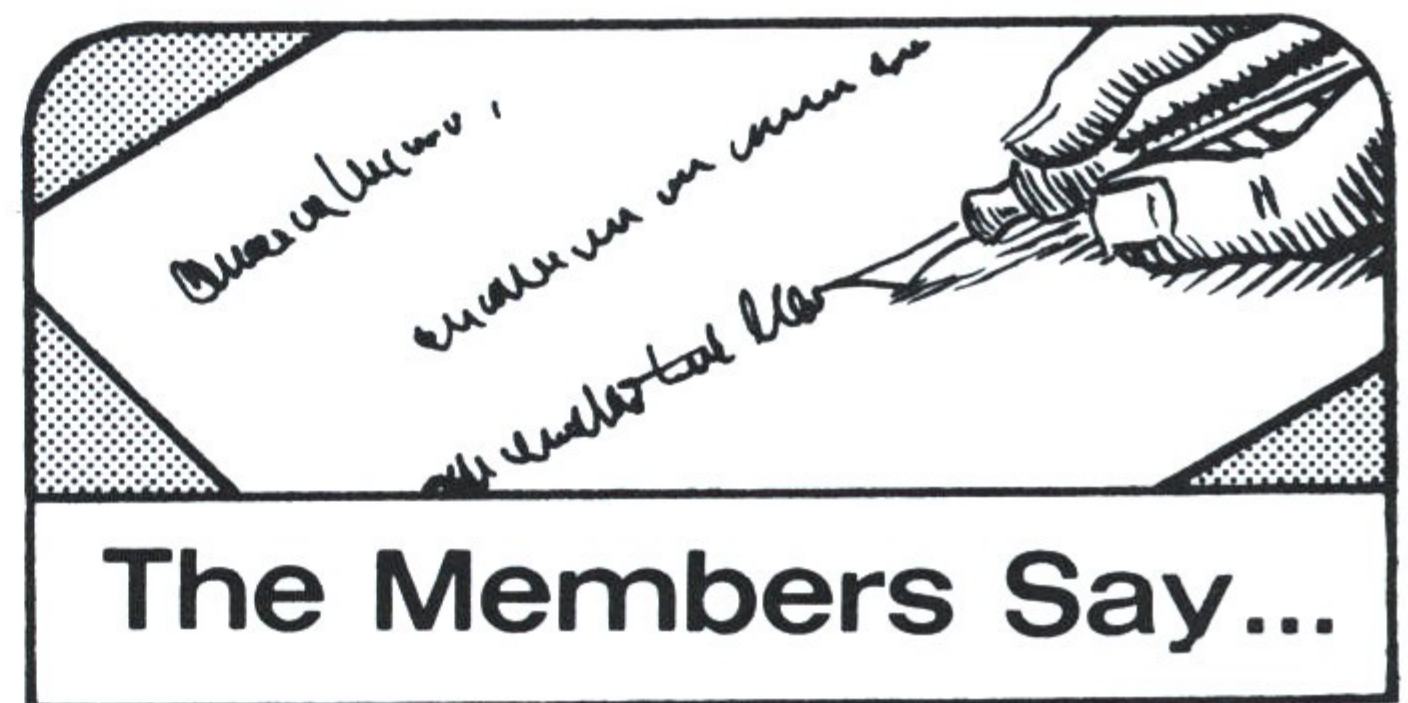
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Hello Bernie,

I have what I think is another first, at least it is for our section of the country.

On August 30th we held what we called a warehouse clearance sale for Johnston's Furniture Store in Kannapolis, N. C. This, in itself, is not so unusual, however, we were on two local radio stations (WEGO-AM and WPEG-FM) for four hours, live.

The two aspects of the sale that I think may be "firsts" is that the bidders could buy, new, undamaged, brand name merchandise with full warranties, on credit, just as if they were buying it off the store's showroom floor. The other unusual aspect being that the store has no intention of going out of business, they just wanted to sell some merchandise and clear their warehouse for new furniture. The sale was such a success that another is planned in the near future.

In this age of Credit Cards for gasoline and Bank Cards for clothing, recreation, etc., I think that the Auctions may be in the modern swing by selling on credit.

Yours truly,

DONALD R. ABERNATHY
 Landis, N. C.

Dear Fellow Auctioneers:

Pardon my delay in sending the ten in for membership. I enjoyed very much the Convention in Roanoke. Mrs. Middleton

and I drove 6464 miles on our trip, saw many sights, made new friends, and renewed old acquaintances.

C. B. MIDDLETON
San Diego, California

Hotel Auctioneer Gives Virtuoso Performance

By Carl Schoettler

BALTIMORE, Md.—A. J. Billig, the auctioneer who says he's sold everything from a graveyard to a ball park, turned in a virtuoso performance yesterday in selling the Emerson Hotel.

Mr. Billig, a stout man with piercing eyes and a voice that could slice iron bars like salami, took the velvet draped dais in the hotel's banquet hall disclaiming any great ability as a performer.

But when he was finished a cigar-chomping real estate speculator gave him a rare review: "Richard Burton should be so good, he's entitled to an Academy Award."

Mr. Billig opened the sale at 2:25 P.M. with a pocket history of the Emerson, "known all over the nations as the headquarters of governors, senators and congressmen. . ."

The nostalgia was lost on his audience of about 500 hard-nosed businessmen, whose idea of history seemed to be the deed folios in the Courthouse land records office. And if you can't write it with numbers and a dollar sign it isn't English.

"All right, gentlemen, start it up," Mr. Billig demanded. "Bid sharp! Bid fast! And don't chisel!"

The audience remained silent.

"I never criticize the low bidder," Mr. Billig said, soothingly. "Anybody criticizing the low bidder is not an auctioneer."

His hawk-eye noted a minuscule movement in the crowd.

"The gentleman held up two fingers,"

Mr. Billig announced. "I assume he means \$200,000."

Which should be a warning to novices about the kind of assumptions they make at hotel auctions.

The bidding quickly went to \$310,000 and then stuck.

"There have been so many rumors," Mr. Billig said, assuming a fatherly voice. "But the trustees are not going to bid it in to protect their interests. The highest bidder will own this hotel."

He took a stance like Hamlet delivering a soliloquy and, in an impassioned voice, said: "I can't take a knife and stick it in my heart and tell you I'm honest."

"Three hundred and fifty thousand," a voice from the audience boomed, apparently appalled by the thought of Mr. Billig's imminent demise.

"A voice from heaven," Mr. Billig sighed.

The price went to \$400,000 with the bidding now concentrated in the center of the room between William P. Webb, acting for George P. Mahoney, and a trio led by Marvin Goldman, a clothing manufacturer who owns several other downtown buildings.

"Give me ten, four hundred and ten thousand, Mr. Webb," the auctioneer begged. "You'll meet me coming down the street and say thank you, Mr. Billig."

"Four five," Mr. Webb said, splitting the difference with Mr. Billig.

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There was a temporary silence from the Goldman trio.

“Fair notice . . . final notice,” Mr. Billig boomed. “Four-five once . . . four-five twice . . . like spinning the wheel where it stops nobody knows. . .”

There was a bid of \$410,000 and Mr. Billig stomped across the platform to look at a five-man group headed by Caswell Caplan, a real estate buyer.

A flurry of bidding took the price to \$425,000, and Mr. Webb took a deep drag on his cigarette and bid \$2,000 more, and that was the last he was heard from. He said later he was \$20,000 over the limit Mr. Mahoney had set.

The Goldman and Caplan groups now fought it out with Mr. Billig conducting the bidding like Leonard Bernstein on the podium before the New York Philharmonic.

At \$450,000, Mr. Goldman was vigorously chewing gum. The Caplan group bid \$455,000. The Goldman trio asked for a three-minute recess.

They left the room to make a phone call to talk about money. When they returned, they bid \$475,000 and Mr. Goldman’s two partners were now chewing gum.

The Caplans went into three-minute huddle. It was beginning to look like the last two minutes of a Superbowl Game.

The Caplan group bid \$476,000.

Mr. Goldman bid \$500,000. He was coming on like Joe Namath. Mr. Caplan made a final effort and raised the bid \$1,000.

There was a murmur of disappointment in the crowd. But Mr. Billig said: “A thousand dollars is a thousand dollars.”

Mr. Goldman, chewing furiously, raised the ante another thousand to \$502,000.

Actual selling price was \$885,000 as the building was sold subject to payment of \$383,000 in back taxes.

NAA Becomes Holder Of Real Property

On September 16, 1969, the National Auctioneers Association became the owner of a piece of real estate described as: Lot 12, Block 2, Wedgewood Manor, Lincoln, Lancaster County, Nebraska. This, of course, is the site of our new home office building.

As reported in the July issue, this property was purchased subject to zoning approval of the City of Lincoln. A public hearing was conducted by the Lincoln-Lancaster Planning Board on August 20. More than a half dozen residents and property owners in the area appeared at this meeting in protest of our proposed building. However, the Planning Board recommended approval.

All those who protested were contacted individually, in person and by letter, in which the nature of our business was described and they were shown pictures of our proposed building. As a result, there was not a single dissenter when the City Council scheduled a public hearing, on September 15. The Council gave their unanimous vote for approval.



George Mann Becomes 50 Year Auctioneer

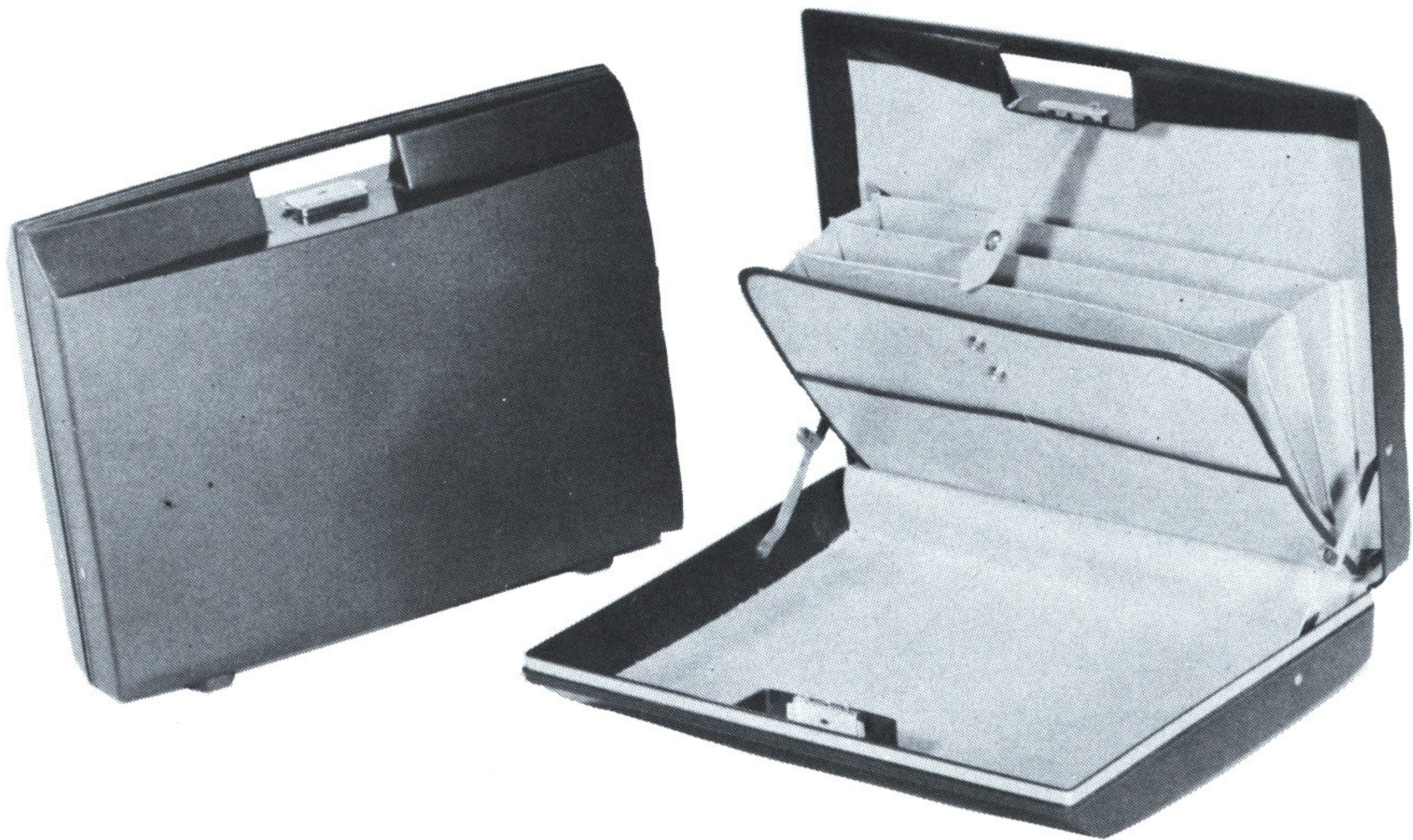
George A. Mann, veteran member of the NAA, from Independence, Mo., observed his 50th anniversary as an auctioneer and real estate broker on September 8. Mann established his business in Independence, September 1, 1919. Since that time he has handled livestock and general farm auctions, commercial and real estate auctions and a wide variety of sales and exchanges of homes, farms and businesses.

His building projects include both residential and commercial in Independence. In 1952 he subdivided the Mann Heights addition to Lee’s Summit, Mo. Mann owned and operated the Kansas City Auction School from 1953 to 1963.

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Across The Country

by BERNARD HART



September's issue of THE AUCTIONEER was a record breaker in many ways. It contained the most pages of any issue since September, 1954. At that time the fresh, new editor was trying to impress the public and came up with a magazine of 56 pages and cover. That is where the resemblance ends.

This last issue contained more paid advertising space than any previous issue of THE AUCTIONEER. The Booster Club required a full column or half a page more than any previous issue. The space required to publish the list of memberships processed was over a page more than ever before. And more copies were distributed than in any previous issue. Needless to add, the postage bill was higher, too.

We are not bragging nor are we making excuses for getting into the mail four or five days late. The latter was not entirely our fault. But we are reminding you that the NAA is growing. Growing in size as well as stature through the efforts of those whose sincere desire is to make it grow. As we have said many times, the future is dependent upon YOU.

We could have added another eight pages to the September issue. There is fully that much material in this issue that was ready for September. But experience has taught us that this would have not been the best thing to do. Dropping from 64 pages to 32 pages in a single month might have had a depressig effect.

Right now, the most important issue facing the membership is the Building Project. We could be breaking ground right now if funds were available to complete the project. We need 50 members to donate \$1,000 each. With the auction fees and the long lists of auctions scheduled that we hear about, this should be a very minor obstacle. In fact, I believe I can name 500 members who could and

should be listed as a "Founder" in this, the first project of permanent stature ever planned by the auctioneers of America. Are you one of these 500?

With state association activities being at a dormant stage since the Roanoke convention, my travels outside the city limits have been few. However, I witnessed one of the greatest exhibitions of auctioneering I have ever seen on Labor Day and I will be describing it more fully in the November issue. While many of us have exploited the advantages of selling at auction, never had I seen the auction method used to better advantage than in this particular sale.

This month's cover picture seemed made to order for the approaching fall and winter season of outdoor auctions. The auctioneer is Col. Keith Stroud. An item, describing his unusual title, is also in this issue.

State Conventions in Illinois and Iowa will start the ball rolling in association activities. It is hoped that "ye ed" can attend both of these meetings and I will be looking forward to meeting a good many of you at these healthy gatherings.

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The Lighter Side...

Some Dog!

The feed salesman stared at the very formidable-looking animal on the doorstep of the farm house.

"What breed is your dog?" he asked the farm wife when she came to the door.

"Don't really know," she replied. "My brother sent it to us from Africa."

"Well," the salesman said shakily, "it's the oddest dog I've ever seen."

The farm wife nodded her head. "You should've seen it before my husband cut off its mane!"

Two Views

An optimist and a pessimist went into business together. Business was very good.

"Well," said the optimist, "We've had a wonderful month. A constant run of customers."

"Yeah," agreed the pessimist dourly, "we have had some good business. But look at those front doors! If people keep shoving through them, the hinges will be worn out in another week!"

Solid Evidence

The day before a big college game a bombshell burst on the coach with the dean's announcement that the star player had been disqualified. The coach hurried to the dean to ask why.

The dean said, "We caught him cheating yesterday."

"I don't believe my player would cheat," the coach blustered. "What evidence do you have?"

"The star athlete sat right across from the star student. When their exam papers were compared, it was found the two were identical on the first nine questions."

"But," said the coach, "That doesn't prove anything. Maybe the player crammed."

"I can answer that best," said the dean, "by the manner in which they replied to the last question. The A student wrote: 'I don't know.' The player wrote: 'I don't know either'."

Where It Hurts

A panhandler approached a man on the street and said, "Mister, could you give a cripple a quarter for bus fare?"

"All right," said the man, giving the beggar a close look, "but how are you crippled?"

"Financially."

The Hog Raiser

A successful city businessman retired to a small farm. One day a neighbor observed that the new farmer was holding a fair-size pig close to an apple tree so the animal could eat the fruit right off the tree.

"It'll take a long time to fatten him that way, won't it?" asked the neighbor.

"I guess so, but what's time to a hog?"

Why Delay

A big businessman, a great believer in efficiency, hung up a sign in his office one day. It read: "Do It Now."

Within 24 hours the cashier had bolted with the contents of the safe, his stenographer eloped with his eldest son and the office boy threw the ink bottle into the electric fan.

Headed Wrong Way?

Two motorcycle enthusiasts were speeding up the highway. It was a cold

night and the driver had slipped his jacket on backwards to keep out the wind. A sharp curve and a turn left them spilled over the countryside. A couple of rescuers, after frantically administering first aid, stopped to admire their work.

"I think mine will live. How about yours?"

"Mine was in horrible shape. Do you know it took me ten minutes just to twist his head back in the right direction."

All Planned

The elderly farm couple sat in their rocking chairs in front of the fireplace one wintry night in Iowa.

"The years are passing us by, Sarah," said the old man. "We're getting older. Pretty soon only one of us will be left.

"That's right," said his wife. "And when that happens, I'm moving to Florida!"

Hungry Dog

There was a fellow waiting for a haircut. As he studied a big German Shepherd dog in the barber shop, he was impressed by the way the dog intently watched every move of your scissors. He said to the barber: "It's amazing how interested that dog is in every move of your scissors. He must enjoy watching you work."

"Well," said the barber, "it isn't exactly that. But every now and then I accidentally snip off a piece of ear—he really goes for that!"

Count Your Blessings

"Thankful! What have I to be thankful for?" grumbled the sour-looking man to the sunshine spreader. "I can't even pay my bills."

"In that case," prompted the other readily, "be thankful you aren't one of your creditors!"



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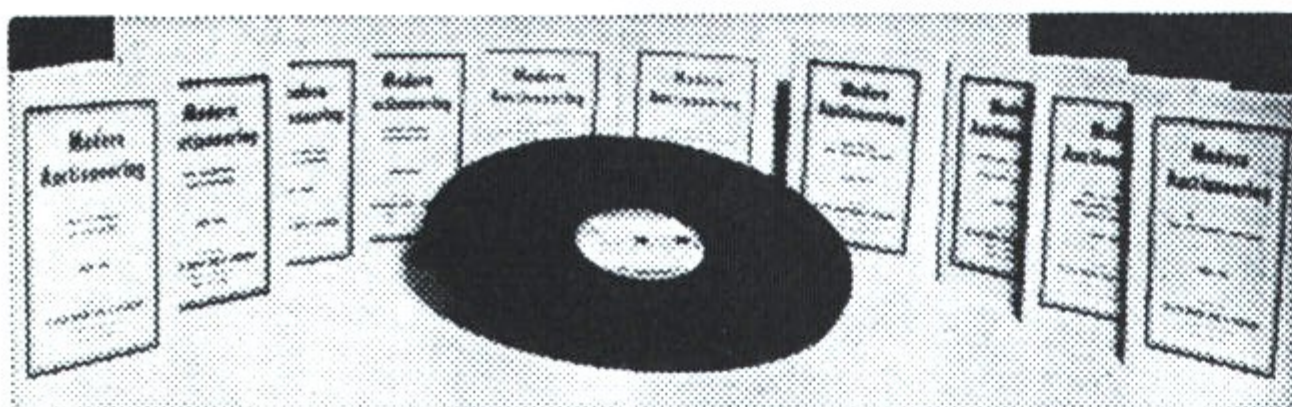
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FINAL SETTLEMENT FORMS . . . Form FS-69

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

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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.

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. . . 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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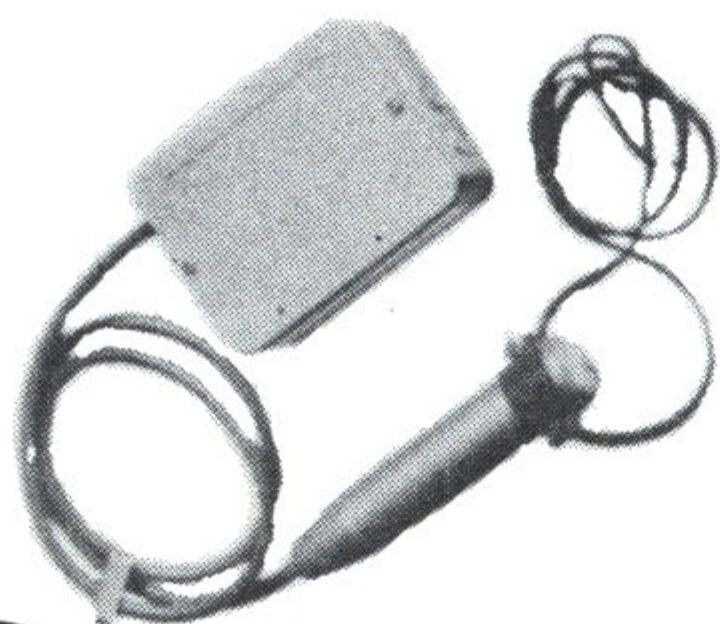


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SM-2

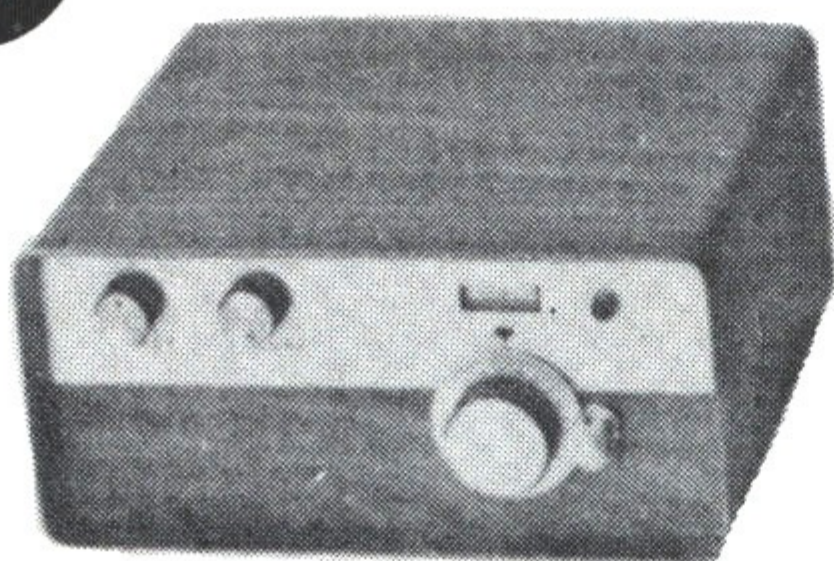
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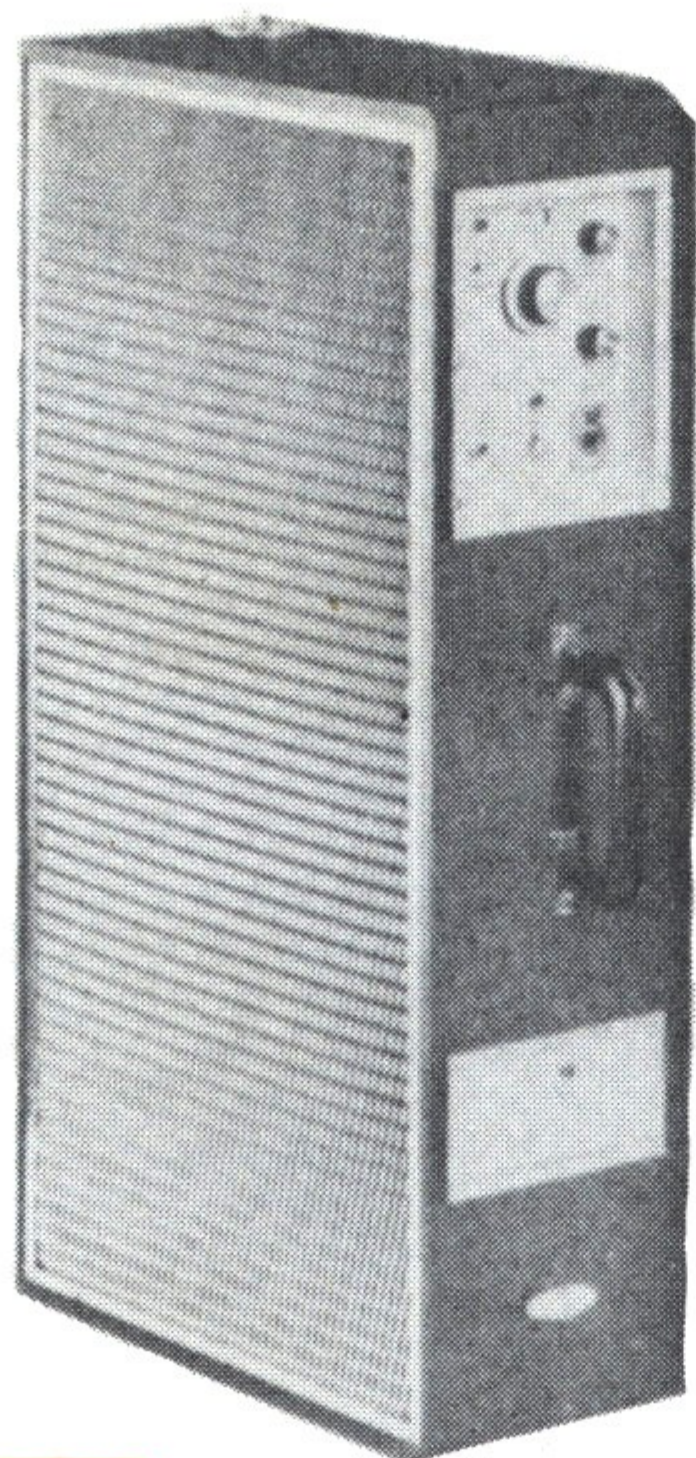


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