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# The Auctioneers Place In The Appraisal Profession

By Richard W. Bronsteim, Buffalo, N.Y.

What benefits do the appraisal profession offer to the professional auctioneer?

First let me state that many auctioneers do not follow their profession full-time because of the limited compensation and number of sales which they can conduct in a weeks time are limited, and therefore, they have need of stabilizing their income.

It is desirable when one must seek compensation outside of the auction field, that he remain in an area consistent with his work thereby enabling him to keep constant contact with people buying and selling commodities and goods and thereby reinforcing his knowledge and ability in the auction field. The presentation of goods for auction or private sale is dependent upon the knowledge of value in the field to which the article belongs. The appraisal profession offers the auctioneer an opportunity to stabilize his income and turn idle time into productive periods.

Not only does the appraisal profession provide monetary return, it compensates an appraiser for investigation into his field of auction that he normally would not be compensated for. The appraisal profession in many instances opens doors and provides an introduction to prospective auction purchasers and potential auction sellers. The appraisal profession lends prestige to the auctioneer by stressing the intellectual or academic knowledge the auctioneer possesses.

Do auctioneers belong in the appraisal profession? Are auctioneers appraisers? Do auctioneers act as appraisers? The answer to all three questions is definitely yes. Auctioneers act as appraisers formally in written appraisal reports,

semi-formally in written statements and informally in auctioneering and preparing auctions. If an auctioneer is an appraiser, who else is an appraiser? What is an appraiser?

To state it simply an appraiser is a valuation expert, whether it be in realty or chattels, who has the knowledge and ability to establish values in the respective field. This is not to say that an expert in one field is an expert in all fields. No one is a complete authority in all fields nor is any one a complete expert in any one field. An expert is someone who is not only knowledgeable in the field, but knows where to go and where to look for the answers he does not have. The test of a true appraiser is knowing where to get the answers.

The main job of the appraiser is to determine value. Value is the relationship between a commodity and those who desire it and are able to purchase it. Let us remember that desire alone does not affect the supply and the demand of articles where those desiring it have no means to purchase. What creates value and desire? Utility is a prime factor. An item must be useful in one manner or another, whether it be for the production of income, sustaining of life or satisfaction of esthetic tastes.

We must note that there are many types of values. The most common types of value an appraiser runs into are fair market value, sound value, replacement costs, value in use, liquidation value or auction value. All of these values contain certain variables such as time, place and manner of presentation. Where does the auctioneer fit into this field?

The auctioneer has the expressed advantage over his counterparts in the



appraisal field. Due to his experience in the market, he is in the center of the marketing activity and he has a true ability to feel "the pulse" of the market. This for the most part is readily apparent in the appraisal of forced sale liquidation value of personal property and real property. The appraiser has the actual experience as opposed to or along with book knowledge.

Let us not forget that to know forced sale value and to adequately study, analyze and value property, one must have an understanding of fair market value and replacement cost. Forced sale value is very important in the field of financing. While banks and lending institutions want to know what the fair market value of an article is, it is to their advantage to also know what they may expect in a forced sale or liquidation situation.

We, as auctioneers, feel we have knowledge of value, but can it truly be documented. Have you sold any exact duplicates or replicas of the items you are appraising? What variables were different than those of the appraised subject?

An appraisal is an informed opinion of value. The weight of this opinion is solely dependent upon the knowledge, experience, capability, integrity and analysis of the appraiser. An appraisal should not only be an expert opinion supported by factual data, it must be logically based and consistent with the practices in the field. The use of factual data is considered on a qualitative not a quantitative basis.

In the appraisal of real estate, market data, the use of comparable sales dictates the value where good market sales are available. The courts today have frowned upon emphasis of the cost approach or income approach where the arms length sales of comparable properties exist.

The appraiser must also be cognizant of the fact that a comparable sale is past history. The appraiser must be knowledgeable of the present market trends and economy in the area and industry.

The appraiser must also remember that offerings to sell generally set the upper limit of value while offerings to purchase generally set the lower limit. To value property whether personal or realty, the national economy, regional economy, neighborhood economy, technology and general trends must be considered. The national economy dictates the overall condition, industrial expansion, fiscal policy, taxation and credit.

Easy credit often encourages inflation. During a period of inflation or easy credit the consumer is encouraged to expend greater amounts for realty and personalty. While the national trends may not be directly apparent, as they apply to a refrigerator or a home during a short period of time, but over a long-term these national trends dictate price levels. A marked example of this was the great depression which was felt throughout the country. National trends are most apparent in large industrial plants and industrial equipment appraised.

The economy of a specific area is perhaps more readily felt and more readily discernable to the appraiser. Property values and sales of durable goods in an area is directly linked to the employment level and wage levels in the immediate area. The appraiser must not neglect the neighborhood in his valuation. The decline in an area is due to changing transportation facilities,

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**EDITOR'S NOTE**—*Richard Bronstein is one of the most respected men in the appraisal field. He was recently elected President of the Buffalo New York Chapter of the National Association of Independent Fee Appraisers. Since 1959 he has been in continuous practice of appraising and selling Real Estate and Personal Property at both Auction and Private Sale. He has been a member of the New York State and National Auctioneers Association for many years.*

*Material used in the forgoing article was from a seminar at the New York State Auctioneers Convention in Batavia, N.Y., last November, entitled, "The Auctioneer's Place in the Appraisal Profession."*



movement of industry, movement of population and physical aging of structures affect prices in the area. Does not furniture in a better area sell for higher prices than that in a poorer area? Another example of this is the old rule that it is better to own the poorest home in a burgeoning area than the best home in a poorer or declining area.

Many people advertise and claim to be appraisers and of course many of them are very well qualified to act as appraisers, but how does one become more proficient and qualified as an expert in value? In a short space allocated it is possible only to give a brief introduction in this area. To be recognized as an appraiser in the field, one must of course have knowledge in the field. One must be sincere in his pursuit of the profession. An appraiser must be willing to work hard to obtain proper

data. He must analyze the problem without bias. He must continually study trends in the field of endeavor which he is appraising. He must continually endeavor to better himself educationally and most important an appraiser must use good judgement and integrity.

All of these steps are important. Let us remember while one may have a felicitous opinion or may make an honest mistake; integrity and honesty to oneself and to the general public is the most important. As in the auction profession, honesty is not only the best policy, it is the only policy. If you will be in business tomorrow as you are today and wish to greet the future with optimism rather than fear, be sincere today.

People don't fail in life because they planned to fail. They fail in life because they failed to plan.



**MISSOURI AUCTION SCHOOL    KANSAS CITY, MISSOURI    DECEMBER, 1967**  
**REAL ESTATE AUCTIONEERING AND AUCTION MANAGEMENT**

**FIRST ROW LEFT TO RIGHT: Buddy Harris, Texas, Walter E. Hight, Jr., North Carolina, Richard W. Dewees, School President, Delbert Winchester, Oklahoma, Instructor, Ernest Wilson, Missouri.**

**SECOND ROW LEFT TO RIGHT: Dale R. Peters, Pennsylvania, Aubry L. Moore, Texas, Donald O. Evett, Colorado, Wally Plueger, California, John F. Pearson, Michigan, Sanford J. Blau, California.**



# Virginia Group Holds Very Fine Meeting

Members of the Virginia Auctioneers Association staged one of their best conventions at Natural Bridge, Dec. 9-10. Attendance was very good, the program was well accepted and the enthusiasm of the registrants would be hard to surpass.

Registration opened at 3:00 p.m., December 9, followed by a Social Hour. During this period, acquaintances were renewed and a period of real fellowship was enjoyed by auctioneers and their wives from throughout the state. A Banquet was enjoyed later in the evening.

Addresses by Robert "Red" Mendenhall, High Point, N.C., and Bernard Hart, Lincoln, Nebr., preceded the Fun Auction which was in charge of Col. Dave Bumpass, a past President of the VAA. The auction was a decided success and kept everyone entertained until time to retire.

Seminars were held the following morning. George Shields conducted the one on Auction Contracts; J. C. Horney on Auction Advertising; J. E. Sutphin on Auction Clerking. Participation was practically 100% making the seminars both interesting and valuable.

H. Layton Laws, Sr., introduced a representative of the State Revenue Department who explained the auctioneers' responsibility regarding the Virginia State Sales Tax. This also provoked considerable discussion.

A short business meeting concluded the event with President, Earl Pland, presiding. Clarence Marshall, Hillsville, was elected President for the coming year. George Shields, Danville, was named Vice President and Ronald Tull, Annandale, was re-elected to the office of Secretary-Treasurer.

After considerable discussion it was the unanimous vote of the group to invite the 1969 National Auctioneers Convention to Virginia.

George Gartner, Mt. Sidney, and James Vaughn, Keysville, served as co-chairmen of the convention and they,

along with the officers of the VAA, are deserving of much praise in staging this milestone event for the organization.

## Benefit Auction Will "Open Doors" For You

Selling at auction has "opened doors" for many aspiring men, young and old, yet, the potential offered has hardly been touched.

In past issues of "The Auctioneer" have been various accounts of the charity auctions promoted and conducted by Col. John R. Fishdick, Eagle River, Wisconsin. Col. Fishdick has offered his services to groups that never would have considered an auction for money raising purposes and the successes that have resulted have made him a specialist in this type auction.

Col. Fishdick is spending the winter at Carlsbad, New Mexico. Shortly after getting located in Carlsbad, Col. Fishdick informed "The Auctioneer", "Not many auctioneers in the immediate area," and at the same time enclosed a photo from the local newspaper showing he and a representative of one of the Carlsbad churches displaying articles they were going to auction.

Just 34 days after Fishdick arrived in Carlsbad, the Grace Episcopal Church of that city held their FIRST auction in connection with their Annual Bazaar. Proceeds from the auction totalled more than \$1150. It was the 133rd "success" for Col. Fishdick in promoting charity and benefit auctions in various parts of the country.

"If you will give to a community they will respond in kind," says Col. Fishdick. "The enclosed note from the auction chairman is enough satisfaction for any auctioneer to receive for his efforts," he concludes.

Belonging to an association is a test of sportsmanship. The bad sport always drinks on the other fellow; the good sport pays as he goes. He declines to accept the benefits that flow from the cooperation of others without paying his share.



# Start New Year Right

By JOHN A. OVERTON

Let's start the New Year right! An auctioneer has always been a firm believer in the right of every person to raise himself to whatever level his determination, ability and energy can take him to. Now let's take a look at what is happening to the future of our children, and the mortgage that is being placed on their efforts and abilities!



In the past the corridor has been wide, the ladder to the top open for those who are willing to work and sacrifice in order to reach their goal.

We have laws preventing children from working. This is fine as long as the corridor is open so they can work if they want. How is a child to learn the pleasure of work, the satisfaction of earning his own money, the value of it, if he can't earn it? The fact that its value depreciates every year doesn't mean much to him. It's given to him anyhow, so he simply asks for more. This is the attitude we are instilling in our young people. We are educating them away from honest effort, the will to succeed, the belief that if they want something bad enough they can secure it.

Our Constitution gives us the rights of liberty, equal opportunity, regardless

of race, color or creed, but if you'll read it, it doesn't guarantee happiness—it gives the right of the pursuit of happiness!

The most dissatisfied people I've ever met are those that do nothing, serve no one, are constantly looking for some way to spend their time without working. You'll find the happiest person in your community is the busiest person, serving his community in some line of work or profession and giving of his talents to the benefit of his fellow man!

Our Government wants to put a platform under everyone at the expense of those who work, plan, and then work their plan. For every bit they raise the platform, they must reduce the heights which it is possible to shoot at.

When you take away the American way, that lets every young person set his own goal, then work to obtain it. You take away all incentive to rise above the crowd. It's socialism, regardless of what you call it.

Russia has finally had to give individuals private incentive to get the foodstuff she needs. She gave the top producers in the communal a small piece of ground from which to keep all the produce.

To prove what lack of incentive does against individual production, 97% of the land produces 60% of the foodstuff. This is the socialistic effort. 3% of the land produces 40% of the crops by individual effort and operation.

Krueschev told us that communism would overtake us in a few years in America. Socialism, Communism, the Welfare State, call it what you will, we're gradually getting closer and closer to it.

On his way back he told Poland what he had told us, but added "I didn't tell them we'd do it, they are doing it themselves." We are fast on the way to doing ourselves exactly what Russia would do at any price! The price nothing! We're



spending ourselves into financial and moral Socialism which is Communism as it is today by a sweeter-smelling name.

We've seen England go down the same path — now the pound is gone — the dollar is the only standard of the world and it's losing confidence in some quarters because of our continuous deficit and creeping inflation!

Why should Russia or China try to destroy us? We're gradually destroying ourselves and our future. Where is the independence and ambition that let our forefathers to starve rather than be bound by any other country, person or debt? Maybe if we all work at it diligently we can revive the idea of individual freedom and opportunities that will stop our progress to Socialism or worse.

## Ogden Market To Be Auction Exclusively

OGDEN, Utah — Effective Jan. 15, 1968, all livestock sales at the Ogden market will be handled by a single market agency, the Ogden Sales Co., and all livestock sales will be exclusively by auction, according to Bill Liberty, president.

Livestock sales will be under the management of Glenn Britton, who has for many years been engaged in buying and selling livestock. He was born and raised on an Iowa Farm, attended the University of Iowa, and has been a cattle feeder and producer, order buyer, cattle salesman, packer buyer, and an auction market operator.

Britton is well acquainted with the Ogden market and its patrons, having been on the Ogden market for nearly 12 years as a packer buyer and manager of a marketing association. He is presently a part owner of the Blackfoot Livestock Commission Co. at Blackfoot, Idaho, and will sell his interest in this business in order to devote full time to the patrons of the Ogden market.

Britton is past president of the Idaho Livestock Auction Markets Assn., and is the Idaho director of the Certified Livestock Markets Association.

He is married and has two daughters, Sally and Susan, who are graduates of Ogden High School.

Britton will feature weekly cattle auctions on Monday, sheep and hog auctions on Tuesday, and special feeder auctions every spring and fall.

## Arkansas' Aggressive Group In New Year

By Milo Beck, Rogers, Ark.

Sunday, December 3, marked the end of one year for this association, and the beginning of the second year. J. C. Dyer of Nashville, Arkansas, was elected president; Bill Massey, Jonesboro, Arkansas, vice-president, and Ervin Cripps, Gentry, Arkansas, Secretary and Treasurer.

If I had a crystal ball and if I looked into it, I could see only progress ahead. With J. C. Dyer heading the association, it's sure to be great in '68. The main topic of discussion Sunday in Little Rock was the National Convention in Oklahoma City in July of the New Year.

All who attended the convention in Chicago last year are still overjoyed and are making plans to go to Oklahoma City in July. I have never seen a more dedicated group of auctioneers than attended the Sunday meeting, everyone wanting the best personnel to head the second year of the Aggressive Association of Arkansas. Take it from me: these fellows are the best. Keep watching; we will keep you up to date on our progress.

## 58 Einstein Letters Sold for \$36,000

London — A collection of 58 letters by Albert Einstein was sold for 36 thousand dollars and 65 letters by Ernest Hemingway brought \$16,800 at auction.

All were bought by American dealer Lew Feldmann, who said:

"I'm very pleased to get these valuable letters. The Hemingway letters are relatively less important than the Einstein correspondence which is marvelous."



# THE LADIES AUXILIARY

Dear Auxiliary Members,

Another year passed. By the time you read this letter 1967 will be just a memory. But it will stay in our memories as a golden year. Our grandson will be 1 year old January 1, 1968. As all grandma's are prone to think, so does this one think her grandson is the sweetest boy in the world. I am sending a picture of Jeffrey Pryce Barnicle and his Grandpa. Don't you think they look alike?



Ken and I attended the Illinois Auctioneers meeting in October. We thoroughly enjoyed ourselves. The meeting was well attended and the entertainment and food were outstanding.

We enjoyed traveling East the last two years for the Conventions but will be glad to start West again. We hope to be in Oklahoma City in July if nothing happens to prevent.

As we wind up our Auction Business for 1967 we are grateful for the business that we have had, and thankful that we have had the health and strength to take care of it.

Marian Barnicle  
Historian

The executive at the top is the one who can quickly get to the bottom of things.

## Mrs. Rex Young Dies

Mrs Pearl Young, wife of veteran auctioneer Rex Young, Platts-mouth, Nebr., passed away on December 7. She was 75 years old at the time of her death.

Mrs. Young was born at Platts-mouth and spent practically all of her life in that area. She was in an Omaha hospital at the time of her death. Burial was in the Young Cemetery, south of Platts-mouth.

Survivors, in addition to her husband, are her brothers, sisters, nieces and nephews.

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1967 - 1968

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## Auction Liquidates Court House "Junk"

BENTON HARBOR, Mich.—A search for bargains and heirlooms brought \$4,415.50 to Berrien county following a six-hour auction of virtually everything in the old courthouse.

"If you see something you want, ask us to put it on the block," said auctioneer John M. Glassman.

The \$4,415 total was considerably higher than anyone around the courthouse expected the odd lot of desks, chairs, and other furniture plus such oddities as spiral staircases and a photostat machine might bring.

Several hundred persons braved bone chilling cold and damp weather to flock through the musty halls of the 72-year-old building. There was electricity but no heat in the structure.

Supervisor Edward Mattix said such historical items as the circuit judge's bench and other related furniture would be saved for the county's museum in Berrien Springs.

Mattix said the office equipment in the old courthouse was distributed in various ways before being put on the auction block. A considerable part of it went as a trade in on new furniture for the new courthouse.

Other county agencies had first crack at the office equipment and some went to the jail, road commission and county hospital.

Treasurer William Bartz said since there had been many requests for items from the old courthouse the best answer seemed to be to hold an auction. He said it would be impossible to establish prices for some of the items.

Three spiral staircases brought varying amounts. One went for \$180, another for \$360 and a third for \$190. Alex Jakubowski of Coloma bought two of them. He said he bought one for a friend who planned to install it on a studio.

The \$360 for one of the staircases was the highest priced item at the sale. A photostat machine that cost \$13,500 new

in 1953 brought \$105. (The county had used the machine until Jan. 1, 1967) it was purchased by Ed Strong of Baroda.

Most of the items auctioned went for less than \$25. The smallest item, a shelf, brought 25 cents.

There was some sentimental buying. Chairman of the board of supervisors, O. De Los Proseus, of Buchanan, bought a favorite chair of Niles Supervisor A. Sheridan Cook. The chair, the tape that held its seat cover intact still showing, was a part of a block of three that Proseus bought. He said he was going to make a present of it to Cook.

The building, in the shadow of the county's new \$5 million structure, never looked more forlorn. Decades of use were reflected in grimy walls, floors criss-crossed with telephone and electric wires and temporary offices in various parts of the building.

## Red Tiffany Piece At \$400 In Auction

Aurora, Ill. — A small Red Tiffany Vase, measuring three and one-half inches high and about two and one-half inches at its widest point, sold at an auction here for \$400.00. The buyer was Mr. Julius Clark of Chicago, who stated he was just starting his collection.

Although signed pieces of Tiffany are very "collectable" and Red Tiffany is considered rare, some of the collectors attending the auction voiced the fact that they already had larger and more unusual pieces. In the same sale a piece of Blue, measuring about two inches high, brought \$200.00. A total of seven pieces brought an average of \$175.00.

This was a part of an art glass auction conducted at "Col." Quick's Auction Emporium in Aurora, on November 18. The seller was a dealer and private collector in Milwaukee, Wis., who had commissioned Fred Quick to handle the liquidation. In the sale were pieces of Burmese Glass, signed Galli, Mary Gregory, Sandwich, signed cut glass by Hawks and others. Buyers attended from a five state area.





# New Year Brings New Problems

By COL. POP HESS

It is most interesting to try and put into words what would be proper for this New Year, 1968. This is being written on Dec. 12 of the past year. As one looks back over the passing year and forward to this New Year we hope we can find the answers to many problems the world in general has before them. But after one, like myself, who has lived through many years there is an assurance that this great nation will continue to be the leader.

We have seen many problems resolved while new problems were building up and through it all we have lived and survived and the successes and failures have been handled. In looking back over the past year it would be very hard to try and set down each subject and predict the answer. However, I am of the feeling this year will bring out improvement on many of the problems we face, state and national.

Often we try and rib our elected representatives in government but the proof remains, they are not a lot of dumb guys. We should wonder what would happen if we did not have such men. So at this point, I will leave this subject for you to digest and consider as it is at the grass roots where the decisions are made at the ballot box on Election Day. The majority will say who will be who and those who fail to make it to the winning circle will be true Americans and continue to support our form of government.

Mom Hess and I have in some way or form picked up that little bug that became a rough kind. The Doctors say it is the flu, well we had it. At this writing we are much improved and getting back to normal but if I ever detect that flu bug coming my way I will try and dodge in some manner and let it fly by.

The folks down on the farm have told us their bumper corn crop has become a burden. We had a wet fall with the ground too soft for the tractor-picker most of the time. The moisture content of the corn is also high and fifty per cent of the many acres they have is still standing, badly tangled and it looks like they have a full winter's job of corn picking. However, time will prevail and the many pigs they have will be ready to make the cleanup on what the pickers can't get.

It is still my belief that farming is not the worst job—nor the best, but he will survive, eat three meals a day and sleep in a good feather-bed every night of the year. Also, where would our millions of people have a dinner table without the farm and the farmer?

The December issue arrived on my desk this week. It was interesting to read of Col. Horst's hunting trip. It is good for busy auctioneers to take time out each year and see some of his native world. While he did not say it I figured the job of getting that elk, from start to finish, took more of his surplus ambition than a full week of auction sales. I was also interested in the other news and writings but do hope this new year will bring more news from the state associations covering activities of the various auctioneers in their respective states. Every auctioneer today is in need of information as to how the auction business is progressing throughout the U.S.

Many states are holding their Annual Meetings this month and some that I know of have not even taken the trouble to list their meeting date in "The Auctioneer." No doubt this is just an oversight, yet the editor cannot take the liberty of advertising these dates without information from the "horse's mouth" as to when and where.



A goal for this year of 1968 could be to get all our state associations in full cooperation with the national association. The results can be much in progress of service to all auctioneers who are wielding the hammer, large or small. Throughout our United States the present generation we are serving is much more auction minded than the generation of fifty years ago. With our modern methods of news communications the upcoming generation will be much in action within the next five to ten years. It is a certain fact our service as public sale auctioneer will be more modern in makeup to compete with many items of modern equipment that are unheard of today. We are thinking of the computers being used in large business offices, banks, government, etc. It is hard to believe they can manufacture thinking brains, yet, they say they work. However, as we see it today it will take a great inventor to come up with a mechanical computer auctioneer.

We, as participants in the field of auctioneering, as the years pass will have to keep on the move for improvement to meet the demands of our clients in future years. A solid front between all State Auctioneers Associations working in full cooperation with our National Auctioneers Association will be the factor and prove our motto, "IN UNITY THERE IS STRENGTH."

Our Holiday Season has increased my mail as it does each year. Some very interesting letters have arrived from auctioneers in various states. They contain many good suggestions as well as questions for which they are seeking the answers. Quite a few are much interested in the progress of our NAA toward attaining its permanent home and just for sure where it will be located. Some seem to be much in the dark on the subject. For all asking this information they will no doubt find the answers in months to come in this publication. The NAA Board of Directors has a Committee at work on this project and in due time they will present the plans for your inspection.

One amusing letter arrived from an auctioneer in the far Northwest. His big question was more on our National election. He assured me he was asking me as an Ohioan and from a state that has produced several Presidents as to who I thought would be nominated this year by the two major political parties. In recent years I have had a poor record in predicting election winners but I am watching all angles in both parties and as of now I am somewhat in a fog. On the GOP side they have a nice line of runners with no mysterious dark horses. Their trouble at present is lack of unity. Our Democrats are sitting back to watch the GOP race for the nomination. They have one experienced runner and another who is chewing at the bit to go a few heats. As of now, in my judgement, if the GOP nominates one certain man to head the ticket, then the old mule will get his ears trimmed down. That completes my political thinking as of now. In both races we will have to see a few heats before we can guess the winner, on either ticket.

Also, we cannot overlook the fact that we will have a well trained runner from down in the Deep South, perhaps the third entry in the national race. Then the figures will maybe stump all of us who like to guess and predict. It could even confuse the man-made computers that come out on election night and tell us who will be elected. Well, this is our way of life. We nominate then we vote and the high figures list the winner. We all become united as the people have spoken. Through it all the world keeps turning with the bulk of our population shoulder to shoulder for a better United States of America.

## State Auctions Cars

In an auction at the State Fairgrounds in November, the State of Nebraska grossed \$46,500 in selling 70 used motor vehicles. These were mainly automobiles.

State Purchasing Agent, Harley Davidson, reported the selling prices to be "awfully good."







## Indiana Convention Has Good Attendance

On the opposite page are pictures taken during the Indiana Auctioneers Association Annual Convention, held at the Sheraton-Lincoln Hotel in Indianapolis, November 12-13, 1967.

Upper left is IAA Secretary, Everett Corn, reaching for the registration fee that registrant John W. Doane is apparently drawing from his hip pocket.

Upper right, Convention Chairman, Herman Strakis, (left) greets State Senator Allen E. Bloom (Ft. Wayne), co-author of the Indiana License Bill; State Senator Dean Kruse, IAA President-elect (Auburn); and James Liechty, IAA Board member of Berne, Ind.

Lower picture was taken during the Banquet the evening of November 12.

"The Auctioneer" is indebted to NAA member, John W. Doane, Mt. Vernon, Ind. for these pictures.

## Quantrill Reunion Spot Is To Be Sold

Mrs. Nell Wallace Brown is a retiree now, tired of coping with a leaking roof and vandals.

Fifty years ago, however, she was a brown-haired young belle and the darling of the old warriors who once rode with Quantrill.

The house in which she was born—the old John D. Wallace home at 8607 Wilson road—will be sold at public auction. With it will go eight surrounding acres—all that is left of Wallace grove, where Quantrill's men, during the Civil war, ambushed Federal troops traveling between Kansas City and Independence.

The house and grounds were the scene, too, of the last reunions of Quantrill's men, from 1912 to 1929. Mrs. Brown remembers those reunions as the highlight of the Wallace family's summers during her youth.

"We rolled up the rugs in this old house," she said, "and they danced and

danced. They always had a fiddler. And I played the piano."

The old-timers—Cole Younger, Frank James, the Hopkins brothers of Independence, Frank Smith of Blue Springs, and the Noland boys—all called her "Little Dixie."

Located at the I-435 and U. S. 24 interchange, the property, known most commonly as Wallace Grove, contains slightly more than eight acres, two of which are zoned commercially. The remaining six acres, zoned for 86 duplex units, are improved by a large house built in 1887 by J. C. Wallace, a Southern sympathizer and friend of Quantrill. Several summer cottages also are on the property.

The estate is the remainder of a 2,000-acre farm which includes what now is Mount Washington cemetery.

## All American Jersey Sale Averaged \$2792

During the North American Dairy Show at Columbus, Ohio, 39 registered Jerseys sold in the All American Sale for an average of \$2,792, highest average for the series to date.

The Pot O'Gold Jersey Sale following the junior show averaged \$770, just \$12 under last year's record sale.

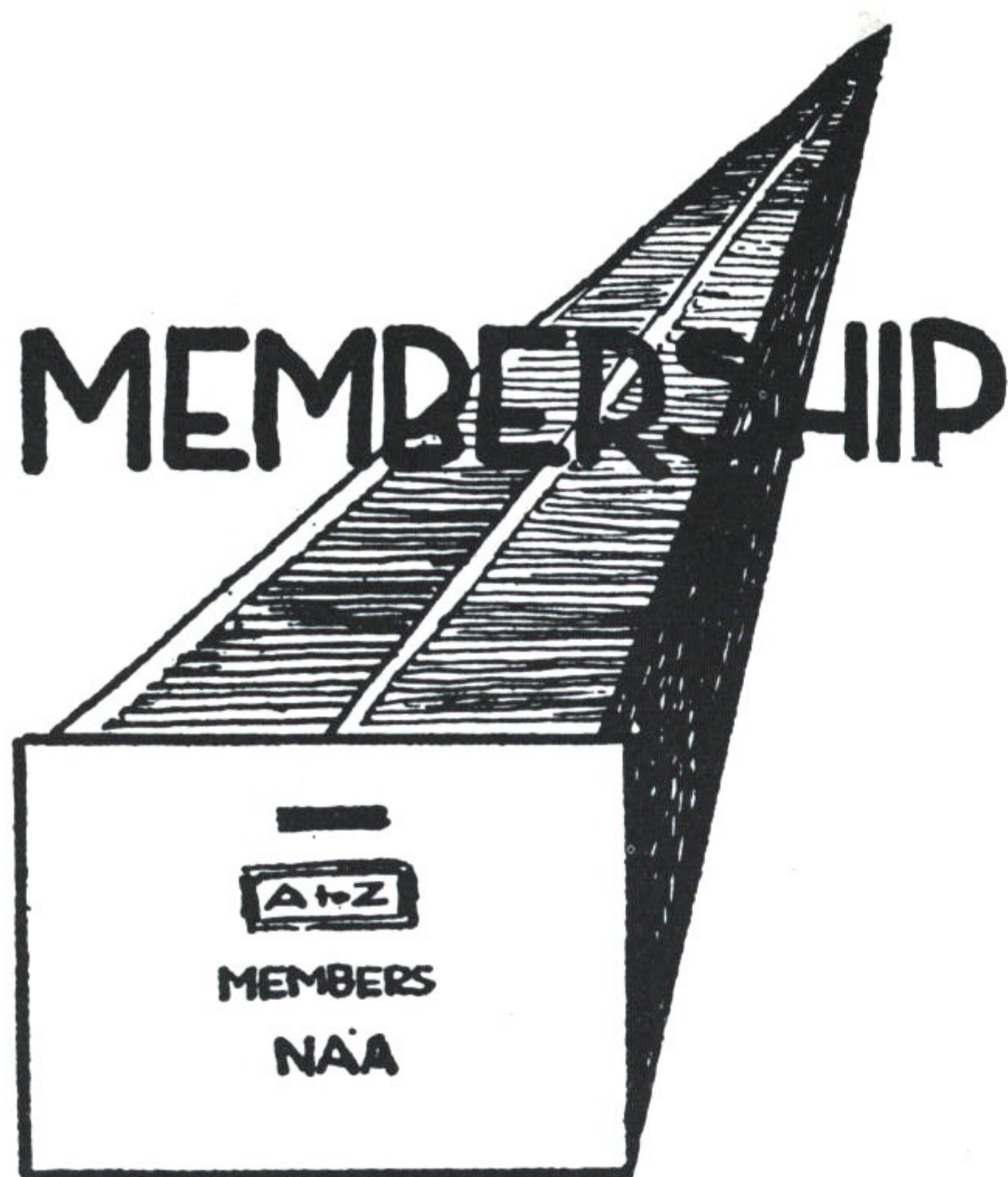
In the All American, Vacluse Sleeping Surville, junior yearling bull consigned by Diana Ryan, Vacluse Farm, Newport, R.I., sold for \$56,000 to a syndicate of some 50 breeders and NOBA, Inc., Tiffin, Ohio. The 6-year-old proven bull, Pan American Mike, consigned by Collins Jersey Farm, Orland, Ind., was purchased by Curtiss Breeding Service, Cary, Ill., for \$9,500.

The sale was managed by Chester Folck and Sons, Springfield, Ohio, with Clair Smith, general chairman; and C. Scott Mayfield, associate chairman.

‡ ‡ ‡ ‡

History's verdict on Americans could be, "They felt rich because they charged each other so much for things."





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\*Roger E. Hahn, Indiana  
Harvey D. Johnson, Kansas  
George W. Cravens, Illinois  
R. C. Woodard, West Virginia  
Faye S. Fisher, Indiana  
W. J. Kirkpatrick, South Dakota  
Marvin Freeze, Michigan  
Kenneth C. Carnes, Nebraska  
Stanley E. Stout, Kansas  
Ronald E. Ball, Iowa  
\*Donald N. Webster, Oklahoma  
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\*Gerald W. Jacks, Texas  
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Johnny Godley, North Carolina  
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\*Donald O. Evett, Colorado  
\*Henry T. Terry, Kentucky  
\*Thomas Farrington, Missouri  
\*Bill Marting, Ohio  
\*Wallace E. Plueger, California  
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\*Ernest Wilson, Missouri  
\*Johnny Ringo, Colorado  
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\*Dennis L. Rezac, Kansas  
Harry H. Hansbrough, Florida  
\*Albert W. Hill, Arkansas  
\*A. C. West, Arkansas  
\*Jesse N. Curts, Indiana  
C. W. "Bill" Crites, Kansas  
Stanley King, Virginia  
\*James E. Houk, Indiana  
J. P. King, Alabama  
Gilbert Wagner, South Dakota  
\*Paul H. Riley, Oklahoma  
P. E. Wilder, New Mexico  
W. C. Gier, California

(\*indicates a new member)





Thomas A. Nero sells residence in background for \$19,500. This and other activities of this NAA member are described in the following article.

# Auctioneer Sells a Million Items in Pursuit of Career

(Reprinted from the CLEVELAND (OHIO) PLAIN DEALER)

By KENNETH E. BANKS Jr.

He walks. He talks. He sells everything from junk to reptiles. He is a \$1-million a year business.

That's Thomas A. Nero, auctioneer, who creates a carnival-like atmosphere with gypsies, farmers, antique dealers and junk dealers on 10 of his 55 acres at 549 S. Chillicothe Road (State Route 43) in Aurora, O.

The grounds come alive Wednesdays at dawn and people coming from all over the country are there until everything is sold.

Moving vans come in with home furnishings, including the sink. Nero sells everything from a 25c box of used clothing to a \$19,500 home in Broadview Heights.

Sometimes he makes mistakes—a box of "junk" jewelry he sold for 85 cents yielded the buyer a cameo brooch worth \$85.

He cares about his customers. He auctioned off a strong-smelling goat and gave the customer an extra long rope to lead it away with.

Nero, 37, knows what he is saying

when he rattles off the emotion-charging spiels of his trade. During the two winter quarters he teaches speech at Cleveland State University.

He keeps an office in the professional building he owns at 7301 Chippewa Road, Brecksville, and he runs Nero Realty, 8748 Brecksville Road.

There have been auctions on the land for 40 years, but Nero bought it only some years ago. He got interested in auctioneering when his father leased space there in 1940.

At first there were cattle auctions, then about 20 years ago tack stands went in for sales of saddles and bridles. Now with chickens, produce, antiques and junk for sale, the 4,000-car parking lot fills with sellers and buyers of everything.

There are about 125 stands operated by people who lease space. There are two permanent structures. Nero operates one, the other is used by Willie Darby who has sold antiques there for 20 years.

Darby has a 150-year-old grain grinder worth \$500 and a 100-year-old cake mixer. Another antique is his tree sprayer



which mounts on a horse-drawn wagon and is run by a chain attached to the wagon axle.

## Crime Fighting Group

“HELP YOUR POLICE FIGHT CRIME” is the name of a non-profit, but self-supporting cooperative which has recently launched a 3-way psychological attack on the crime cancer that threatens to destroy our American way of life. Citizens have united in an effort to:

1. Equip all cars, trucks, buses and taxicabs with a bumper sticker reading “HELP YOUR POLICE FIGHT CRIME”.

2. Equip all postage meters with an ad-plate that will print the same slogan on all metered mail.

3. Alert and try to encourage all citizens to greater respect, restraint and civic responsibility through the distribution of “Safer Community” folders and other public awareness literature.

The organization's address is:  
406 Perpetual Building, Silver Spring,  
Md. 20910.

## Pop Hess' Birthday Is February 6

On February 6, 1968, Pop Hess will be 88 years old. For more than 15 years Pop has never missed a single issue of “The Auctioneer” with an article. His thoughts, ideas, suggestions and downright common sense have been enjoyed by many auctioneers.

May we suggest that in return for what Pop has done for the auctioneers throughout the land that they respond by sending him a Birthday Card—and take the time to write a short note at the same time. His address is: C. M. Hess, 401 Ontario Ave., Bellefontaine, Ohio.



Standing left to right, Steve Hunter, Lewisburg, W. Va.; Jim Brock, Roanoke, Va.; Chris Rosser, New London, N. C.; Jim Hughes, Dallas, Texas; Randal Kline, Reinholds, Pa.; Don “Tex” McPherson, Dallas, Texas; front row; Richard Cox, Orange, Va.; James Townsend, Day, Florida; and Forrest Michael, Lexington, N. C.



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pages for ordering information.



# THANK YOU!

“THANKS” to the hundreds of you who have purchased the “Auctioneer” hats and blazers without seeing what they were like. Now, for the Doubting Thomas’s, you can see how beautiful they are! On the preceeding pages four of the different colored blazers and the felt and straw hats are shown. The colors of the blazers that are shown are Scarlet, Old Gold, Columbia Blue and Navy Blue. Colors available, which are not shown, are Black and Dartmouth Green. Sizes range from 32 to 50 in short, regular, long and extra long. The National Auctioneers Emblem, beautifully handmade in felt with gold, red and black colors 4" x 3¾", is attached to the left front patch pocket. The blazers are 100% all wool flannel.

The winter felt hats are Silver Belly in color and come in brim widths of 2", 2¾" and 2⅝". The hat has red satin lining with the National Auctioneers Emblem in the crown. A stick pin which is a reasonable facsimile of our National Auctioneers lapel button comes with it to go on the outside. The summer hats are of the finest Milan Straw and come in the same brim widths. Please state on your order who is to wear the hat as we put the name in the sweat band.

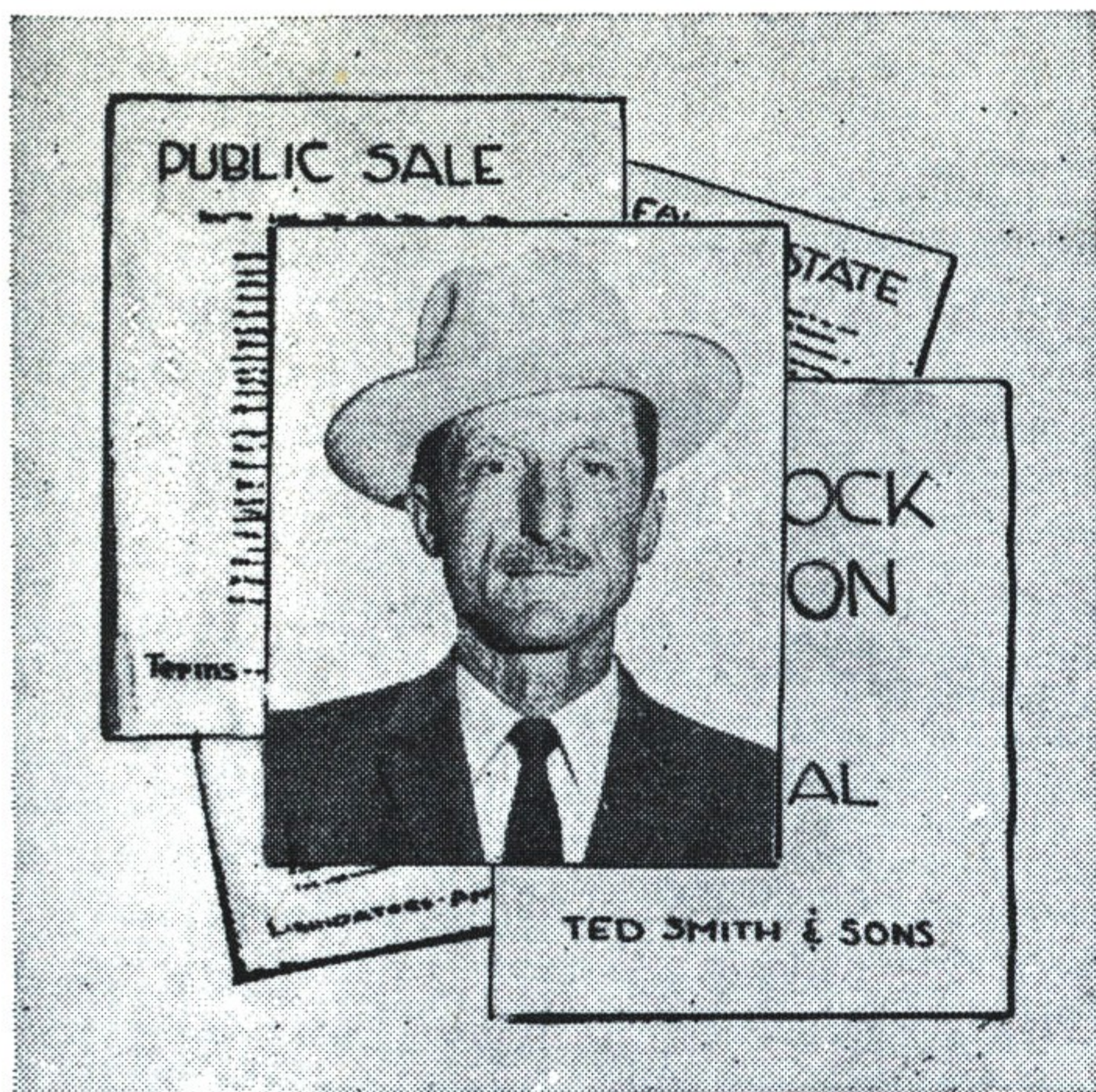
In the last few months over 40% of our orders are repeats which makes us feel good because it proves to us that you are satisfied with your purchase.

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## Auction Shorts



### FORTY-ONE YEARS IN THE AUCTION BUSINESS

Col. Frank B. Smith of St. Edward, Nebraska, charter member of the Nebraska Auctioneers Association, served the St. Edward, Nebraska, community as auctioneer for 41 years. While visiting with him the other day he told me he had conducted somewhat over 3000 auctions during this period.

The Colonel was born in Chariton, Iowa, in 1894, but spent almost all of his adult life in the St. Edward, Nebr., community. By the year 1917, cupid made her appearance, and it was on May 1st, 1917, when the Colonel and Lucille Apple were married. They have a daughter who lives at Spencer, Iowa, and a grand-daughter.

1926 was the year of great decision for the Colonel, for it was the year that he decided on the auction profession. He attended and graduated from the Iowa Auction School, at Council Bluffs, Iowa, at that time.

Frank had his first general farm sale, January 24, 1927, which was the beginning of 40 years of service to his community, conducting auctions of all types.

On October 21, 1966, Frank had a heart attack that kept him in bed for 13 weeks. He slowly got back on his feet and has been conducting a few sales since that time.

Since he continued to be under doctor's care and was warned to take it a little slower, he decided on an auction of his own. This auction surely was unique and has a story to tell all of its own which we will write about next month.

Henry Buss  
Columbus, Nebraska

## Monet Picture Brings Record \$1,411,200

London—Claude Monet's "The Terrace at St. Adresse" was sold for \$1,411,200 at Christie's auction, a record price for a French impressionist painting.

The Rev. Theodore Pitcairn of Philadelphia sold the painting and said the money will go to several charities through his Beneficia Foundation at Bryn Athyn, Pa.

Geoffrey Agnew, head of Agnew Gallery, bought it.

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**FROM ONE CHARTER MEMBER TO ANOTHER.** Col. J. Hughey Martin (left), Colchester, Ill., receives plaque from Col. C. B. Drake, Ft. Lauderdale, Fla. These men were instrumental in founding and "fathering" the Illinois State Auctioneers Association. Ceremony took place at the 1967 National Auctioneers Convention in Chicago.

## Quarter Horse Sale Gets \$3038 Average

POMONA, Calif.—Quarter Horse aficionados that were part of the huge Saturday night crowd that attended the Hidden Valley Ranch Quarter Horse Dispersal couldn't quite believe their eyes and ears as the 49-head band of speedsters bred and developed by Dick and Iris Ewing, Thousand Oaks, rang up a whopping \$3,038 average.

Grafton Moore, Durant, Okla., was the pace-setting buyer of the evening auction. Moore, who also owns a breeding farm in Holly, Mich., turned in winning bids on five top broodmares and two stallions, investing a total of \$90,300 for his seven choices. Moore paid \$25,000 to own Mackay Boy (Top Deck—Rosedale), a 16-year-old stallion; and \$21,000 for the 15-year-old stud, Joe Queen (Joe Reed II—Queenie).

Additionally, Moore paid \$20,000 to

own Mackay's Image, a 6-year-old Mackay Boy-Ivy Red mare that is safe in foal to Rocket Bar; and \$10,000 for Cutie Mac, a 4-year-old Mackay Boy-Cupid's Bar mare that is also safe in foal to Rocket Bar.

Buying as an agent, Jack Dyer, Yukon, Okla., nodded at \$10,000 to own My Piggy Bank, an 8-year-old Lightning Bar-Dolores Dee mare that is safe in foal to Joe Queen.

Dale Robertson, as an agent for the Oklahoma syndicate, paid \$8,000 for Miss Dari Dry, dam of Dari Star and Dariman. The 15-year-old mare by Leo-Fanny Star is safe in foal to Roan Man, sire of Dari Star and Dariman.

A delegation from old Mexico, headed by Oscar Garcia, Guadalajara, turned in winning bids on six of the Hidden Valley Ranch offering, paying a top of \$5,500 for Dick's Best, a yearling colt by Chudej's Black Gold-My Missy Bar. Dick's Best was the top selling yearling in the offering.

Tom Caldwell, NAA member of



Ontario, Calif., was Auctioneer and sale manager.

## Parke-Bernet Sales

Parke-Bernet Galleries, New York City, will open their 1968 sale season on January 6 with an auction of English and Continental Furniture and Decorations. Other sales scheduled for the month are:

January 10—Rare Books and Important Atlases

January 11—Decorative Paintings and Drawings

January 13—Decorative Porcelain, English and Continental Furniture

January 20—Furniture and Decorations

January 23—Manuscripts

January 26—Silver

January 27—African and Primitive Art (A.M.)

January 27—American Furniture and Folk Art (P.M.)

## \$31,000 Paid For A Stanley Steamer

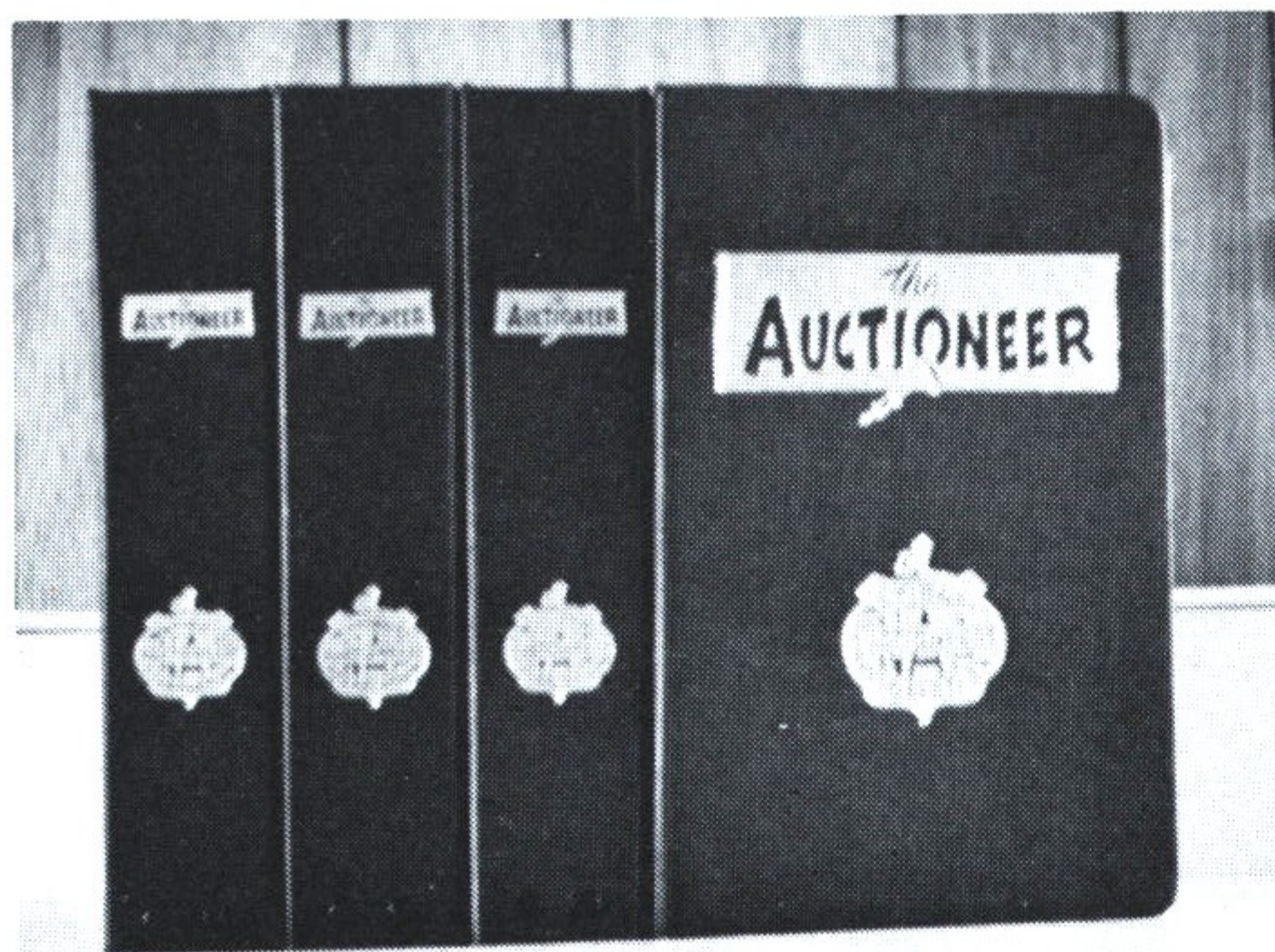
DENVER—A record price of \$31,000 was paid for a 1914 Stanley Steamer at an auction of antique cars here.

The auction, at Arthur G. Rippey's Veteran Car Museum, was conducted by Parke-Bernet Galleries, New York. Parke-Bernet bought the Stanley Steamer, a 12-passenger "mountain wagon," for an unidentified client.

Officials of the firm, which has conducted other antique auctions, said they knew of no higher price ever paid for a car at such a sale.

About 250 persons attended the auction, at which 62 vehicles were offered. Some of the prices: 1911 Palmer-Singer, \$13,500; 1905 Cadillac Model E Runabout, \$4,500, and 1910 Imperial Model 45, \$6,500.

A brass Stewart-Warner speedometer brought \$35.



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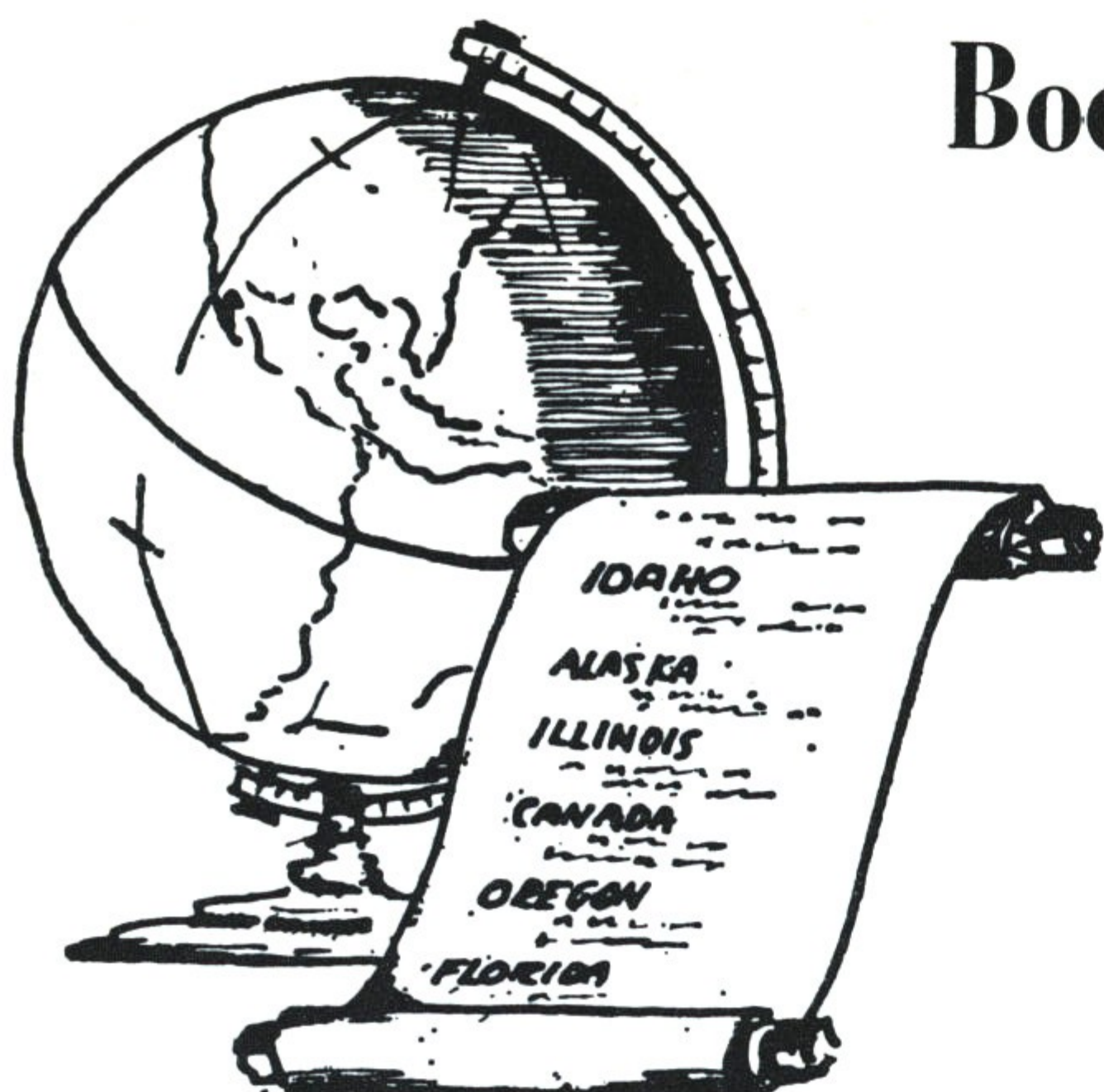
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The members whose names appear under their respective states have each given \$5.00 for their names to appear for one year in support of their magazine. Is your name among them? Watch this list of names grow.

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## The Members Say...

Dear Sir:

I always look forward to receiving "The Auctioneer" each month and take time to read every word in it. I find most of the articles very interesting.

The auction business has been very good to us this year. Our sales have been running good, property value holding up, and more and more Real Estate selling at Public Auction each year.

People are getting educated to selling Real Estate at Public Auction in this part of the country. Millions and millions of dollars worth of Real Estate is being sold at Public Auction in this section of Middle Tennessee each year.

I am sending you a couple of hand bills on two auctions I handled this year to close an estate. There were a total of

107 houses and lots and five commercial buildings sold at Public Auction. I do mean sold. We delivered a deed to each and every piece of property to the last bidder and the results were great. This was probably the largest Real Estate Auction ever held in this part of the country and we were honored to conduct the sale.

In addition to the above mentioned sale we have sold many fine farms this year. In fact some of the best farms in this County have sold this year at Public Auction.

Selling Real Estate the auction way is growing every year and it is very seldom that we miss a week not having from one to five Real Estate Auctions in addition to personal property and liquidation sales.

I wish we could get more auctioneers



interested in the State and National Associations. Much can be learned by attending these meetings.

Very truly yours,  
Buford Evans  
Lawrenceburg, Tenn.

Dear Bernie:

Enclosed please find my check in the amount of \$15.00 for my dues and Booster Page. I want my son to become a member as soon as he returns from the Service. He has nine more months. He is also a graduate auctioneer.

I enjoy "The Auctioneer" as I am still disabled and not able to have auctions anymore. I hope my son can take over for me when he comes home. I was in the VA Hospital when I wrote you last and I am supposed to go in for another operation on my back after January 1. Perhaps then I will be better.

I try to keep my spirits up and am thankful I had my Mutual of Omaha policy through the Auctioneers Association. I don't know what we would have done without it.

D. Wayne McFarland  
Sarasota, Fla.

Dear Bernie:

Enclosed please find my check in the amount of \$15.00. This is for another year's dues and for my listing on the Booster Page.

Since I am on the Board of Directors of the Oklahoma State Auctioneers Association, I want to extend a hearty invitation to all auctioneers and their families, everywhere, to come and be with us at the National Convention here in Oklahoma City, next July 11, 12 and 13.

Yours very truly,  
R. C. Hinkle  
Oklahoma City, Okla.

Dear Mr. Hart:

Enclosed check for \$15.00 for membership and Booster Page for the coming year. I have been a member for only one year. We have enjoyed reading "The

Auctioneer" so much during this time I want to make sure it does not expire.

Sincerely,  
Oscar W. Hadley  
Lake Zurich, Ill.

## Hotel Buffalo Sale An Interesting One

Furniture and fixtures of the Hotel Buffalo, Buffalo, N.Y., were sold at auction December 13 and 14. The Hotel contained 425 rooms in addition to the Lounge, Bar, Kitchen, Coffee Shop, Office, Dining Room and Banquet facilities.

Thousands of yards of carpeting, bakery equipment and boiler room fixtures added to the many truck loads of furniture and other equipment made it a sale of tremendous size and interest.

The auction was in charge of NAA member Ralph Rosen, of Buffalo.

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## Maugham Items Bring \$76,219 At Sotheby's

London—A few of the things William Somerset Maugham picked up in his long lifetime were auctioned for 31,758 pounds. That's \$76,219 in the new devalued pound, but it still is not hay. Mr. Maugham died December 16, 1966, at 91.

The items presented at Sotheby's invited spirited bidding because many were manuscripts and bore interesting notations of such men as Jean Cocteau, Rudyard Kipling, thriller writer Raymond Chandler and D. H. Lawrence.

The books, manuscripts, odd pieces of bric-a-brac and small furniture were quite apart from the other contents of his Villa Mauresque at Cap Ferrat in Southern France. His main collection there was sold in April, 1962, for more than a million dollars.

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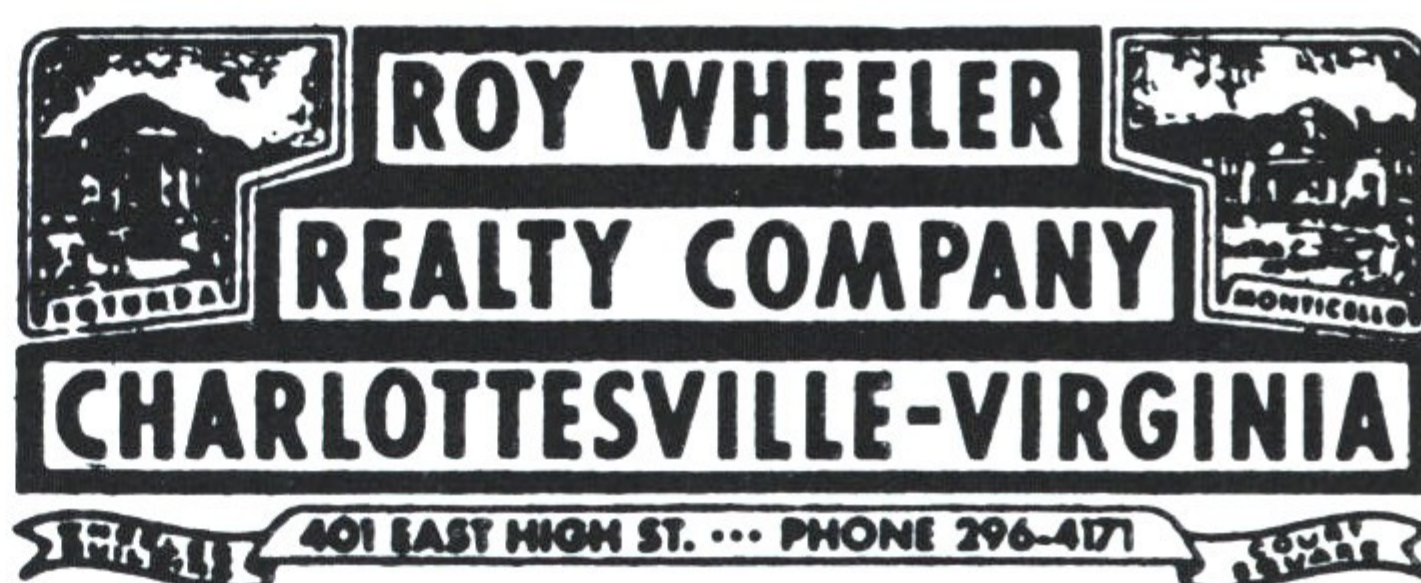
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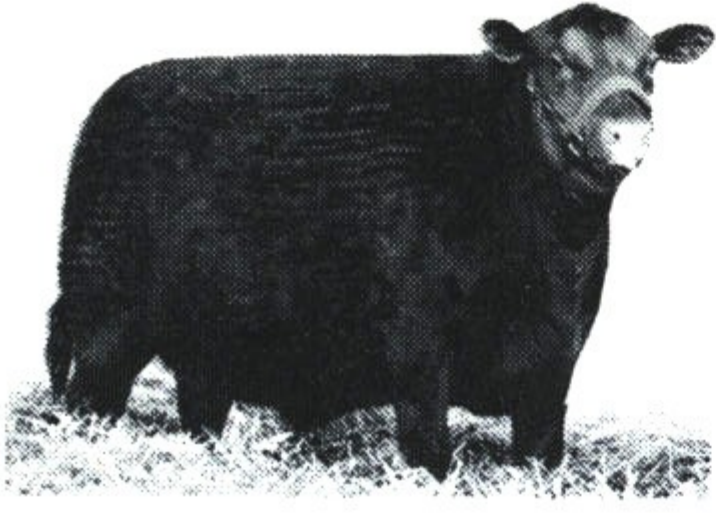
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**January 5-6**—Pennsylvania Auctioneers Association, Holiday Inn, Gettysburg Interchange on Pennsylvania Turnpike.

**January 13**—Colorado Auctioneers Association, Red Slipper Inn, 600 S. Colorado Blvd., Denver.

**February 5**—New Jersey State Society of Auctioneers, Somerville Inn, Somerville, N. J.

**April 7-8**—Kentucky Auctioneers Association, Sheraton Hotel, Louisville.

**July 11-12-13**—National Auctioneers Association, Sheraton-Oklahoma Hotel, Oklahoma City, Okla.

**December 7-8**—Virginia Auctioneers Association, Natural Bridge Motel, Natural Bridge.

## Debt-Ridden Ship Is Sold for \$56,400

Portland, Ore.—The Greek ship *Mitropolis*, debt-ridden to the tune of 500 thousand dollars, was sold at public auction here for \$56,400.

The 45-hundred-ton ship had been anchored at Claskanie, Wash., since November, 1966, when a dispute arose as to who would pay for some repairs. By the fall of 1967 the crew of 25 had dwindled to only 10.



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Men often can be divided into "actors" and "reactors." The former make things go. As leaders they start constructive action, anticipating the future and preparing for it. The "reactor" is the typical Monday morning quarterback, ever the critic and never the builder.

—David W. Byers

Patience: ability to count down before blasting off.



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# THE LIGHTER SIDE . . .

## Honesty

A Boy Scout found a wallet which contained quite a bit of money. Discovering the owner's address inside, he promptly returned everything. His little brother went with him.

"You're an honest lad," said the gentleman. "Here's a five dollar bill for you."

"No, thanks," said the youth. "I couldn't take money for doing a good deed. I'm a Scout."

As the man started to put the money in his pocket, the youth added, "Of course, my brother isn't."

§ § § §

## Out on the Town

First Farmer: There's a gent who's really going places.

Second Farmer: Ambitious, is he?

First Farmer: No, his wife is out of town!

§ § § §

## That Cured Her

Tom: "Your wife used to be so nervous. Now she seems quite cured."

John: "She is. The doctor told her nervousness was a sign of old age."

§ § § §

## Girdle

Two golfers had finished their 18 holes, taken their showers and were getting dressed.

The first golfer was surprised to see his partner struggling into a girdle.

"My goodness," he said, "How long have you been wearing that?"

"Ever since my wife found it in the glove compartment of my car," was the answer.

## It Happened in Boonville

This happened to people I know. The Sunday school lesson was about Asa, the third king of Judah. After introducing the subject, the teacher thought she might get better attention by asking, "Does anyone here know of a present-day Asa?"

Immediately a little hand waved. When recognized, the little girl said, "Yes, Asa hearts."

§ § § §

## Private Instructor

Billy's mother asked him why he didn't play with the boy next door. "He's a nice boy," she reminded him. "I never heard him say any naughty words."

"No," admitted Billy, "but you will tomorrow."

"Why tomorrow?" Mother wanted to know.

"Because I just told him some!"

§ § § §

## It worked

A father was telling his friend how he cured his son from going late to high school by buying him a car.

"How did that help?" asked the puzzled friend.

"Well, he had to get there early in order to get a parking place," chuckled dad.

§ § § §

He who every morning plans the transaction for the day and follows out that plan, carries a thread that will guide him through the maze of the busiest life. But where no plan is laid, where the disposal of time is surrounded merely to chance, chaos will soon reign.

—Victor Hugo



## Women

A woman is like a newspaper because:  
They both have forms.  
Back numbers are not in demand.  
They're well worth looking over.  
They have a good deal of influence.  
There's small demand for the bold-  
face type.  
They always have the last word.  
And every man should have one of his  
own and not go borrowing his neigh-  
bor's.

§ § § §

## Versatility Needed

She: "Darling, have you ever sold vac-  
uum sweepers?"  
He: "No, why?"  
She: "This is a good time to begin.  
That's my husband coming up the front  
walk."

§ § § §

## Satisfaction

Trying to mediate a family hassle  
around the dinner table, the father fi-  
nally exploded: "Everybody wants his  
way around here. Me, I'm just a poor  
schnook of a father. When do I once get  
my way?"  
Touched by this plea, his six-year-old  
daughter tugged at his sleeve and sug-  
gested, "Cry a little."

§ § § §

## Feminine Wiles

As the executive packed his bags to  
leave for a conference in New York City,  
his wife asked to go along.  
"But I'll be tied up nearly all the  
time," he protested. "You wouldn't en-  
joy going at all."  
"Oh, yes I would," said the wife, "I'll  
spend my time shopping for clothes."  
"What! Go all the way to New York  
for a few clothes? That's silly. You can  
buy everything you want right here at  
home!"  
"Oh, good!" she cried. "That's just  
what I hoped you'd say!"

## Can't Win

A young man attending a dance tried  
to make conversation with his attractive  
companion, a symphony in sepia. Smil-  
ing, he said: "You look like Helen  
Brown." She nodded her head. "Yes, I  
know," was her sad reply. "I don't look  
so good in yellow either."

§ § § §

## Echo Cavern

"Open wide," ordered the dentist as  
he began an exploration of the patient's  
teeth. "Good grief," he exclaimed after  
a moment. "You have the biggest cavity  
I have ever seen—the biggest cavity I  
have ever seen." "Well," said the of-  
fended patient, sulking. "You didn't  
have to repeat yourself." "I didn't," re-  
plied the dentist. "That was an echo."

§ § § §

## Patronage

An ignorant precinct worker an-  
nounced to his ward boss that in reward  
for his door bell pulling activities for  
the party, he wanted to be made post-  
master of his town.  
"No, that kind of job isn't for you,"  
said the boss. "Why you can't read and  
write."  
"I don't want to be assistant post-  
master," the guy replied. "I want to be  
postmaster."

§ § § §

## Computer

A brilliant group of scientists created  
the ultimate computer. It was equipped  
for the first time with insight and the  
potential for abstract reasoning.  
To test their awesome creation, the  
scientists asked it the oldest question  
in the world: "Is there a God?"  
The machine whirled for a moment  
and then brought forth this ominous  
answer: "If there wasn't before, there  
is now."



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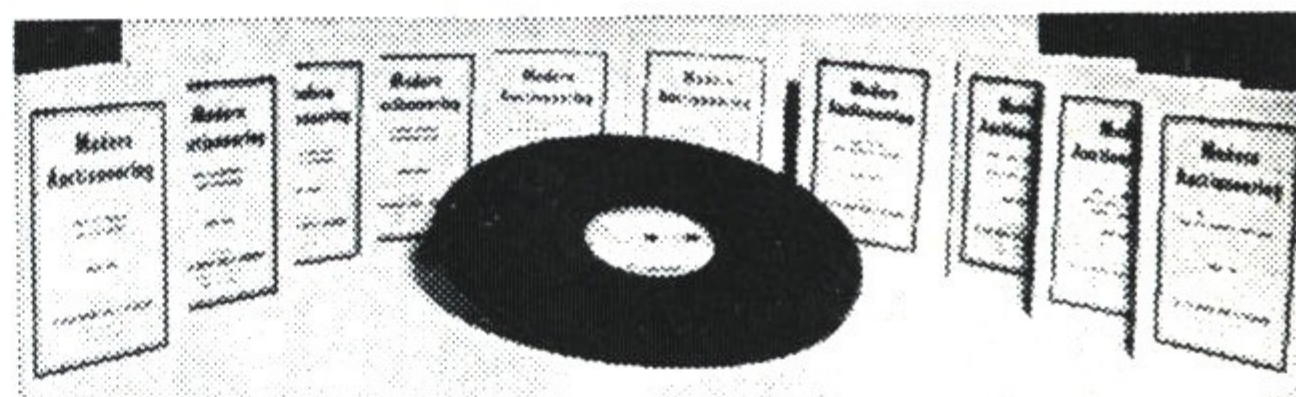
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The Sound Cruiser is a complete mobile sound system. You get a 32-watt all-transistor amplifier, a noise-cancelling microphone for excellent intelligibility, and two weatherproof horn speakers, supplied mounted on car-top carrier, especially designed for voice penetration. (You can easily add a tape deck or turntable for fine music reproduction.)

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