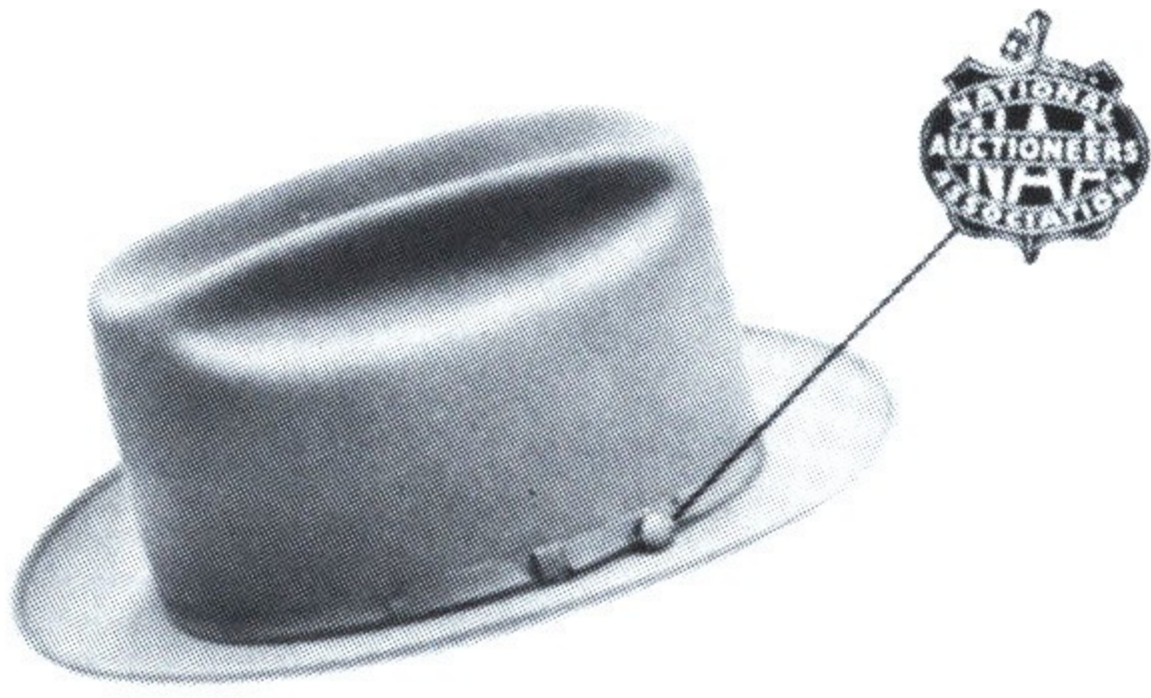


VOL. XXIII NO. 11 NOVEMBER, 1972

THE **au**ctioneer





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

It is just a short time until Christmas. Are you wondering what to give your favorite Auctioneer (whether it to be your husband, father, son or even yourself)? If you are, your troubles are over. Nothing could be more appropriate than a nice “Auctioneer’s Hat” or “Tie Tack.” Both of these items make a wonderful Christmas, anniversary or birthday gift.

Sit right down and order yours now as it takes several days to make up a tie tack and a little time to process your order for a hat also. We have all the hat sizes in stock with all three brim widths (2”, 2 3/8” and 2 5/8”). Beautiful silver belly felt with red satin lining and also National Auctioneer Emblem embossed in the lining in gold. The summer straws are light cream in color and come in the same brim widths.

Satisfaction guaranteed — just ask anyone who owns one.

Don’t forget the embroidered National Auctioneer pocket patch for your blazer.

Patches \$3.00 each

The gavel itself is 14 K “Solid” Gold
 with .15 High quality sparkling diamond \$119.95
 with .25 High quality sparkling diamond 159.95
 (Prices on larger stones quoted upon request)

HATS

Felt (Silver Belly Color) \$12.95
 Straw (Salt Rock-Light Cream Color) 11.95
 Plus 4% Sales Tax

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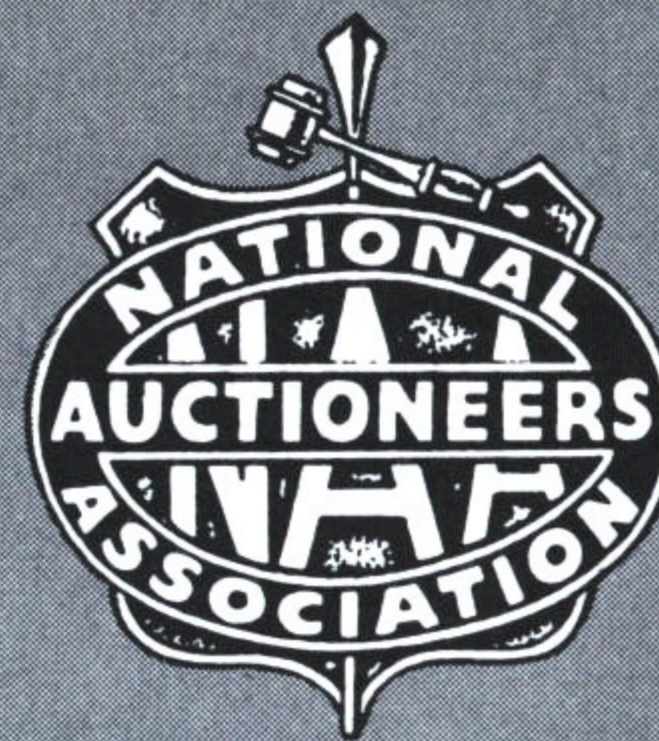
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The Editor reserves the right to accept or reject any material submitted for publication.

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"The Passing Of A Town"

(Reprinted from the BOWMAN COUNTY (N.D.) PIONEER)

Thursday, August 24th was a day that many Bowman trade area folk will remember for a long time.

It all started about 64 years ago, which is longer than 90% of us can remember. The Milwaukee Railroad track crew had pushed about 50 miles into western North Dakota by the spring of 1908. Tent towns sprang up at the end of the track every 8 or 10 miles to service the track crew and make things easier for the many homesteaders that were "going west".

It all began to end when Mrs. Vera Wrenn called Penfield Auction service, looking for an auctioneer to sell her sister's furniture. Mrs. Wrenn explained that time was of essence as Roma Hardy's home had just been sold to be moved. This was in the 2nd week of August and the house was to be vacated prior to September 1st.

After a trip to Buffalo Springs to list the property to be sold, Ervin Schneider, editor of the Bowman County Pioneer was contacted. A visual appraisal of the fine old furniture and store equipment, combined with facts about Buffalo Springs gleaned from visits with several old timers had indicated to the Auctioneer that here was a human interest story.

"THE PASSING OF A TOWN"

When the track had been laid about 5 miles west of Scranton, another tent town sprang up, the settlement was called "Ingomar", which was changed to Buffalo Springs shortly after. The Milwaukee railroad put in a dam on Buffalo Creek to supply water for their steam engines.

The town grew and prospered, with the elevators (3 of them for a few years) and stockyards shipping out many carloads of locally produced agricultural products. The 2 or 3 lumber yards shipped in large amounts of lumber and building supplies for both the homesteaders and town residents putting up new buildings.

In its better days, Buffalo Springs had 2 banks, 3 elevators, 2 or 3 hotels and boarding houses, livery stables, blacksmith shops and the state's first flood-lighted athletic field.

Roads got better, cars faster and a

fire swept much of the business district in the little prairie town.

"DON'T JUST STAND THERE - DO SOMETHING"

In early August of 1972 when Bob Penfield, Bowman Auctioneer and History buff looked over the items in Buffalo Springs last store a twinge of conscience bit him. In the past 4 or 5 years his Auction firm had closed out several "Ghost Towns" via the Auction Method and nothing had been done to record the final chapter in the history of these communities.

Ervin Schneider, local newspaper editor suggested calling Dickinson or Bismarck to get the story on a national wire service. Since Penfield was better acquainted with the Bismarck personnel he called there. As a direct result of the phone interviews which a Bismarck Tribune writer made later that day, things began to happen.

That writer's paper carried a 6 column story on the front page. The Fargo Forum took the story off the wires and carried it. Channel 4 in Fargo, CBS affiliate for that city called Bob Penfield for more information and for permission to film the sale and a story about the town. Of course, permission was granted and commitments made by Penfield to cooperate in every way possible, including solicitation of old time pictures of the town and having some early day residents on hand for interviews.

Needless to say and with the usual advertising coverage that Penfield Auction service provides and then all the added publicity, a tremendous crowd was on hand. Weather was perfect and Buffalo Springs went out in a blaze of glory, with a crowd estimated at 500-600 people.

For readers of the Pioneer who were unable to attend this event, here are some highlights of the Auction, provided by Bob Penfield.

219 buyers registered from all over the Tri-State area and as far away as New York State.

244 sales were made during the evening in a little over 3 hours.

Some of the unusual items that sold were the postoffice front purchased by a Bismarck stamp collector at \$300.00.



CBS cameraman shooting scenes at the Buffalo Springs sale. At the extreme right CBS announcer interviews auctioneer Bob Penfield.

A roll top desk purchased by a local rancher at \$250.00.

An old hand gas pump, purchased by the Yellowstone Trail Museum in Bowman.

8 or 9 pieces of Oak furniture that came out in the Will Hardy Immigrant car ranged in price from a commode at \$18.00 to a platform rocker at \$80.00 and an oval shaped, 2 legged table at \$160.00. Lead pencils stamped "Hardy Grocery, Buffalo Springs, N.D." brought up to \$4.75 each, with the Auctioneer limiting the 20 or 25 pencils to 1 - to - a customer.

Buffalo Springs is now only a memory, even more so than Ismay, Montana, Ralph, South Dakota, and other area towns whose last bid day was an auction liquidating their last store, but still have a post office. Haley, North Dakota, Bowman Counties oldest town went under the auction hammer 2 years ago but will always live just as Buffalo Springs does today in the thoughts and conversations of many area folks.

Even a mosquito doesn't get slapped on the back until he starts to work.

Iowa Land Auction Nets \$757 Per Acre

RANDOLPH IA. — The 80-acre farm of the Mary E. Weldon Estate, owned by Bill Weldon and Doris McIntyre, was sold at public auction to John Doyle for \$757 per acre. A spokesman said that the farm is one of the better places in the Randolph area and has a good modern house. It is located 2½ miles east of Randolph on Iowa 184. The farm had been in the Weldon family for many years.

Jesse A. McIntyre of Shenandoah, a member of the Iowa and National Auctioneers Associations, was the auctioneer.

It was noted that the sale was attended by one of the larger crowds to be in attendance at a land auction in the area.

The following day, the 120-acre unimproved farm of Violet Irene Black Estate was sold at public auction on the premises to Dale Emberton of Hamburg for \$400 per acre.

The land is located northeast of Hamburg and southwest of Riverton.

Iowa "Realtor of the Year"

Award to Lyle Erickson

Lyle Erickson, Cresco, Iowa, auctioneer, real estate broker and realtor, was named Iowa "Realtor of the Year" at the annual convention of the Iowa Association of Realtors, in Dubuque. This award is the highest honor given by the state association.

Mr. Erickson, in the real estate business since 1954, is past president of the Iowa Association of Realtors, Iowa chapter No. 2 of the National Institute of Farm and Land Brokers and the Northeast Iowa Board of Realtors. Selection of the award winner is based on his service to the local, state and national associations as well as his service to the community and to the church.

Lyle is president of the Lyle Erickson Real Estate and Auction Co., Inc., and the Allstate Auction Service, Inc. He is past president of the Iowa Auctioneers Association, is on the Board of Directors of the National Auctioneers Association, is chairman of the Agriculture Committee for the National Institute of Farm and Land Brokers and is serving on other committees at the state and national level.

Currently he is state chairman of the realtors association for the "Re-Elect the President" committee, on the Board of Directors of the National Association of Real Estate Boards for the next year, a trustee of the Real Estate Political Education committee and has served on the board of governors of the National Institute of Farm Land Brokers.

Locally, Mr. Erickson has served on the board of directors of the Evans Memorial Home and is a member of the Kiwanis club, Cresco Chamber of Commerce, Cresco Industrial Development corporation, Elks lodge, First Lutheran church and many other activities.

Lyle and Irene, as their friends know them in the National Auctioneers Association, will be guests of the National Association of Real Estate Boards at the annual realtor of the year luncheon on Nov. 14th at the National Convention in Hawaii. All state winners will be honored.

Irene is a past president of the Ladies



Auxiliary to the National Auctioneers Association. The Ericksons are parents of a son, Ken of Decorah, Ia., and a daughter, Mrs. D. J. Prochaska of Cresco, Ia. They have 2 grandchildren, Gregory and Lynnette Prochaska.

OUR COVER

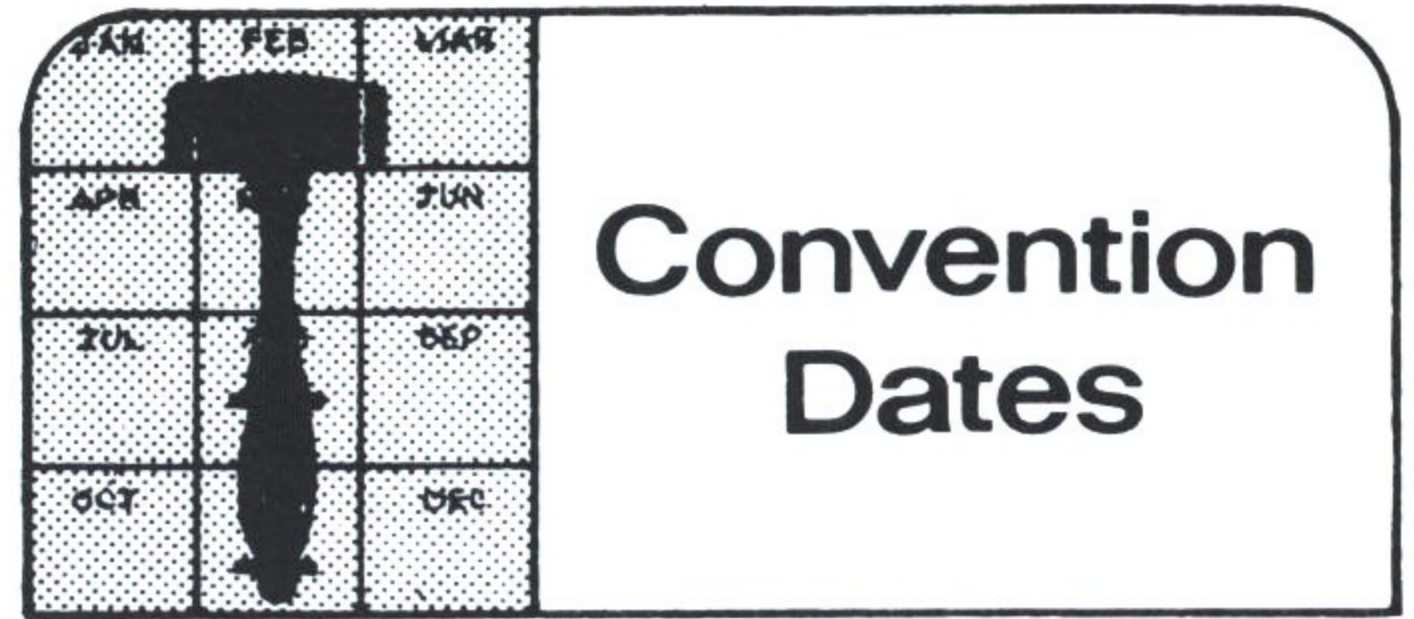
Col. John R. Fishdick, Eagle River, Wisc., on the auction block conducting the 11th annual Benefit Auction for the Rhinelander, Wisconsin Council of Boy Scouts. Col. Fishdick, known as "Mr. Benefit Auction U. S.A." garnered another title, the Boy Scouts named him, "The World's Greatest Benefit Auctioneer". Col. Fishdick is a Life Member of the NAA and in his career has raised over one million dollars in Benefit auctions and in all cases has donated his services. Col. Fishdick believes he is the only auctioneer who wears WHITE GLOVES at auctions.

U.S. Government Sells Surplus Livestock

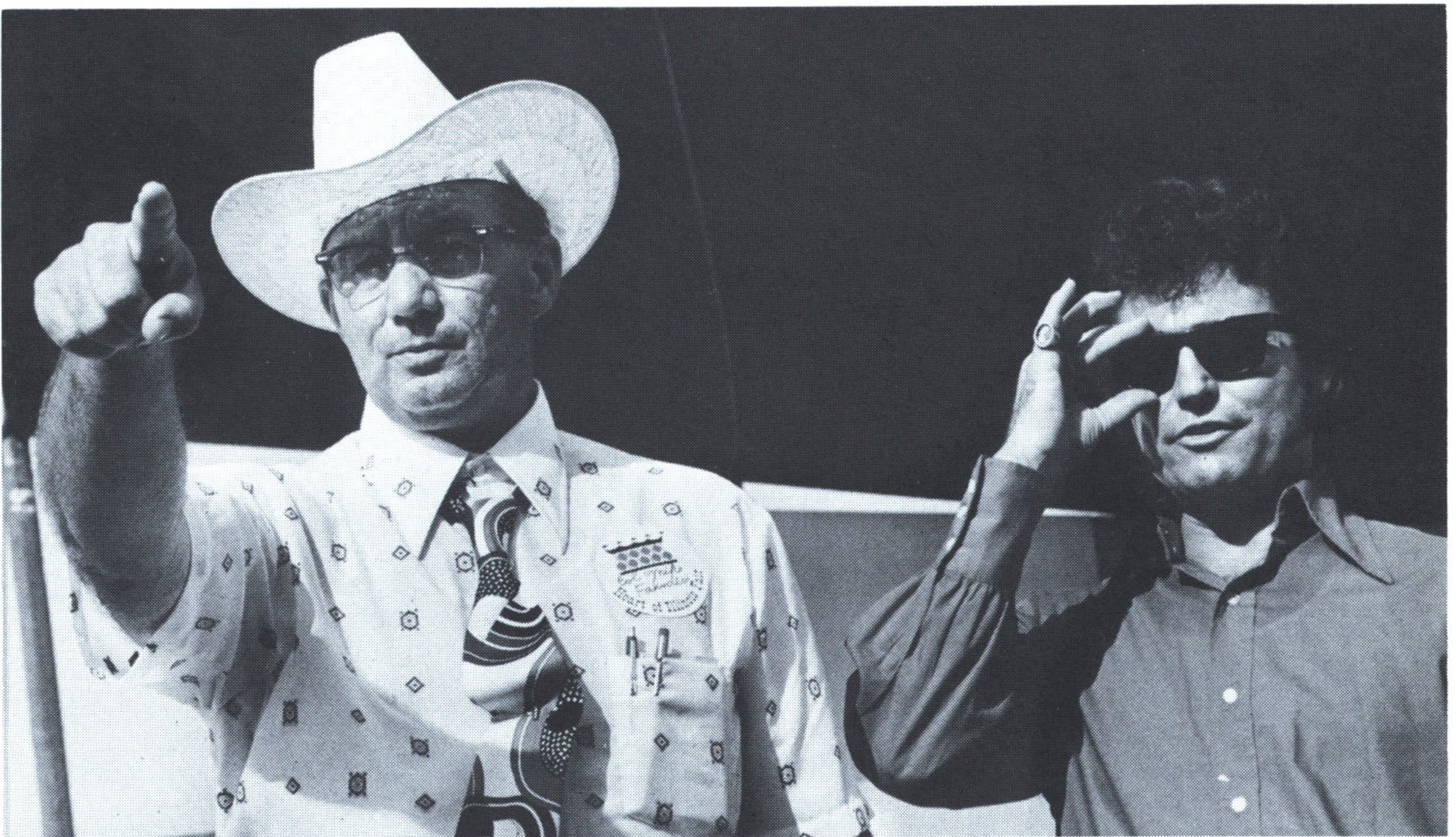
In one of America's most unusual auctions, held each year at Valentine, Nebr., 50 head of buffalo sold for an average price of \$382 per head. Some 400 buyers from 20 states were on hand for the auction of buffalo and longhorn cattle from the Fort Niobrara National Wildlife Refuge.

A four year old bull topped the longhorn sale at \$725 and the 51 head averaged \$312 per head. Top selling buffalo bull was a three year old at \$580. Charles Riley, veteran livestock auctioneer, of Valentine, handled the selling chores.

Down in Oklahoma, another longhorn cattle auction was held of surplus stock from the Wichita Mountains Wildlife Refuge. The 96 head returned a new record gross for the 30 sales, bringing \$34,675. Top was a speckled bull calf at \$600.



- November 18-19 — Washington Auctioneers Association, Plaza Hotel, Seattle.
- December 2-3 — Virginia Auctioneers Association, Natural Bridge Hotel, Natural Bridge.
- December 4 — Tennessee Auctioneers Association, Airport Hilton Inn, Nashville.
- December 10—Florida Auctioneers Association, Holiday Inn South, Lakeland.
- January 12-13 — Pennsylvania Auctioneers Association, Hershey Motor Lodge, Hershey.
- January 13-14 — Ohio Auctioneers Association, Imperial House North, Columbus.
- January 28-29 — Minnesota State Auctioneers, St. Cloud.
- June 12-13 — Wisconsin Auctioneers Association, LaCrosse.



Mike Fahnders (left) selling the 4-H steers at the Heart of Illinois Fair, in Peoria. LeRoy Van Dyke is standing by and sold some of the steers. Van Dyke, who was an auctioneer before he became a nationally famous entertainer, was appearing at the grandstand show. Fahnders, of Pekin, Ill., is a past president of the Illinois State Auctioneers Association and a member of the National Auctioneers Association.



WESTERN COLLEGE OF AUCTIONEERING

GRADUATING CLASS

SEPTEMBER, 1972

FRONT ROW: Jack Ellis, Roundup, Mont.; Bob Thomas, Billings; Bill Hagen, Billings; (part of instructor staff).

SECOND ROW: Morley Tulloch, Rutland, B.C.; Kenneth Piedalue, Ronan, Mont.; Marie Mulette, Billings; John Putman, Yuba City, Calif.; Bruce Jacobson, Missoula, Mont.; Charles Kester, Ogema, Sask.

THIRD ROW: Leight Aslekson, Billings; Nita Yates, Walla Walla, Wash.; Pam Ediger, Minneapolis, Minn.; Robert Lewis, Angwin, Calif.; Floyd Archer, Galt, Calif.

BACK ROW: James Downey, Melita, Manitoba; Norman Warren, Spokane, Wash.; John Jarvis, Bashaw, Alberta; Patrick Ediger, Belle Plaine, Minn.; Scott Cooper, Willows, Calif.; Earl Moos, Billings, Mont.; Gary White, Helena, Mont.

Pavilion Stock Auction One Of Biggest in New York

PAVILION, N.Y. — Meat sales that begin with an auctioneer's song often end with a consumer's lament.

Dick and Dave Tracy, smooth voiced baritones, spend every Monday and Wednesday afternoon with their broken-record kind of auctioneer, price-setting chants before a limited but important audience at the Pavilion Livestock Market here.

"We sold 67,388 animals here last year," said Dave.

The 15-year sales records are even more impressive. Total number of animals sold: 552,000. Dairy replacements, 81,000; beef animals (calves and culls), 186,409; hogs, 49,000; horses, 1800; lambs, 60,000 etc.

THE PAVILION Livestock Auction, like its sister auctions at Bath and Caledonia, are not strictly local operations.

Of course, the livestock almost always come from some 6000 dairy farmers and livestock raisers who live within 75 miles of Pavilion.

It consists of the buyers from area meat packers, the truckers from out of state or the dairy farmer who's looking for a replacement animal for his herd.

If the twice-weekly livestock auctions serve as the starting place for meat animals, they double as ends, outlets for unwanted dairy animals either for reason of sex or age.

Actually, the Pavilion auction is one of 50 licensed in the state. The Tracy Brothers won't say it, but most buyers are convinced that it's the largest.

THE TRACY Brothers, Dave, 43, and Dick, 36, have operated the business since 1957. They come by their calling naturally. Their dad, Harold Tracy, has been an auctioneer for years.

Dave and Dick are broadening the family participation. Dave's wife, Laura, is corporation treasurer, and Dick's wife, Shirley, is secretary.

But the buyers, the men who nod, wink or flick their hands in response to Dick and Dave's money melodies represent packing houses from Buffalo to Utica.

There's still another buying group, men who arrive at Pavilion driving huge

cattle truck transports. They are beef feeders searching for young cattle they can feed into commercially sound meat animals.

They belie the common belief that all meat flows from west to east. For example Gerald Shouse and his partner, B. F. Hall, regularly truck 100 or so young calves back to their feedlots in Southern Indiana.

EIGHTEEN MONTHS after they have paid \$40 for a scrawny day-old 72-pound Holstein-Friesian calf, they will have corn-fed it to 1000 pounds or more and worth anywhere from \$300 to \$400.

Mr. Shouse brings joy to New York dairymen when he says: "We like the kind of animals we find in New York; they're as good as any we've seen in Wisconsin."

When Mr. Shouse or any other cattle buyer comes to Pavilion, he comes ready to pay. No animal leaves Pavilion without a check being deposited.

Seven girls in the office tally the charges on a day's sale which can run past 1300 animals on a busy Monday.

The Monday sales far exceed the Wednesday auction and those from August through November are busier than during other months, said Dave Tracy.

COMMISSIONS begin at a low \$1.35 and can reach to \$5 per animal. That's enough to keep 40 people on the livestock auction payroll.

The Tracy Brothers have modernized and expanded their auction building. Even now, they are building a brand new dairy barn.

That they serve their customers and themselves well is indicated by their manner and the rising pattern of their sales.

Even though there are fewer farmers, their sales have risen from about 37,000 in 1957 to the 68,000 mark now.

They seem to like their kind of work too.

Why else would they spend their one night off in Dansville auctioning off second hand cars to auto dealers?

Reprinted from the
Buffalo Evening News.

50 Years At Auction

Albert O. Maas, Millville, Minn., will celebrate his 50 years as an auctioneer with an Open House, Sunday, November 12. It will be held at the Millville School from 2:00 P.M. to 8:00 P.M. Millville is located 24 miles northeast of Rochester, Minn.

In reminiscing over the past 50 years, Col. Maas says it seems like a dream. He says it has not always been easy and he recalls the depression years he went through. He graduated from the Jones Auction School, Chicago, Ill., with the Class of December, 1921.

We join with auctioneers throughout America in congratulating Col. Maas on his 50 years success as an auctioneer and wish him many more years of enjoyable selling at auction.

Car Brings \$90,000

AUBURN, Ind. — A 1933 Duesenberg Model J Victoria, known to Duesie buffs as the "Greta Garbo Duesenberg," sold at auction here for \$90,000, reportedly the highest auction price ever paid for a classic car.

Long Illness Claims Wisconsin Auctioneer

Col. Howard G. Thompson, 58, Evansville, Wis., member of the Wisconsin and National Auctioneers Associations, passed away early in October, following an illness of nine months. Born Dec. 5, 1913, in the town of Brooklyn, just south of Madison, Wis., he graduated from Evansville (Wis.) High School and the Kansas City School of Auctioneering.

During World War II he served in the Armed Forces with the Seabees. After the war he spent most of his time in road construction and operated the Thompson Sand & Gravel Co. He was a real estate broker in the State of Wisconsin.

Survivors include his wife, Ruth, sons Norman, of Evansville, and Harold, of Broadhead, Wis., and six grandchildren. A brother and two sisters also survive.

"Curly", as he was known to his friends, attended state auctioneer meetings and the National Auctioneers Convention in Milwaukee. He will be missed by fellow auctioneers in the area whom he assisted when his time permitted. He was listed in THE AUCTIONEER Booster Club.



Members of the Missouri delegation got together for this picture at the 1972 National Convention in Dallas.



The Ladies Auxiliary

Hi,

I just wanted to say Hello from Pennsylvania here in the Fall. We've been quite busy since July, but we are still talking about the great convention in Dallas. We enjoyed it so much and we are looking forward to the convention in Florida next July.

Our daughters have grown up going to the convention each year and they enjoy renewing their old friendships and making new friends each year as we do too.

I would really like to encourage the younger auctioneers' wives to put the pressure on their "Colonels" to take them and their children to the convention too. It's really a great experience to attend the first convention and once you go to one - you'll be hooked like us.

The auction business, at least for us, is a family business. The girls help at the sales along with me and we try to boost our own Auctioneer while he's working. The hours are demanding and sometimes life gets hectic but it is rewarding and interesting work and that more than makes up.

We like to have our daughters go to the convention with us and we always come home with some new ideas to inspire us.

So, come along next summer — try it, you'll like it!

Joan Rittenhouse
Uniontown, Pa.

It's About Time

Garage sales have become popular across the land and there are some spots where a garage sale sign hangs in the same spot most of the summer. There are cases where there are local traffic problems at some sales.

Several cities are taking steps to regulate, or at least legalize, such sales. Westlake, Ohio, is talking of making a limit of one garage sale per address per

year. If it is passed, the ordinance will call for a city permit fee with selling to be done only between 10:00 a.m. and 7:00 p.m. for no more than three days.

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Pop's Ponderings

Ohio Auctioneers Face Sales Tax Problem

By COL. POP HESS

In this issue, our readers will find my "Pondering" based on some HARD THINKING on TODAY and MONTHS TO COME as well as possibly in next month's issue, getting back to "Days of Yesterday" after we get this off our collective chests here in Ohio.

A situation here that happens to have created a problem for our Public Auction Sales can spread through all the States, and may be already in effect in some States at this time. It appears that Ohio Auctioneers have been notified, in some cases, by State Taxation representatives that Auctioneers are to collect a Sales Tax on all Sales. The Sale-Clerk would compute the Sales Tax on items sold to the various buyers, under this ruling.

Recently, due to the above situation, the President of the Ohio Auctioneers Association prepared a general letter to Ohio Auctioneers, and the highlights are being presented here for our readers:

In December, 1971, a decision handed down by the Ohio Supreme Court, held that sales tax was due and collectable by an Auctioneer who conducted auction sales in an auction barn owned by him. The impression gained from the wording of this decision appears to be that the Tax Commissioner would be under pressure to extend the ruling handed down in this particular case, to require the collection of sales tax by auctioneers on **any** sales which they conduct, whether in auction barns owned by them or "off the front porch" of the owners of the property.

Such a possibility would end the casual sales tax exemption which in the past has been applied to estate, farm and other casual auction sales conducted on the owner's property.

In view of the foregoing, the Ohio Association has secured legal assistance in order to analyze this particular Su-

preme Court decision as well as representing the interests of the Ohio Auctioneers Association before the Tax Commissioner, also presenting to the Tax Commissioner a legal brief setting forth the Association's position that this decision requires that the sales tax be collected by the auctioneer only in a situation where the auctioneer has taken possession of the property from the owner.

The legal brief also further contends that sales conducted on the premises on behalf of owners of property are still casual sales and therefore, exempted from the sales tax. It is hoped that the Tax Commissioner and the Department of Taxation will recognize the logic of this reasoning and issue instructions accordingly to the field representatives. However, other interpretations of this case upon which the decision was based plus the pressures on the Tax Commissioner are such that the position of both the Tax Commissioner and the Department of Taxation cannot be predicted at this time.

The Ohio Association is currently having legislation drafted for the Legislature to the effect that casual sales should continue as exempt from taxation as it is not known what the attitude of future Tax Commissioners would be, therefore, the existing law should be amended as a guarantee.

The Ohio Association's President, in his letter, also urges the Ohio Auctioneers in view of the upcoming election to sound out the candidates of both parties who are seeking the office of State Senator and Member of the Legislature, including those presently in those positions, by personal contact, and determine their attitude in this matter. A report of the result of these contacts to the President's office is requested.

For the benefit of our readers, I would like to quote the statement by Newt Dilgard, Secretary for the Ohio Association which was included as an

enclosure to the letter reviewed in this column: "SURVIVAL OF THE FITTEST" means just that. For, if the Tax Commissioner's ruling stands, the small auctioneer will not be able to abide by it. It will mean a vendor's license for each county he operates in, a calculator to figure the tax on each item, or a register like they have in supermarkets to keep the items separate, and how would you handle a cash and carry sale? More ramifications, too. Having only about 30% of the licensed auctioneers members, we need your help in righting this unjust ruling." (End of part quoted)

At this writing, I have just received word from Newt Dilgard, our Ohio Association Secretary, to the effect that our membership has grown to a total of 540 as of October 8, giving Ohio the largest total membership of our 36 State Associations. You will recall that our National Secretary reported in the September issue, a total of 3,488 members for Fiscal 1972 and we are advised that many more are sending in their applications for membership.

During my many years as a writer of this column, we have witnessed the steady growth in national membership

and I have often remarked that we need **STRONG MEMBERSHIP** in both our State and National Associations as the day will come, if not already here, when it will be taxes and more taxes!

On the basis of the information we are now reporting in this column, this may prove to be a sample of what the future holds. It is very important that all our auctioneers in both State and the National Associations encourage non-members to join in a show of strength and make our united voices heard in the respective legislative halls and protect our

Anniversary Auction

MANHEIM, Pa. — Special 27th anniversary sales at Manhim Auto Auction Sept. 15 and Sept. 22 moved 72 percent of a 1,528-car consignment and 60 percent of a 1,458-car consignment, respectively.

It took more than three and one-half tons of chicken to feed those in attendance.



Promotional Items

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. (7/8" or 2/3" wide.) **\$2.50 each**

DECALS—3 color, reversible; @ **25c each**; 4 for \$1.00.

BUMPER STRIPS—Advertising the Auction method of selling. **25c each**; 4 for \$1.00

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

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LINCOLN, NEBR. 68510

Local Auctioneer Loves Profession

from the ORANGEBURG (S. C.) TIMES AND DEMOCRAT

By Cathy C. Hughes

The chant of an auctioneer is a language all its own. And Col. J. L. Pinckney of Carolina Auction and Land Co. of Orangeburg has it mastered to perfection.

Pickney, a "born salesman," has strong feelings about the auctioneering profession. He feels that the auction-method of selling is the best because it "gets the best possible price for both buyer and seller.

"The buyer knows what he is buying and can set the price," Pinckney said. "And I'm convinced that competitive bidding is best for the seller. It's fair to both sides."

Pinckney works three states, South Carolina, North Carolina and Georgia. Seven to 10 states are usually represented at his farm machinery sales, with buyers coming from as far away as Texas and Michigan.

Last year Pinckney sold over \$1 million in total sales of land and machinery. He expects to exceed this figure this year. The average attendance at his sales is between 400 and 500 persons. At one sale this year, there were more than 12,000 persons present.

Pinckney has been an auctioneer full-time since 1967. He had always been fascinated by the profession and attended auctions at every opportunity. His background being farm machinery sales, he finally decided to make auctioneering his life work and graduated from the Mendenhall School of Auctioneering in High Point, N.C. in 1967. He received the title of Colonel at that time.

Mrs. Pinckney is his business partner and all five of their children delight in the atmosphere of the auction business. "Without her I couldn't operate," Pinckney remarked. Their office is located in their home on Gramling Lane. The shop and sales yard is on Broughton Street. Sales at the shop are primarily for local people who wish to buy on a daily basis items that are left over between auctions.

The Pickneys children are a definite part of the auction business. Mrs. Pickney joked that when a sale was going well, she was often afraid that her husband might sell one of them.

According to Pinckney, their oldest boy Jay, age 11, can tell pretty accurately the value of farm machinery just from so much exposure at the sales. All the children are fascinated by the fast pace of the auctions. The boys run errands, carry papers; the girls help in the office; and Mrs. Pinckney keeps track of every sale: the item, the buyer and the price.

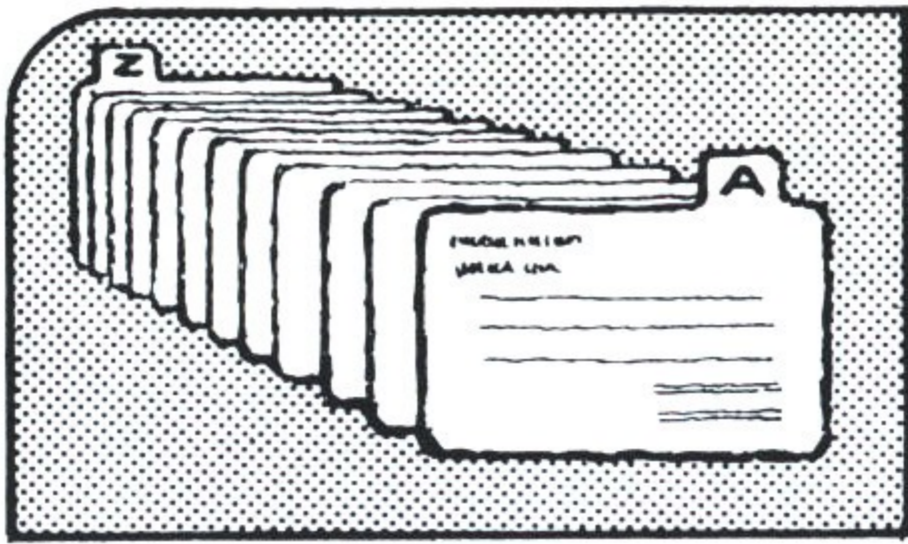
The auction business is a seasonal one with most of the farm sales going on in the winter. "In the summer, farmers usually have their machinery for that year's work; they buy in the winter getting ready for next season," Pinckney said. "The farm income is at harvest time and it's then that the farmer has the money to get ready for next year."

During the summer, Pinckney is concerned primarily with industrial and commercial property sales. He is busy year round promoting individual sales and the auction business in general.

Pinckney frequently donates his auctioneering services. He says he is always willing to do so if the sale is for a worthy cause.

The auction business is not an easy one — the auctioneer must have a general knowledge about many things. In Pinckney's own words, "to be conscientious, you must have a knowledge of the item you're selling. If you don't, then you're not presenting it in its best light." And to be an auctioneer requires a certain amount of native talent .

A CONGRESSIONAL CANDIDATE WAS DOING HIS THING one night when a heckler demanded a plain answer . . . "yes" or "no." "But I cannot answer yes or no to your question," replied the speaker. "Some questions just can't be responded to that simply . . . and this is one of them." However, the heckler pressed on (as many so often do) saying, "That isn't so! ANY question can be answered yes or no." "All right," responded the candidate, "then YOU answer this question for ME: Are you as big a fool as you look? Come, sir . . . yes . . . or no?"



Membership

Memberships processed Sept. 16 through Oct 15:

- L. M. Boatwright, Indiana
A. Scott Anderson, Kansas
Johnnie Hyman, Kansas
Lester Lien, North Dakota
* Clarence Hagard, North Dakota
Ralph Bear, Kansas
Ray Wallace, Louisiana
* Kenny Wallace, Louisiana
* Larry Birk, Missouri
Bob Fink, Ohio
Al Cunningham, Nebraska
* John F. Thompson, Alabama
* Franklin Crow, Alabama
* W. A. Wilhite, Alabama
* H. J. Paul, Wisconsin
* William Horn, Wisconsin
J. F. Johnson, North Carolina
Dwight Dutton, Ohio
William Cloes, Washington
* G. W. Lockridge, Virginia
A. A. Tony Arena, Massachusetts
Lawrence Shehi, Kansas
Richard Grover, Illinois
Robert Enders, New Mexico
* Gerry Wayne Ball, Missouri
* Earl Moos, Montana
Clifford Orr, North Dakota
* Patrick W. Ediger, Minnesota
M. D. Reeves, Kansas
Joe Robinson, Nebraska
Ray James, Florida
Charles Wade, Missouri
* Richard Scutt, New York
* Charles Campbell, Texas
Joseph Gauthier, Texas
Mildred Alexander, Kansas
J. Paul Richardson Tennessee
George Thomason, Tennessee
Harold Kemp, Tennessee
Bob Baber, Ohio
Glenn Webb, Tennessee
Ed Bogard, Tennessee
Ronald Hanson, Missouri
John Paul Lewis, Tennessee
Rodger Kuder, Kansas
R. E. Kuykendall, Tennessee
Joe Hawkins, Tennessee
Jack Charlesworth, Georgia
Jack E. White, Missouri
Larry Fosnow, Missouri
Carl Bonecutter, Ohio
C. H. Metz, Tennessee
Robert Smith, Ohio
Odell Sampson, Tennessee
Willis Groen, Washington
* C. W. Ramey, Alabama
Ken Saunders, Tennessee
Frank Wakefield, Indiana
John O'Brien, Tennessee
Roy Hickam, Tennessee
Robert Seymour, Tennessee
Phil Costin, Florida
Bob Winton, Tennessee
Robert Crouch, Oklahoma
Edward Pekarovich Jr., Illinois
George Forrest, New York
Raymond Taggart, Tennessee
Lester Olson, Minnesota
Fred Radde, Minnesota
* Clarence Robertson Sr., Maryland
* Helen Robertson, Maryland
Robert Curry, Oklahoma
Mike Modica, Illinois
John Modica, Illinois
John W. Hicks, Tennessee
Bob Cooke, Sr., Ohio
* George Leontis, New York
Joe Kinsey Jr., Florida
William Moon, Massachusetts
Tom Dement, Tennessee
Therold Richardson, Tennessee
H. Y. Woodson, Tennessee
Jerry Strasheim, Oregon
William Frerichs, Arizona
Jack Perry, New York
Art Fisher, California
Chester Hollenbeck, Wisconsin
* J. E. Davidson, Missouri
J. M. Bowen, Virginia
Marvin L. Smith, New York
* George Thompson, Indiana
* Howard Neunschwander, Indiana
* Harvey L. Tate, North Carolina
* Morris Faqua, North Carolina
Kenneth Lockhart, Florida
* William T. Sellers, Missouri
D. O. Hardin, Tennessee
Ed Bailey, West Virginia
Bill Decker, Illinois
James Norman, Mississippi
Don Kambol, Indiana
James Rutlader, Missouri
Tom Taylor, Ohio
Cecil Shopen, Missouri
Gene Densmore, Michigan
J. R. Sutton, Kansas



MISSOURI AUCTION SCHOOL. LIVESTOCK EXCHANGE BUILDING, KANSAS CITY, MISSOURI CLASS OF AUGUST, 1972

FIRST ROW LEFT TO RIGHT: Kline Ozborn, Miss.; Jeff Alexander, Fla.; Don Neher, Mo.; Peggy Conroy, School Secretary; Dean Cates, Instructor, Mo.; Richard W. Dewees, President, Mo.; Chuck Cumberlin Instructor, Colo.; George Stephens, Instructor, Mo.; Leslie Godwin, Kansas; Bob Poor, Mo.; Jack Sparks, Ohio.

SECOND ROW LEFT TO RIGHT: J.G. Shipley, Okla.; Larry J. Howard, Okla.; Gene Keathley, Okla.; Jim Bailey, Mo.; Lee Reynolds, Ala.; Linda Richardson, Ks.; Daphen Webster, Mo.; James Merrick, N.Y.; Bill Stradling, N.Y.; Carey Jones, Mo.; Mary M. Smukall, N.Y.; Robert L. Wilson, N.Y.; Alford W. Lowery, Tx.

THIRD ROW LEFT TO RIGHT: Carl W. Wilt, Oh.; Paul Wright Ernest, Mo.; James R. Elledge, Ind.; Mark Barnard, Ill.; Jim Gawith, Ks.; Darrell G. Pilliard, Mo.; Robert Kolweier, Ill.; Robert E. Peters, Tn.; Steve Chandler, Ind.; Bill Brinser, Mo.; Max Rose, Calif.; Burdette Foltz, Va.; Paul T. Wood, Ind.; Clair Knapp, Fla.

FOURTH ROW LEFT TO RIGHT: Earl N. Eliason, Guam; Jeff Potts, Ga.; Leo D. McDermott, Pa.; Paul A. Morris, Ia.; Douglas Wm. Burnip, Canada; Forest L. Presswoor, Tx.; Daniel T. McCutcheon, W. Va.; Richard Gail Daniel, Ia.; Cecil A. Jones, Tn.; Bobby Tarwater, Tn.; Peter E. Paige, Vt.; Ray Mudd, Wa.; Bill L. Jones, Wa.; Thomas J. Covington, N.C.; Willard Graham, Ks.

G. H. Conner, Tennessee
 Wayne Hynus, Ohio
 Robert McBee, Ohio
 M. M. Mobley, Illinois
 Elva Christian, West Virginia
 Everett Corn, Indiana
 Leonard Greer, Indiana
 Bert Trane, Minnesota
 Leonard Sheinfield, Massachusetts
 Marley E. Neal, Indiana
 Henri Bourdeaux, Illinois
 Newt Dilgard, Ohio
 Harold Cohn, Georgia
 James A. Reynolds, Ohio
 Kenny Mayes, Missouri
 * Harvey West, Maryland
 Robert Jay Zanes, New Hampshire
 * Barger D. Weeks, Mississippi
 J. D. Vaughan, Virginia
 J. H. Furrow, Tennessee
 Arthur W. Hoffman, New Jersey
 Arthur Hoffman, New Jersey
 Wayne Holly, Tennessee
 Roy M. Anderson, Louisiana
 Bo Bo Reinhardt, South Carolina
 A. C. Echols, Jr., Virginia
 J. W. Barber, Jr., New Hampshire
 Morris Weinstein, New York
 Floyd Newberry, Ohio
 James Maronza, New York
 James W. Haldane, Ohio
 Garry Batt, Kansas
 Paul Owens, Idaho
 George Mann, Missouri
 George Warren, Kansas
 Joe Lawrence, Missouri
 Lyman Worthen, Illinois
 James Grindley, Indiana
 Al Bigelow, New York
 Jack Sluiter, South Dakota
 Omar Portwood, Illinois
 Vernell Johnson, South Dakota
 Wayne Voss, Illinois
 Dave Christian, Minnesota
 Don Castner, New Hampshire
 Roger A. Ford, Ohio
 Henry Anthony, Massachusetts
 Don Buck, Missouri
 Donald Kichline, Georgia
 Roger Towner, Indiana
 Robert Isabell, Nebraska
 Thomas Fleming, Maryland
 * Richard Lang, Oregon
 L. E. Glafka, Tennessee
 Bill Lynch, Tennessee
 Al Durham, Tennessee
 Kenneth Cree, Indiana
 Donald Burns, Tennessee
 J. Gordon Hannagan, Illinois
 Fletcher Hill, Georgia
 Thomas Robbins, Ohio

Charles Connour, Indiana
 Amon Miller, Indiana
 Ralph Masengill, Jr., Tennessee
 Murl Bernard, California
 Bob Etherton, Washington
 James Matthews, Tennessee
 Raymond Camire, Vermont
 William H. Ford, Ohio
 Lloyd W. Flickinger, Maryland
 * Robert C. Bruce Jr., New York
 * Guy C. Crandall Jr., New York
 George Van Deree, Florida
 * Joe Bynum, Alabama
 Ben Barrett, Illinois
 Billy Wells, Florida
 Glen Leney, California
 Harold V. Buckman, New Hampshire
 William P. Williams, Indiana
 Richard C. Wright, Virginia
 Steve Koltuniak, Florida
 Irwin Holcomb, Illinois
 Ike Hamilton, Louisiana
 Harold J. Barnett, New Mexico
 Gene Cook, Florida
 Carroll Michael, Ohio
 Doyle Hunt, Oklahoma
 Cleo L. Johnson, West Virginia
 Gerald Kidd, Missouri
 Vincent DiGiacobbe, Ohio
 George Lawrence, Missouri
 Hugh Pate, North Carolina
 Edward Stevens, New Hampshire
 R. B. Ritchie, Virginia
 Albert Decker, Idaho
 Darrell Murray, Tennessee
 Dwight Lambert, Illinois
 James Wagner, Ohio
 Harold Higgins, Quebec
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 R. H. Simmons, Tennessee
 Julius Hurst, Tennessee
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 Leon Richardson, Tennessee
 * Jesse C. Safley, Tennessee
 Lloyd Nevels, Tennessee
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 Grace Lichtensteiger, Indiana
 C. W. Bayne, Virginia
 J. Martin Haywood, North Carolina
 Jack Bertelsen, Illinois
 Marc C. Alan, Michigan
 William Johnson, Washington
 Lionel Reynolds Jr., Virginia
 J. Carl Vance, Tennessee
 Donald Smith, Florida
 Met Johnson, Utah
 D. Wayne McFarland, Florida

Henry A. Berman, Massachusetts
 Joseph Sartor, New Jersey
 Sherry Olin, Michigan
 Miller T. Hunter, Hawaii
 Harold Cole, Jr., Michigan
 Bert Harper, Louisiana
 R. C. Woodard, West Virginia
 Tom D. Berry, Oklahoma
 Delbert Winchester, Oklahoma
 George A. Shults, Oklahoma
 R. E. Broyles, Missouri
 Ralph Burton, Illinois
 * Leon Michaud, Maine
 Lee Viningre, New York
 J. A. Turner, Iowa
 John Kireta, Ohio
 Harry C. Miller, Maryland
 D. D. Meyer, Indiana
 Floyd Nasby, Alberta
 * Robert Bullard, New Mexico
 Norm W. Christensen, Wisconsin
 Eugene Fredrick, Illinois
 Arthur J. Kempkin, Wisconsin
 * Harold Lewis, Wisconsin
 Gary W. Liebau, Wisconsin
 Michael Mitten, Wisconsin
 Walter Nowatske, Wisconsin
 Francis M. O'Connor, Wisconsin
 John Reilly, Wisconsin
 John Reynolds, Jr., Wisconsin
 Walter G. Schroeder, Wisconsin
 Lester Senty, Wisconsin
 Verne T. Vradenburg, Wisconsin
 J. Stanley Tisdale, Mississippi
 Paul D. Spitler, Oklahoma
 Richard W. Stene, South Dakota
 Roy J. Tatum, Oklahoma
 Jack C. Parnell, California
 * Verne A. Gannon, Kansas
 James J. Vitanza, New Jersey
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 B. G. Park, West Virginia
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 William A. Parks, Jr., Tennessee
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 James P. Wolfinger, Ohio
 Ray Brock, Washington
 * Steve Dofman, California
 Ronald Reed, New York
 * James H. O'Beirne, New York
 Roger Hollrah, Missouri
 James Hess, Alaska
 Alford Zogg, Jr., New York
 Fred J. Hullett, Michigan
 G. J. Lathrop, Illinois
 Clyde Russell, Michigan
 Clyde F. Seek, California
 Robert Jones, Ohio
 J. B. "Andy" Anderson, Oklahoma

William E. Berry, Oklahoma
 * James McDuffie, Georgia
 * C. E. "Bud" Towner, Indiana

* Denotes new membership.



ACCEPTS GAVEL — Dale McPherson, Rapid City, is presented the gavel from Gilbert Wagner, Reliance So. Dak. outgoing president of the South Dakota Auctioneers Association. McPherson was elected to head the association at their recent annual convention in Chamberlain, South Dakota. —Barger photo.

Millionaire's Estate Makes Large Auction

Clinton, Ia. — The estate of the late millionaire George M. Curtis, heir and president of the city's wood and mill-work empire that spanned over one hundred years of history, was auctioned on October 14 by Clinton County's Paul Burnett, Paul Burnett, and Pat Cavanagh.

Included in the sale were collections of antique walnut, oak, maple, wicker, and fruit wood furniture; china, crystal and glasswares; silver, brass, and copper; vases and figurines; picture frames; beveled mirrors; hanging and desk lamps; vintage ice boxes; rugs; books; cameras; sporting equipment; and jewelry.

Conducted in a hall large enough to accommodate the estate's contents, the 6½-hour long auction drew crowds estimated at 300 people.

D.H.N.

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W42/SD 1 1/2"

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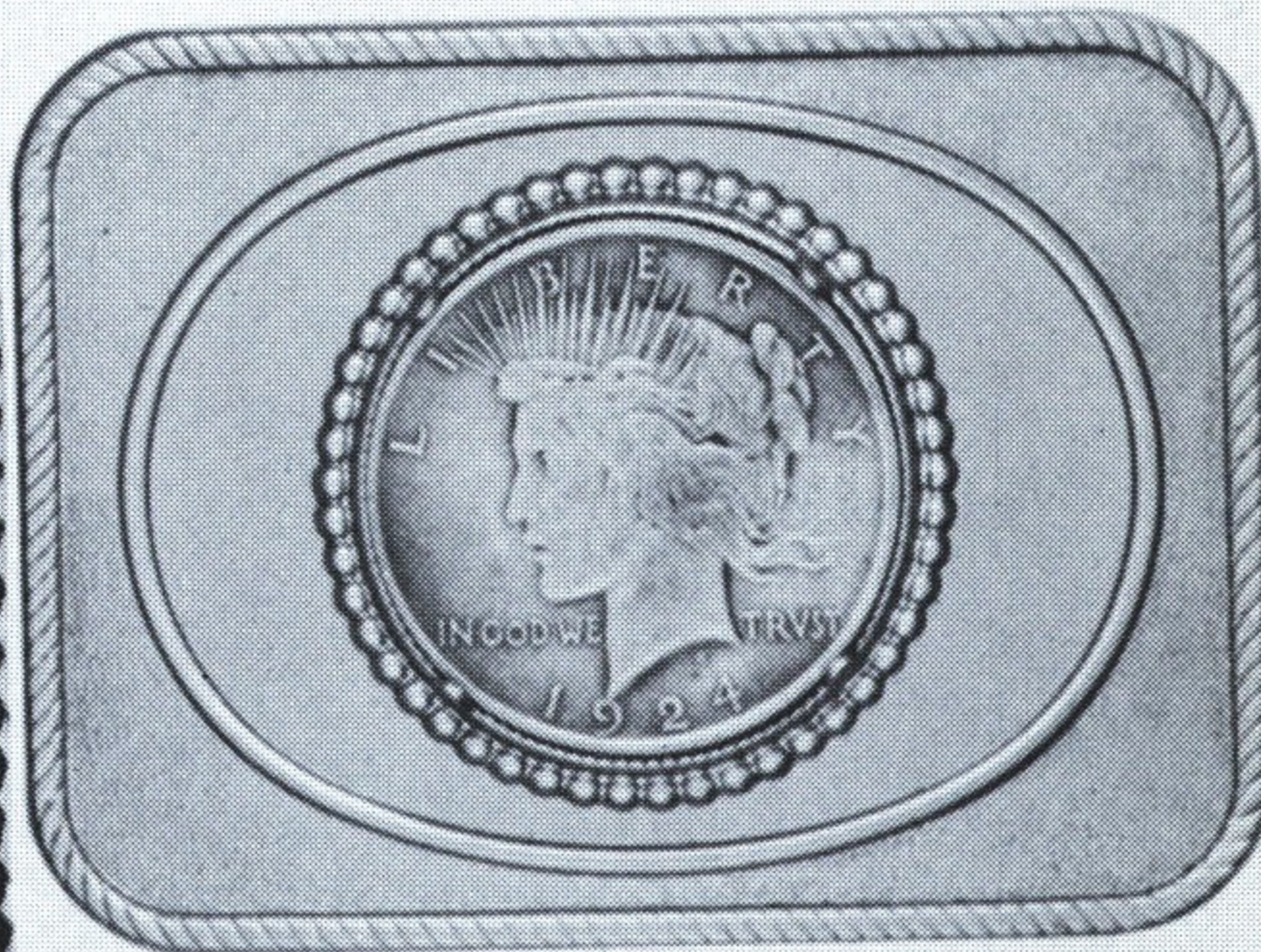
PRICES WITHOUT SILVER DOLLARS
MIN. ORDER ONE DOZEN PER STYLE
SILVER\$28.00
SILVER ANTIQUED W/BLK..\$30.00
GOLD.....\$28.00
GOLD ANTIQUED W/BLK....\$30.00 *



W36/SD 1 1/2"

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TYPE 1878 - 1904, PEACE TYPE 1922 - 1935 ALL
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T. Lynn Davis, Macon, Ga. (left) receives plaque from Bernard Hart, presented in recognition of his service as President of the National Auto Auction Association during the past year. Presentation was made during the group's annual convention, at Atlanta. Davis is a long time member of the National Auctioneers Association and is currently serving on the Board of Directors of the Georgia Auctioneers Association. Hart has served as Executive Secretary of the auto auction group for the past 14 years.

Brasher New President Of Auto Auction Group

ATLANTA, Ga. — J. Frank Brasher of Salt Lake City, Utah, was elected president of the National Auto Auction Association. Brasher is president of the Salt Lake Auto Auction and was elevated from the Association's vice presidential post. He succeeds T. Lynn Davis of Macon, Georgia who was elected Chairman of the Board replacing Jimmy Franks of Chicago.

Newly elected vice president was Warren Young of Bordentown, New Jersey. Re-elected secretary-treasurer was Norman F. Early of Denver, Colorado. Newly elected Directors include Jack Charlesworth of Atlanta; Jim Cotton of Chicago;

Harold Henry of Los Angeles; H. J. Beacham of Houston and Homer Stephens of Cookesville, Ontario, Canada.

\$910 For Guernsey Cow

Guernsey cattle in the 51st Eastern Ohio Guernsey Sale, held at the Canfield, Ohio, Fairgrounds, October 5, reached a top figure of \$910. An average of \$469 was recorded on the 30 head sold.

As in all dairy cattle sales in recent years, there was quite a spread between top and bottom prices. There are not many beginning dairymen and there is not much market for an ordinary cow. One that has potential as a brood cow, showing both type and milk, will find many bidders.

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Ohio Auction Man Dies

Timothy T. Yoder, Archbold, Ohio, co-founder with Elias Frey of the Yoder & Frey farm equipment auction, at Archbold, passed away Sept. 30. He was 54 years old and had been hospitalized for six days preceding his death.

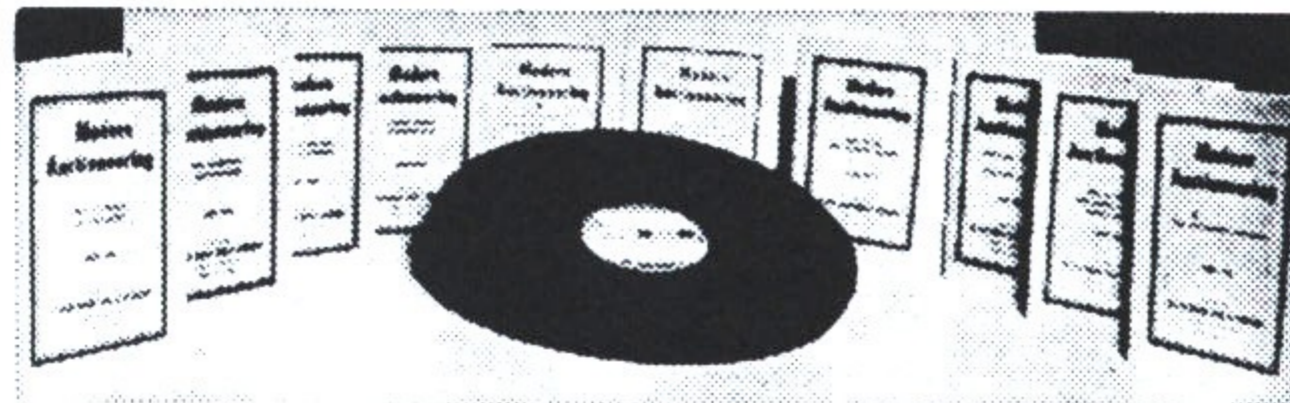
In addition to the farm equipment auction that celebrated its 25th anniversary during the past year, Yoder was a partner in Yoder Compost, Inc., Yoder and Frey Auctioneers, Inc., a director of American Diversified Holding Corporation, Columbus, and a charter member of the Archbold Rotary Club.

Survivors include his wife, two sons, six daughters and five grandchildren. His mother and two sisters also survive. His passing is mourned by his business associates and thousands of friends throughout the country.

BY THE TIME YOU WILL HAVE RECEIVED THIS, the nominating conventions will be ended, the politicians will have departed . . . and the only bigmouths left in Florida will be alligators.

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MEN'S GOLD WATCH WITH EXPANSION BAND—Boxed	Ea. \$3.50
Ladies' Gold Watch with Expansion Band	Ea. \$ 4.50
Men's Calendar Watch with Matching Band	Ea. \$ 4.00
Ladies' Pennant Watches, Deluxe Styles	Ea. \$ 4.00
Men's Diamond Jim Brady Watch with Band	Ea. \$ 4.75
Men's "Skin Diver" Watch with Calendar	Ea. \$ 6.00
Ladies' Deluxe Round Face Watch with Band	Ea. \$ 6.00
Ladies' Nurses Watch with Band	Ea. \$ 5.25
Ladies' Square Face Watch with Suede Band	Ea. \$ 5.25
Men's Deluxe Water Proof Watch with Band	Ea. \$ 5.00
Men's Automatic Watch with Calendar	Ea. \$10.00
Men's Day and Date Deluxe Calendar Watch	Ea. \$ 7.50
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$ 9.00
Men's HELBROS Watch, Beautifully Boxed	Ea. \$ 9.50
Ladies' HELBROS Dress Watch—Deluxe	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$ 8.50
Men's HELBROS Dress Watch—Gold or Silver	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch	Ea. \$17.50
Men's 17-JEWEL DAY-DATE DRESS WATCH	Ea. \$ 8.50
Ladies' BRILLIANT CUT—HAND SET	
173 STONE WATCH	Ea. \$12.50
WALTHAM Ladies' Sport Watch w. Suede Band	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$ 9.25
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$23.00
HILTON Ladies' 4-Diamond Dress Watch	Ea. \$16.50
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 6.00
Men's Auto. Day-Date Dress Watch with Band	Ea. \$12.00
JAMES BOND 007 SPY WATCH WITH HOUR WINDOW	Ea. \$ 3.00
Ladies' HEART SHAPED DRESS WATCH	
Gold or Silver	Ea. \$ 6.50
Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
Match Mate Ring Set—12 in 1	Ea. \$ 2.00
Men's Waltham Electric Watch—Waterproof	Ea. \$25.00
Cronel "400" Skin-Diver Watch	Ea. \$10.00
Men's or Ladies' Raincoats with hood	Doz. \$ 1.00
Louis D'OR Perfume—\$20.00 Retail	Doz. \$ 5.00
Spray Perfume, Boxed—1000 Sprays	Doz. \$ 2.90
10 Pc. French Perfume Set, \$20.00 Retail	Per Set \$ 2.00
TIFFANY Perfume—2 oz.—Gift Boxed	Doz. \$12.00
Glamorous FILIGREE Spray Perfume	Doz. \$ 5.90
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$12.00
4 pc. RUSSIAN LEATHER Cologne Set	Ea. \$ 1.75
2-oz. ORIENTAL JADE Men's Cologne	Doz. \$ 3.90
2-oz. Men's RUSSIAN LEATHER	Doz. \$ 3.00
Ladies' Wallets with 40 Windows, Boxed	Doz. \$ 3.90
Men's Wallets, Boxed	Doz. \$ 4.80
Ladies' Deluxe Clutch Purse	Doz. \$ 7.20
Trucker's Cowhide Wallet with 5 Compartments	Doz. \$17.50
Necklace and Earring Set, AURORA	
BOREALIS, Asst. Colors	Doz. \$18.00
Men's ROYAL STAR WATCH	
'250' WITH 36 STONES with Calendar	Ea. \$ 7.50
AURORA BOREALIS ACORN Necklace	Doz. \$ 5.90
AURORA BOREALIS HEART Pendant	Doz. \$ 7.20
NITE 'N DAY Reversible Necklace—	
Pearl and Rhinestone	Doz. \$ 9.00
Deluxe 4-pc. Pendant & Choker Set w. Earrings	Set \$ 2.00

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ELECTRIC CAN OPENER—AUTOMATIC	Ea. \$4.25
Elec. Can Opener—Knife Sharpener—Btl. Opnr.	Ea. \$ 6.00
Electric Portable Hand Mixer	Ea. \$ 5.75
2-Slice Automatic Toaster—NAME BRAND	Ea. \$ 6.25
4-Slice Automatic Toaster—NAME BRAND	Ea. \$10.00
2-Speed Blender—PROCTOR-SILEX Heavy Duty	Ea. \$ 9.50
Giant European Cut—Hand Decorated Beer Stein	Ea. \$ 9.50
Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea. \$ 5.90
2 Pc. Deluxe Oven Proof Gourmet Set	Set \$ 3.00
Electric Mixer on Stand with Bowl	Ea. \$ 9.50
MIRRO Automatic Perk.—9 Cups	Ea. \$ 5.00
10-pc. Hard TEFLON-II Set—NAME BRAND	Set \$ 7.50
7-pc. Hard TEFLON-II Set—In Avocado Only	Set \$ 9.00
6-pc. Avocado ROYAL CHEF Alum. Cookware	Set \$ 5.90
49-pc. Cook-N-Serve Ensemble—Guaranteed for 5 Yrs. Also Ovenproof.	Set \$ 7.50
Lite-Up Mirror w. Travel Case—Just Turn On	Ea. \$ 3.75
Small Floral Pitcher & Bowl Set	Doz. Sets \$ 7.20
Beaut. Mahogany Dancing Doll Jewelry Chest	Ea. \$ 3.50
Musical Beer Stein—Large Size	Ea. \$ 3.50
19-pc. Decorated Handle—Sheffield, England	
Cutlery Set	Set \$ 6.50
15-Pc. Decorated Handle Cutlery in Book Chest	Set \$ 3.50
50-pc. Stainless Steel Flatware Set, Gift Boxed	Set \$ 7.50
EVERSHARP 3-pc. Stainless Steel Carving Set	Doz. \$ 9.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz. \$ 9.80
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Horses A Part Of Auctioneer's Life

DELAVAN, WIS.—Col. Willard Olson remembers hanging around horse markets as a youngster. The sound of horses, the cry of auctioneers selling them, and the “horse blood” he inherited from his father, who raised Belgian horses, are still with Col. Olson.

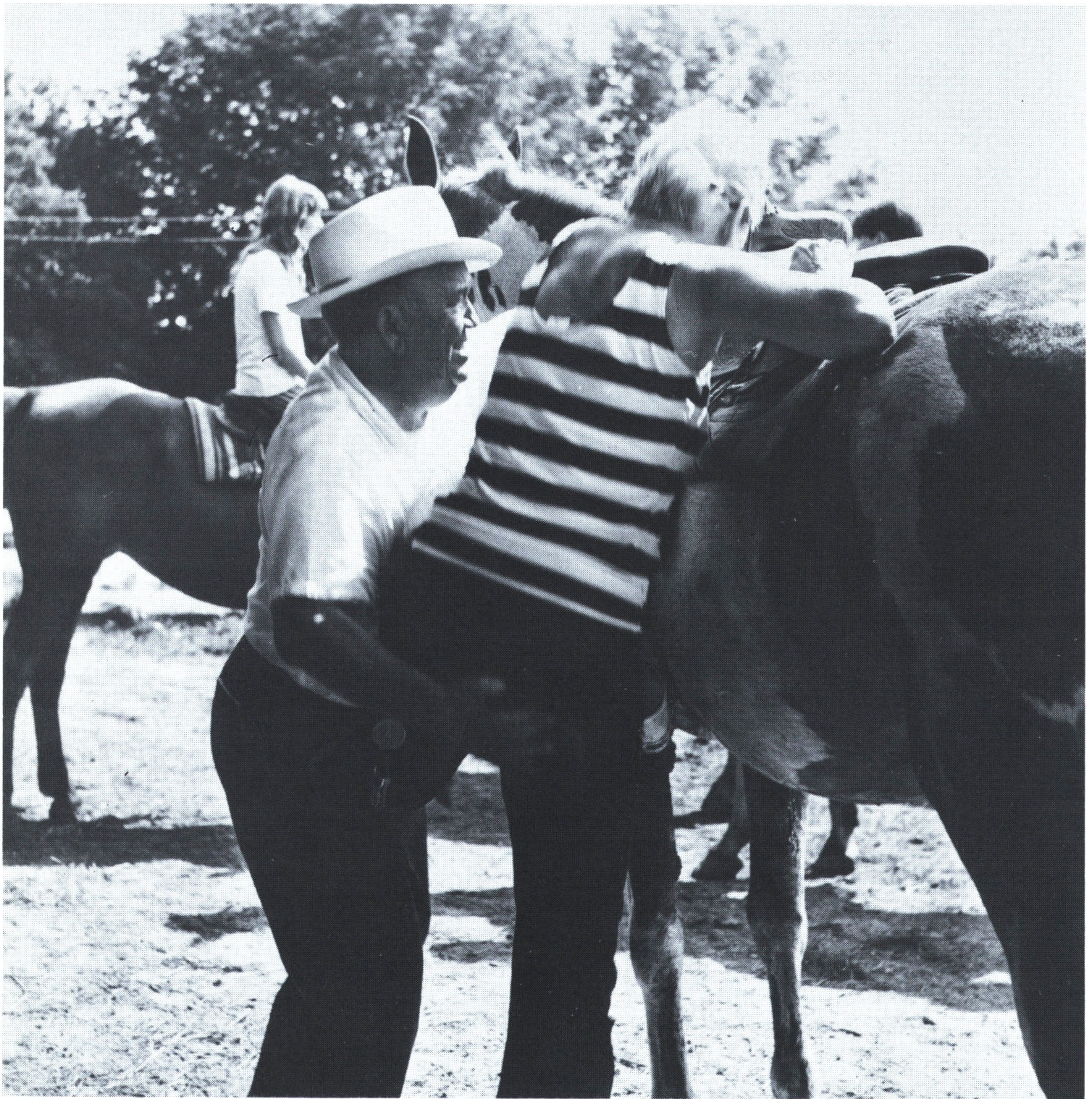
He owns and operates Lake Lawn stables on Highway 50 just south of Delavan, where about 35 horses are available to the public for trail rides.

Col. Olson has always been in the riding horse business, and in addition to his

Delavan stables, operated several others in the Southern Lakes area for many years. Now his operation is limited solely to Lake Lawn stables, which he's operated for about 30 years.

The “Colonel” portion of his name is a tag hung on him when he began auctioneering. He picked up the techniques at those same horse markets, and began auctioneering publicly while still in his teens. Today he has as many auctioneering jobs as ever.

“You're either an auctioneer or you're



Col. Willard Olson, member of the Wisconsin and National Auctioneers Associations, gives a helping boost to one of the stable patrons as she mounts a horse for a trail ride. (Delavan Enterprise photo).

not," he said of the talent, which he looks upon as an art. "You have to know people, know value, and take a lot of punishment," Col. Olson said. "And a sense of humor helps," he added.

Until five years ago, Col. Olson sold his own horses in an auction every fall, and the event usually attracted hundreds of buyers and spectators. The reason for the sale, primarily, was to eliminate the major expense of boarding horses over the winter. Then he'd buy back horses in the winter, and be ready for another season of riding at winter's end.

But in recent years, good riding horses are just too hard to find. Col. Olson said it's especially hard to find saddle horses for children. Most horses today, he said, are trained for speed, such as in rodeos or speed contests. And those kind of horses don't make the best riding horses.

So for the past few years, he's held onto the horses he's got. He estimated grain for the animals cost about \$100 each week, and hay costs run about \$75 weekly.

"I got all kinds o' horses," he said in a low, gravel voice which he describes as "worn out". Legs straddling a chair seat, his arms resting on the chair's back, Olson looked down the long row of stables and named a few - Quarter, saddle breed, part Arab, Appaloosa . . . and even eight ponies for youngsters to ride.

Assisting Olson are two college students, themselves old hands at handling horses. Gary Shaw, nephew of a nationally known race horse trainer and driver; Arthur Shaw, Elkhorn; and Larry Bray, son of Austin Bray, who raises Quarter horses, conduct half hour rides down trails along acreage adjacent to Delavan Lake.

The two usually help name Olson's new horses, along with his wife, Lois, who can generally be found at his side around the stables, and his daughter, Gail, who lives in Connecticut.

Although Col. Olson's stables are located on Lake Lawn Lodge property, the operation is independent of the resort. As a result, both guests of Lake Lawn and the general public are able to ride at the stables.

One of the biggest jobs of the horse handlers is fitting the horse to the rider. Relying on information from the rider about his experience with horses, Col. Olson and his handlers must then pick

the horse to meet that experience.

If returning clientele is an indicator of success, then Col. Olson's stables are successful. "We've had three generations of families return" for rides, according to Col. Olson.

DELAVAN (WIS.) ENTERPRISE

B. O. Gammon Is Dead

Burton O. Gammon, co-founder of the only major breed of beef cattle originating in America, died in a Des Moines hospital Sept. 27. He was 91 years old. That breed is now the third largest recorder of beef cattle in the U.S.

Mr. Gammon, first executive secretary of the American Polled Hereford Association, was one of the great innovators in the American beef industry. Studying genetics in the early 1890s, he was a pioneer in the scientific selection of breeding stock for a specific trait.

He and his father, Warren Gammon, purchased and bred purebred Hereford cattle selected specifically for their hornless trait about 1900. Those cattle formed the basis for today's third largest beef breed in America in terms of numbers.

Mr. Gammon served as executive secretary of the breeders association from 1911 until 1946. During his tenure, he guided the organization through formative stages and helped to foster its phenomenal growth over the past twenty years.

He was the first man to be inducted into the association's Hall of Fame when it was created in 1965.

\$27,665 Per Acre!!

\$163,500 was the price received for 5.91 acres of prime commercial land near Bowling Green, Ky. And the land was sold at auction! This was 60% above the appraisal estimate.

The real estate auction firm of Bailey and Grissom, Glasgow, Ky., conducted the auction.

Albert Einstein once admitted that working out his income tax was beyond him, saying he had to go to a tax consultant. "This is too difficult for a mathematician," he explained. "It takes a philosopher."



Col. E. B. Fulkerson (center) with winners of the New Members Bid Calling Contest at the Tennessee State Convention. Marvin Alexander (right) Union City, Tenn., was the winner and Jerry Gregory, Springfield (left) was the runner-up. Col. Fulkerson supervised the contest.



Many husband and wife teams work in the auction field. He sells the merchandise while she takes care of the clerking chores. But no couple works more efficiently than Wallace and Doris Clements of Chattanooga, Tennessee. At their Northgate Gallery recently the Clements sold over \$47,000 worth of antiques in four and one half hours. That's teamwork!

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CHICAGO WILL OBSERVE THE 100TH ANNIVERSARY of its famous fire (October 8th). But, actually, that fire was **THIRD RATE!** While the big blaze of 1871 was raging, there were two larger ones in the same area . . . Manistee, Mich., with proportionately greater loss . . . and Peshtigo, Wisc., with a loss of 1,100 lives (against Chicago's 250) plus burning out 2,000 square miles of surrounding woodlands. But Chicago's fire made all the front pages and became immortalized . . . further proof (if any is needed) of the power of the press.

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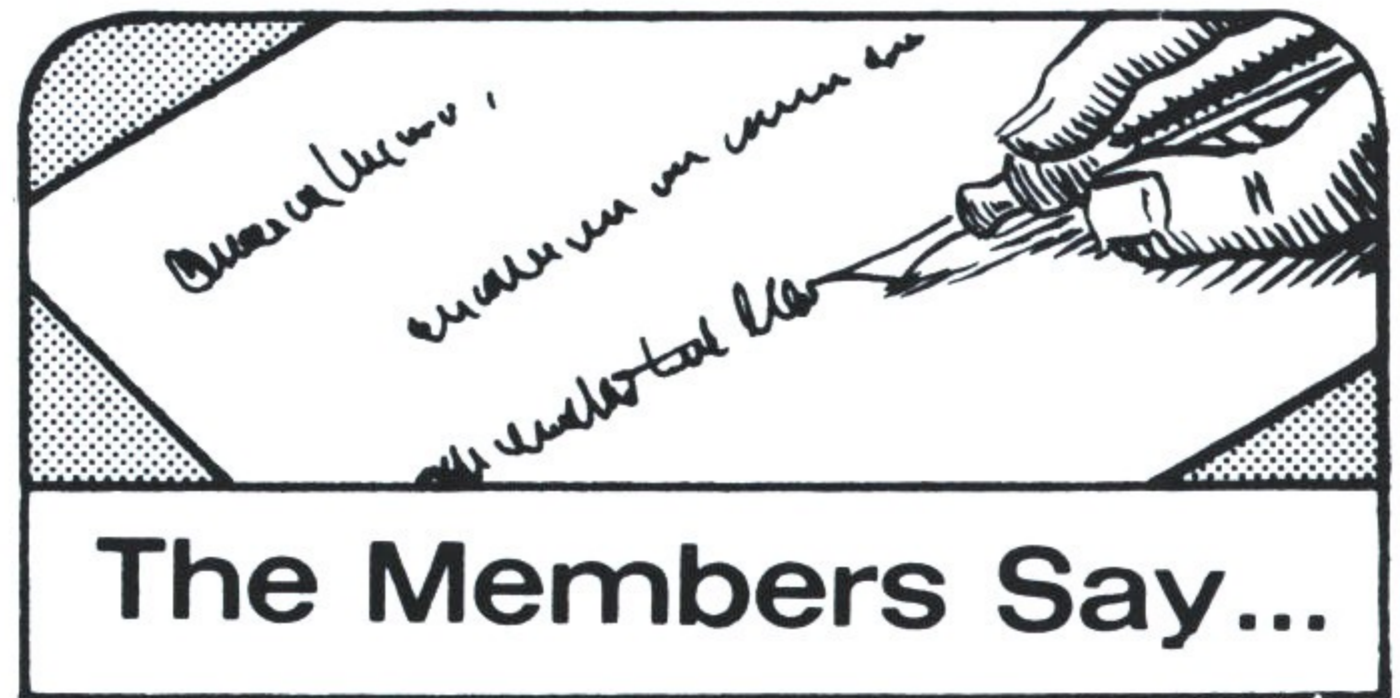
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Ladies Auxiliary to the NAA



Dear Col. Hart:

I am enclosing my dues for another year's membership in the National Auctioneers Association. I am also sending \$5.00 to list my name in the Booster Club.

Enclosed are two newspaper clippings that you might want to print in THE AUCTIONEER.

I felt the Dallas convention was worth many times the amount we had to pay for our room. It was my first convention and I felt the prices were high for a part-time auctioneer but I do not regret one cent worth of it.

The friendliness and consideration shown to my wife and me by auctioneers of high calibre made me feel I was welcome to the organization. We hope to be able to attend the Florida convention.

Sincerely yours,
Robert Enders
Sandia Park, N. M.

Dear Bernie:

Enclosed you will find a check from a friend of mine and a fellow auctioneer, Loyd Connor of Mulberry Grove, Ill. Please accept him as a member and furnish him with the services of our Association.

I hope that everything is fine with you and the organization. I have been

real busy this year and have sold in 13 counties and several neighboring states. Real Estate is at an all-time high here. Most good farm land will bring up to \$1,000.00. If the highest and best use is other than agriculture it will bring much more. I have sold several farms in small tracts this year and have found that if it is well located you can usually depend on from \$1500 to \$3000 per acre, in five and ten acre tracts.

Machinery auctions are very good here. I recently had a \$90,000 machinery auction and have found the demand for good equipment very high.

Again, let me say thank you for all the kindness and consideration you have shown me over the years.

Very truly yours,
William L. Gaule
Chatham, Ill.

P.S.: LeRoy Van Dyke appeared at the Illinois State Fair and my wife and I enjoyed his show. I did not get a chance to see him afterward but would have liked to have said, Hello. He did a great job for us here in Springfield, about 10 years ago.

Dear Bernie:

Enclosed is check for \$15.00 to be applied as follows: \$10.00 for membership renewal and \$5.00 for Booster Club.

It seems to me that this is a very small amount for the privilege of being a member of such a fine organization. On Sunday, I'll be celebrating my first anniversary as a member and this past week conducted my largest and best auction ever, to the complete satisfaction of all concerned.

Besides having a good and capable staff of assistants, I consider membership in the National Auctioneers Association largely responsible for the past year's success.

Most sincerely,
Al Bigelow
Springville, N. Y.

Dear Sirs:

I have been a member of the NAA for quite a few years now and have enjoyed reading the experiences of other auctioneers.

I had the opportunity, a few months ago, to sell people. It was not in the form of a slave auction. The idea was to sell golf teams to the highest bidder, the teams then went on to compete in

a tournament.

Enclosed you will find a check for my dues and booster page.

Sincerely yours,
B. G. Park
Paden City, W. Va.

Dear Bernie:

Would like to say that I am very glad to be back in the association. Hope to see you next year in Florida.

Would like to mention a sale that I had for my mother, in Oxford, on the 27th of May, having sold the real estate and personal property. A dining room suite with round table, china closet, buffet and seven chairs brought \$244.00. This was an oak dining room suite but not old enough to classify as antique. A 1936 Ford brought \$2,175.00. Of course there were some bargains but all in all it was a good sale.

Would like to write again, if and when I can find something interesting. Thanking you, I remain.

Respectfully yours,
Bill Guthrie
West Chester, Pa.

Dear Bernie:

Had a wonderful year, auctions have been good. Had a lot of auction benefit sales and this is one of the high lights of the year. Thought you might be interested in the enclosed clipping.

Sincerely,
Clyde G. Russell
Caledonia, Mich.

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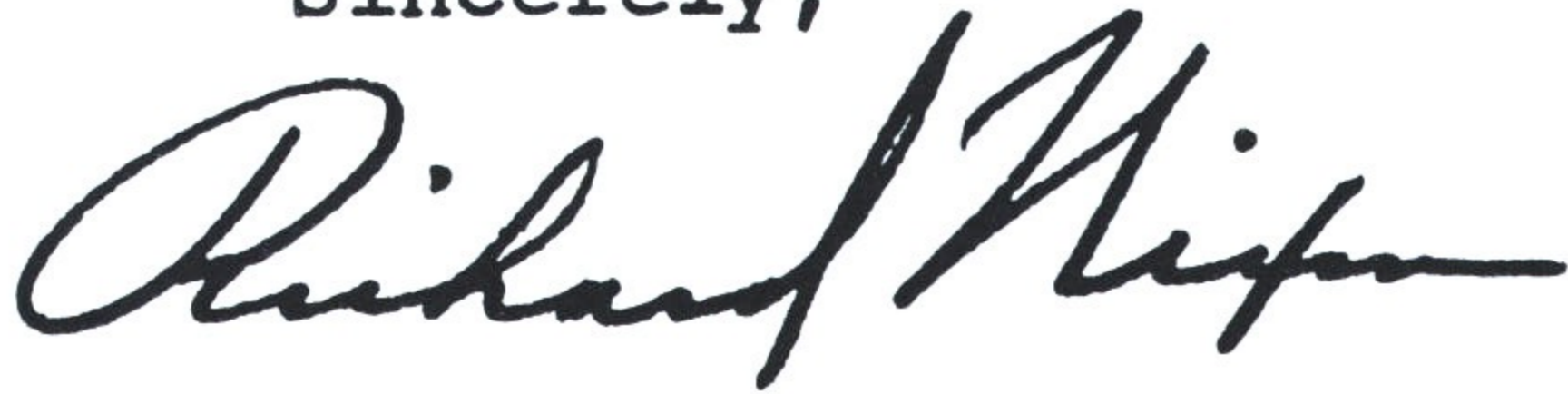
September 12, 1972

Dear Colonel Fishdick:

The 357 benefit auctions you have conducted over a number of years for non-profit organizations are indeed unique and worthy accomplishments. I commend you on your humanitarian concern in devoting so much time and talent for the benefit of others and congratulate you on a job well done.

With best wishes for the years ahead,

Sincerely,

A handwritten signature in cursive script, appearing to read "Richard Nixon".

Colonel John R. Fishdick

Eagle River, Wisconsin 54521

Know Your Director

Born in western Oklahoma in 1938, Ed moved with his family to eastern Oklahoma in 1947. Until his graduation from Claremore High School, he assisted his father in his farming operations.

Upon graduation from the Western College of Auctioneering, Billings, Mont., Dec. 1960, he actively joined the Oklahoma and National Auctioneers Associations. He served one term as President of the Oklahoma Auctioneers Association and one three year term as Director of the NAA. Since 1962, Ed has attended nine NAA conventions and served as Parliamentary Procedure Consultant for several of the annual meetings. He is presently a Candidate member of the Independent Fee Appraisers Association and is a licensed Real Estate Broker in the State of Oklahoma.

"Mr. Ed's Auction Co." with offices in Claremore and Tulsa, Oklahoma, conducts on premises sales only. Estate, household auctions, farm sales and business liquidations comprise the bulk of Mr. Ed's activities. He emphasizes the need for a complete Sales Service.

Since 1965, Ed has also been associated with the V & L Auction Co., of Clinton, Oklahoma, owned by Col. Leo Brown, who specializes in Dairy and Farm Sales.

Ed's career in the auction profession has had a steady growth pattern. He attributes this to an exceptional group of NAA auctioneers who gave him bundles of encouragement and lasting friendships to rely on. He knows that space does not permit us to list these men individually, but he wants you to know he thanks you from the bottom of his heart.



Ed Vierheller

A TERRIBLE THING HAPPENED TO EFFIE STELLENTROP, an order clerk, last month. OPPORTUNITY KNOCKED on her door . . . and, by the time she had unhooked the chain, pushed back the bolt, turned the two dead-locks and shut off the burglar alarm . . . he was gone. **A terrible thing!**

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IT'S PAINTED ON THE SIGNS! In a bookshop: "If you don't see the book you want, it's in the police station." / Outside a loan company: "We're here for the man who has everything . . . but hasn't paid for it." / In a travel-agency window: "Spend your honeymoon in Iceland. The nights last up to 18 hours." / In a liquor store: "A soft drink turn-eth away company."

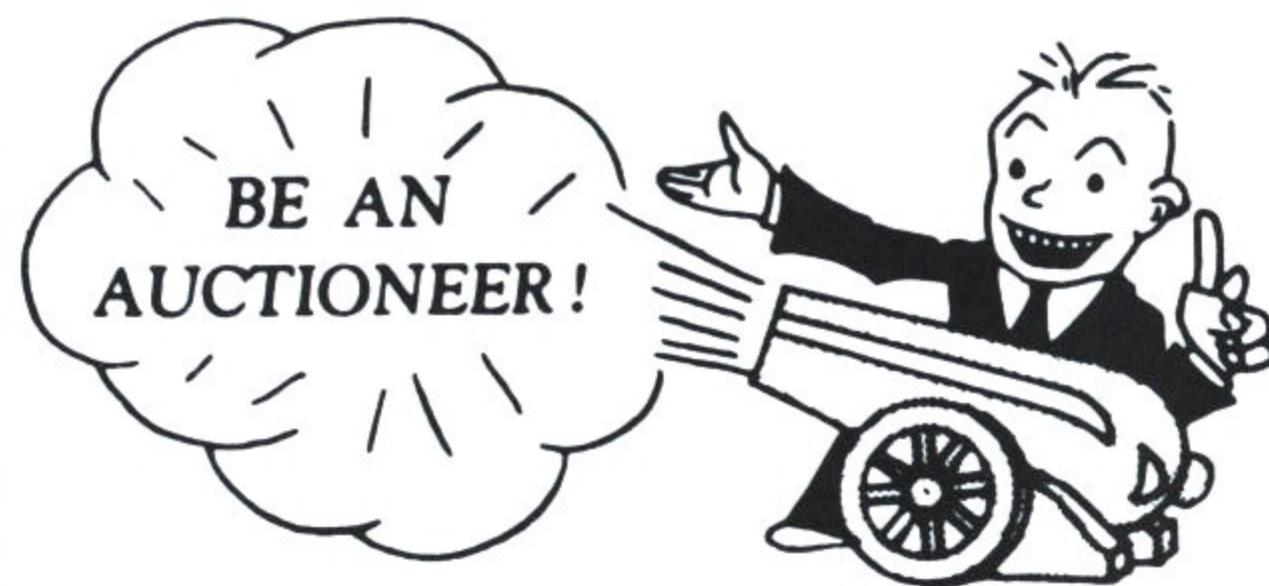
THIS PRECOCIOUS YOUNGSTER WAS BEING UPBRAIDED by his mother for punctuating his conversation with a string of four-letter words. "But, Mother," he expostulated, "Norman Mailer and Tennessee Williams use those words all the time." "So, what!" snapped the mother. "Don't play with them!"

A MAN RECEIVED A LETTER appealing for funds. It was addressed to "Occupant." Deeply touched, he sat right down, wrote a check for \$1,000 and mailed it back in the postage-paid envelope which accompanied the appeal. The fund-raisers were delighted to open the envelope and find the \$1,000 check . . . until they noticed the signature: "Occupant."

ISN'T IT ANNOYING THESE DAYS to be called a "registered Democrat" or a "registered Republican?" You can't tell if they want to **count** you . . . or breed you.

ONLY USEFUL

Prosperity is only an instrument to be used, not a deity to be worshipped. — Calvin Coolidge.



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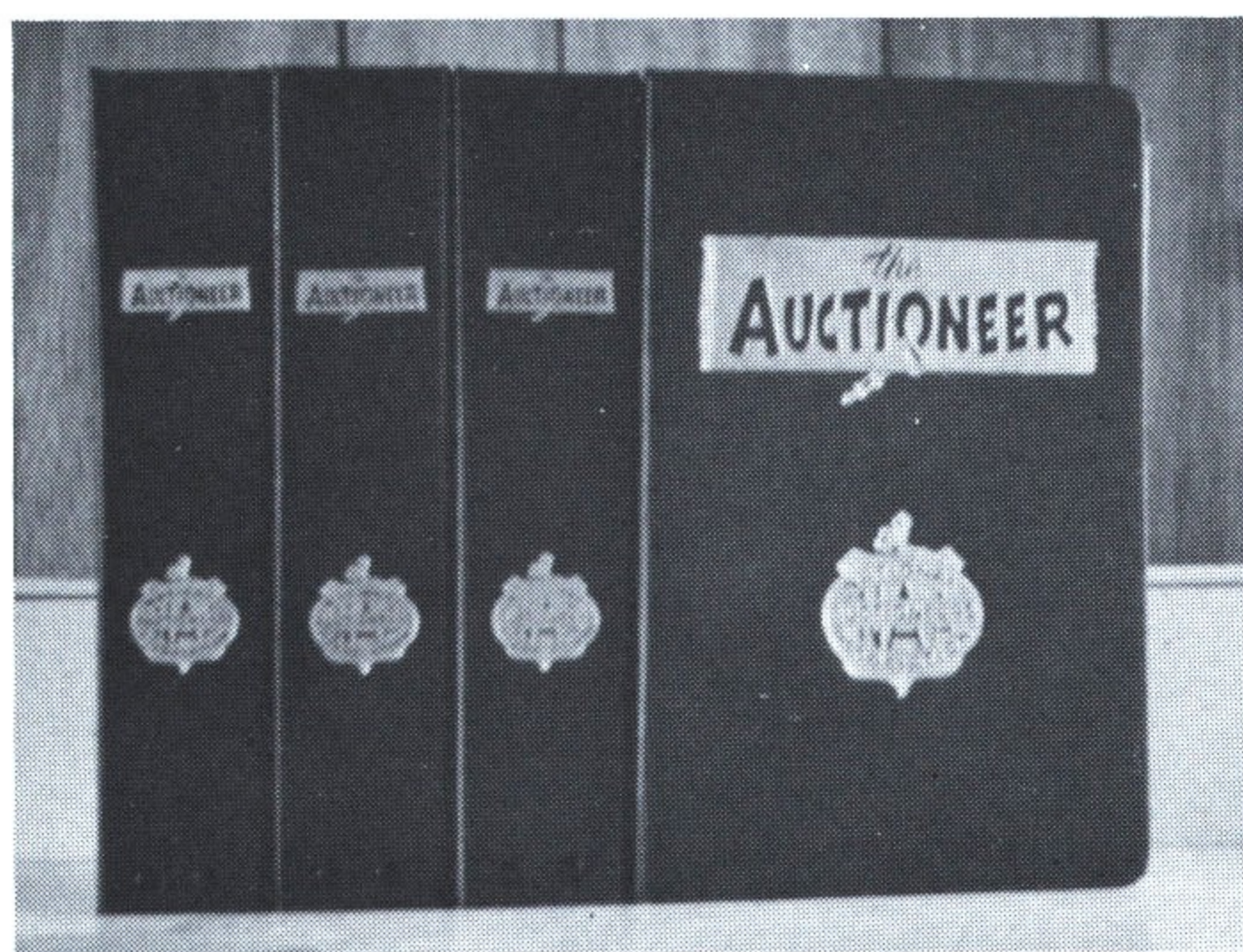
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Across The Country

BY BERNARD HART



Interest in the Real Estate Seminar, announced in the October issue of THE AUCTIONEER, is meeting with our expectations. If you are interested in participating, we urge you to complete the registration form in this issue and mail it immediately.

Some who are registering for the Seminar have asked if they can bring their wives. It is not unusual for wives to want a holiday away from home during the winter and there is no objection on our part to your bringing them along. Some may wish to participate in the Seminar which is OK — so long as they pay their registration fee.

We received an interesting letter from Walter Carlson the other day along with an article clipped from a 1949 issue of THE SHORTHORN WORLD, written by Col. Arthur W. Thompson. Walter says he was thumbing through some old magazines and came across this article which contains some good advice for auctioneers of today as well as those of more than 20 years ago. In fact, the reference to "mongrels" might be better advice to some of today's cattle breeders than to those who sell them.

I fully agree with Walter's statement, "It is easy to observe that few, if any, of the master salesmen known to us in those days contributed more articles 'with meat on the bones' than Colonel Arthur W. Thompson. "What a thrill it would be to hear one of his matchless opening talks again." At the same time, I am wondering, where are the Art Thompsons of the present generation of auctioneers?

Let us know if you would like to have this article reprinted in THE AUCTIONEER.

Women's Lib may not be a factor in auctioneering but more and more women are attempting "to crack the nut" and some are doing a pretty good job toward succeeding. The Aug. 31 edition of ROCKY MOUNTAIN NEWS carried a UPI feature article about one of our lady members, Pamela Moore Epstein, Liberty, N. Y. Mrs. Epstein, London

born, attended the Reisch Auction College, came home and expanded her antique shop into an art and antique auction center. She actually lost \$6.00 on her first sale, according to the UPI story, but has gotten to the place where she can ask and receive a 25 to 30% commission in addition to appraisal fees.

And from Arkansas, a note from Col. T. J. Offutt (the T. J. is for Tillie Jane) telling of conducting an auction of food boxes for a family who had been in a car wreck and the auctioneer was paid with handshakes, HUGS and food samples. Don't get any wrong ideas as T. J. collects some nice commission checks when she is competing on an equal basis with other auctioneers in her area.

B. O. Gammon's death, reported elsewhere in this issue, marks the loss of a great friend to auctioneers. The auction method of selling has long held the respect of the breeders of purebred cattle and Burt Gammon realized fully the part auctioneers played in marketing his breed of cattle. He was on the program of National Convention, in 1964, at Des Moines.

Another livestock man, known to many auctioneers, passed away recently. Harry R. Coffee, a former Nebraska Congressman and later President of the Omaha Union Stock Yards Co., died at the age of 82. Mr. Coffee was on the program of our 1954 National Convention, in Omaha.

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The Lighter Side...

FAST BY COMPARISON

"Been to the zoo over in the city yet?" the farmer asked his new hired man.

"Nope," answered the hired man laconically.

"You ought to go — you'd enjoy watching the turtles zip by."

SINCERE FLATTERY

It would be more honorable to our distinguished ancestors to praise them in words less, but in deed so imitate them more. — Horace Mann.

NOT ADJUSTED

The clerk in the shoe store was trying to get the farmer's wife to buy a certain pair of shoes.

"Those shoes are too narrow and pointed," protested the wife.

"But people are wearing narrow, pointed shoes this season," retorted the clerk.

"That may be," said the wife, "but I'm still wearing last season's feet."

THE REAL VICE

It is a socialist idea that making profits is a vice. I consider the real vice is making losses. — Winston Churchill.

COST MORE NOW

Human diseases are the same as they were a thousand years ago — but doctors now have more expensive names for them.

"Sure, I'd like to have children someday," said the young college man, "But I wouldn't want to be - well, you know - a parent."

CLOTHING

Mother of a large family explained why she dressed her children alike, right down to the youngest.

"When we had just four children, I dressed them alike so that we wouldn't lose any of them. Now, with six," she added, "I dress them alike so that we won't pick up any that don't belong to us."

COMBAT

A veteran was telling his children about his combat duty.

"One morning," he said, "was especially bad. Bullets were whistling by and shells were falling all over the place."

"Why didn't you hide behind a tree?" asked his son.

"A tree? Why, son, there weren't even enough trees for all the officers!"

FIDELITY

A wife was getting tired of her husband's "have-to-work-late-at-the-office" routine. Finally she developed a cure. When he called home with "I have to work late at the office tonight," she asked, "Can I depend on it?"

BIAS

A friend rebuked a father for speaking rather strongly to his daughters: "A bit tough on those girls, old boy."

"Tough! They're too biased," said the father.

"Biased? In what way?"

"Oh, it's bias this and bias that—until I'm broke."

BAKING

The young newlyweds had just finished dinner and began dessert.

"Dear, there's something wrong with this cake," said the groom. "It doesn't taste right."

"That shows how little you know about baking," said the bride. "The cookbook says it's delicious."

ALERT

The very strict professor was lecturing his students on the importance of being wide-awake and alert. "I've found the most effective way to start the day, for me, is to take a cold shower after a 15-minute exercise session. Then I feel rosy all over," he said.

At that point, a bored voice came from the rear, "Tell us more about Rosy."

JUSTICE

Out West an oldtime judge with a rather rough-and-ready brand of justice had a mining claim pending before him. Said His Honor:

"Gentlemen, this court has in hand a check from the plaintiff for \$10,000 and a check from the defendant for \$15,000. The court will return \$5,000 to the defendant, and then we will try this case strictly on its merits."

SPEED

A farmer was disturbed by the high speed of cars that raced along the road bordering his property. He feared for his livestock. The dozen signs he put up were ignored. Finally he took them all down and simply erected this one: "Caution — Slow Down for Nudist Camp Crossing."

LOSS

Motorist ran over the hunter's favorite coon hound. He went to the coon hunter's house and told the hunter's wife what happened.

"You'd better go tell him. He's out in the field," she said. "But break it to him gently," she cautioned. "First tell him it was me."

To err is human . . . but to blame it on someone else is **EVEN MORE HUMAN!!!**

CUT IT OUT

The nervous surgeon turned to the medical students who were watching him perform an operation. He could stand it no longer, and blurted out: "Will the person who keeps saying 'Oops,' please leave!"

POWER FOR GOOD

Regret for time wasted can become a power for good in time that remains, if we will only stop the waste and the idle, useless regretting. — Arthur Brisbane.

NO STOPPING

Kids in our day used to run out of money. Now they keep right on running — into debt. — Frank A. Clark Country Parson.

MAKE DO

After the honeymoon, the girl usually stops wondering what to wear and starts wondering how long it will. —

MEETING OF THE MINDS

The honeymoon is over when he finds out he married a big spender — and she finds out she didn't.

DANGER

If you meet danger promptly and without flinching — you will reduce it by half. Never run away from anything. Never! — Winston Churchill

DIDN'T READ THAT

The Seattle, Wash., public library has asked police to help get a patron to return 32 books overdue for a year, including "My Golden Book of Manners."

CHOO-CHOO

Boss to visitor: "See that fellow — we call him the office locomotive. All he does is run back and forth, smoke and whistle!"

SIDE BENEFIT

Among the great advantages of keeping your chin up is that it also keeps your mouth shut.

MINDS

Little minds are tamed and subdued by misfortune, but great minds rise above it. — Washington Irving.

LIKE FATHER LIKE SON

"He's the very image of me!" exclaimed the proud, new father.

"Well, Joe," gently replied his friend, "I wouldn't worry about it, so long as he's healthy."

JUST NO "GIVE"

A woman on crutches at a ski resort after giving the details of her accident added, "I just didn't realize that the laws of gravity were so strict."

PEOPLE DON'T LAFF THE WAY THEY USED TO because so many have been affected by the stock market. Two guys I know met on the street. Max says to Sam . . . "Look, we've been friends for a long time. I hear you're losing BIG in the market. This has GOT to hurt your sleep. So how do you make out at night?" "To tell you the truth, Max, I sleep like a baby." "What do you mean, like a baby?" "It's easy! I wake up every two hours . . . and CRY!"

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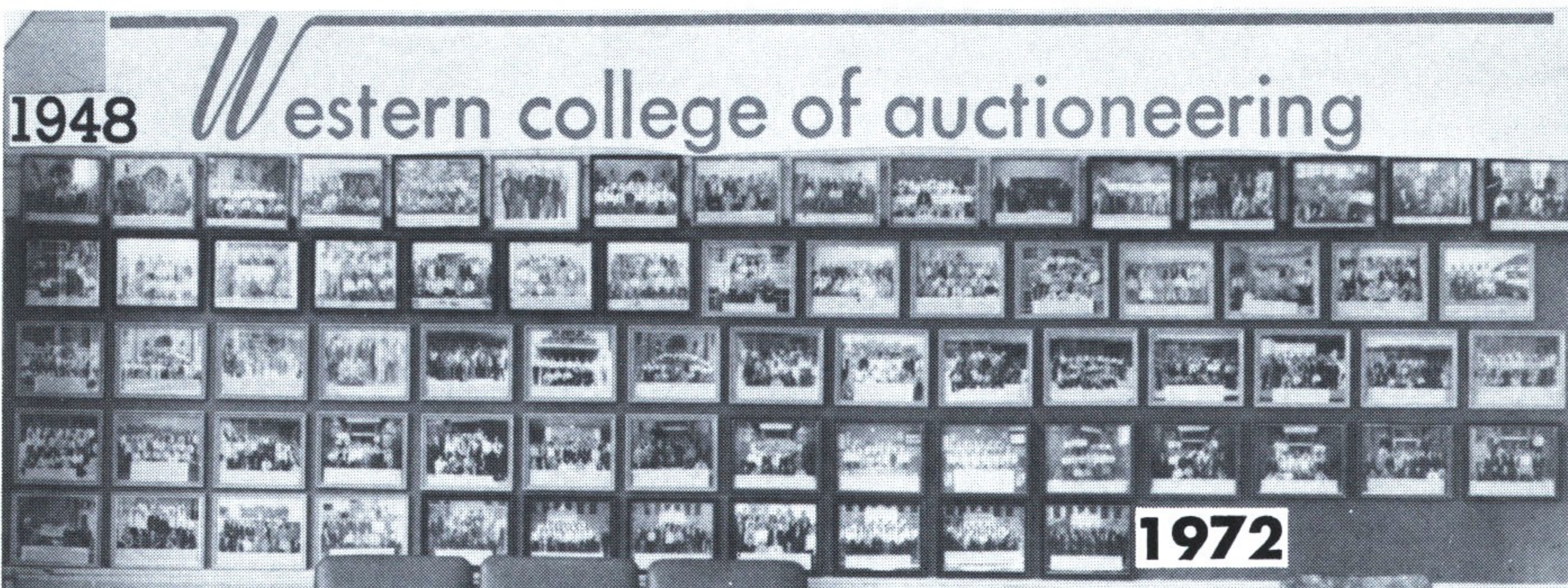
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STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.
2 part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

EQUIPMENT AUCTION TAGS . . . Form No. EAT-59
3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".
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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.

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