

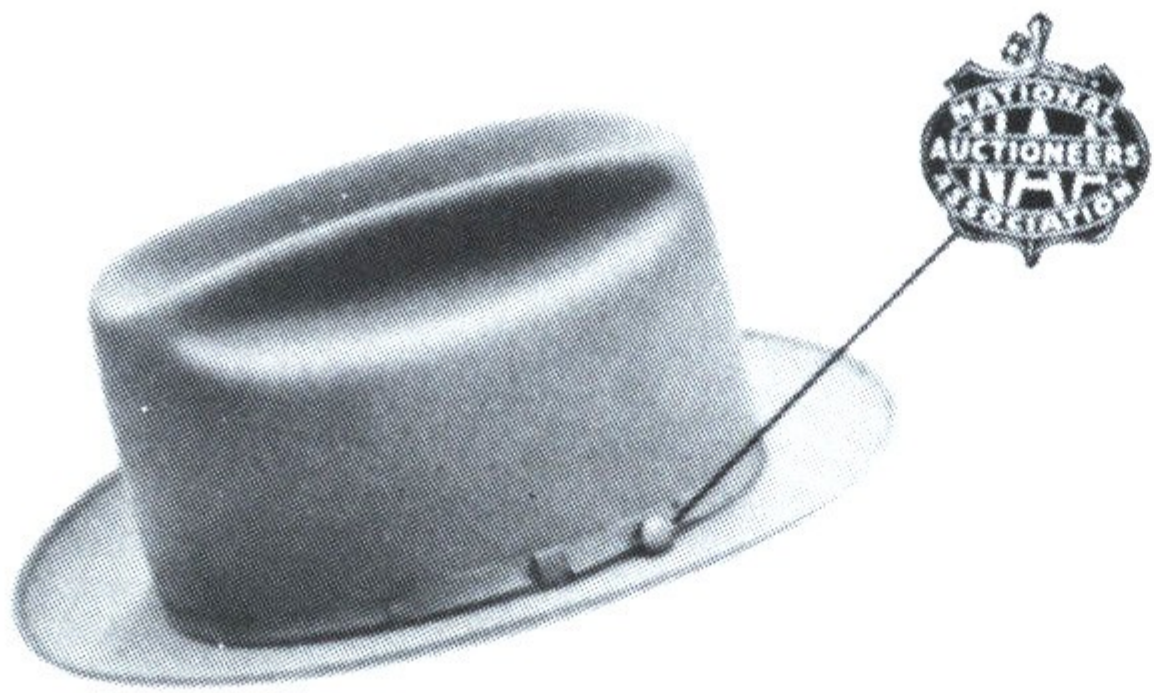
VOL. XXVI

NO. 5

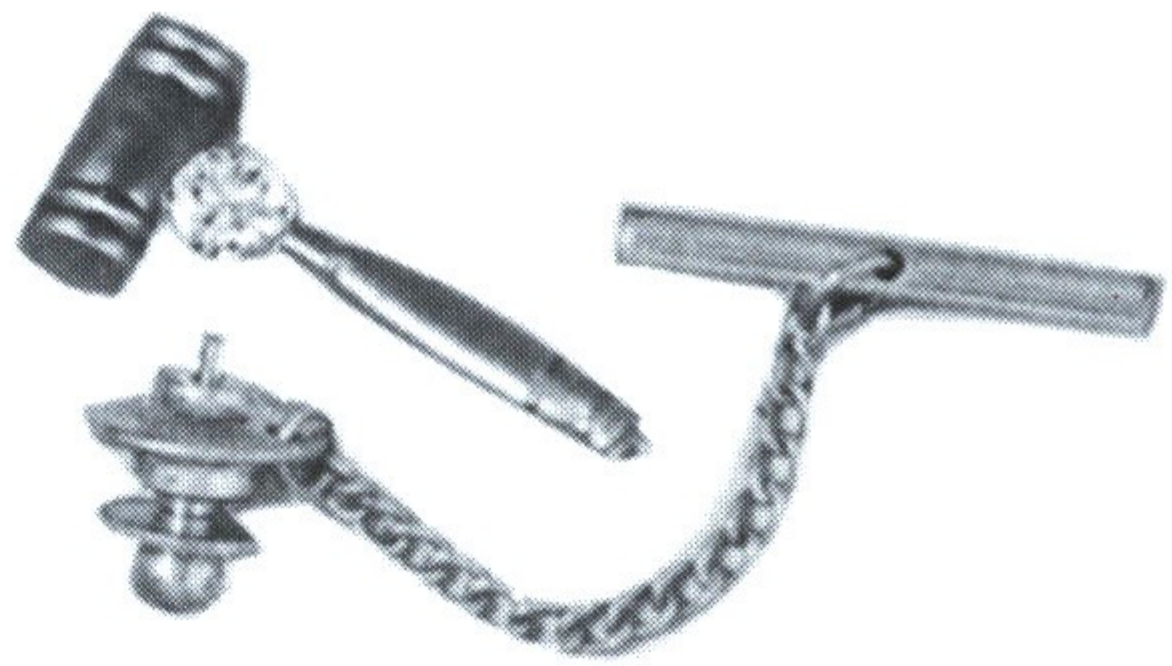
MAY, 1975

THE auctioneer





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

“Good Guys” wear white hats. “Good Auctioneers” do too. We have them in stock. Made by Stetson in genuine Panama. They come with the Satin NAA emblem in gold letters in the top and with a 2½” brim. They have the open road black as does the felt. We have shipped quite a few already and the fellows really seem to enjoy them.

We also have the regular cream colored Milan Straw hats with 2-1/8” and 2-3/8” and 2-5/8” brims. The Silver Belly felts with the red satin lining also come in the brim widths shown above. Get your order in now while we have all sizes in stock.

Our London Fog type jackets made by Stetson are just right for this time of year. They come in Burgundy, Orange, Canary and Natural in Medium, Large and Extra Large. The embroidered three colored NAA emblem can be washed.

If you like, just order the emblem and attach it to your own blazer or sport coat.

The solid gold tie tac makes a good gift for someone you are especially fond of. Order them all today.

The gavel itself is 14 K “Solid gold”			
with a .15 high quality sparkling diamond			\$159.95
with a .25 high quality sparkling diamond			\$219.95
Felt (Silver Belly)	\$14.95	Straws (light tan)	\$12.95
Panama (White) are \$14.95			
Jackets w/3 color emblem	19.95	(large, medium and extra large)	
3-color Auctioneer Emblems	3.00	Plus 4% sales tax	

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THE auctioneer

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION

135 LAKEWOOD DR. LINCOLN, NEBR. 68510



EDITOR

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

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

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Little Rock Is Site For 1975 World Livestock Auctioneer Championship

World Livestock Auctioneer Championship officials are expecting a record number of contestants to vie for a total of 12 World and Regional titles in 1975 competition to be conducted June 21 in Little Rock, Ark.

Last year in Spokane, Wash., Ralph Wade from Brush, Colo., won the World Champion title in competition with more than 50 other livestock auctioneers from across the nation. Because of the more centrally located site of Little Rock, officials are anticipating an even greater number of entrants.

The Championship is sponsored annually by Competitive Livestock Marketing Association and conducted by its subsidiary company, Livestock Market Digest, Inc. to focus attention on the professional role of auctioneers in livestock marketing.

The competition will begin at noon, Saturday, June 21 at Arkansas National Stockyards Co. Contestants will merchandise cattle from a Showcase Cattle Sale arranged with the cooperation of the Arkansas Cattlemen's Association.

Contestants will be briefed the evening before the competition on championship rules and draw lots to determine the order of appearance.

Nine judges who are livestock market owners or managers will judge each contestant on his ability to merchandise livestock. They will make their selections using the same criteria which they personally use in interviewing and hiring an auctioneer to work as a combination auctioneer and public relations representative for their marketing business.

A representative of the National Auctioneers Association, a media representative and a Certified Public Accountant will serve as referees counting, tallying and certifying the votes of the judges.

The 1975 World Champion, Reserve Champion and Runner Up Champion and the champions, reserve champions and runner up champions from each of three geographical regions of the United States, will be announced at an awards dinner Saturday evening at the Camelot

Inn Motor Hotel in downtown Little Rock.

The three World titlists will receive silver trophies and share in merchandise prizes provided by manufacturers and the Championship committee.

Regional winners will receive a walnut auctioneer's gavel in a presentation case with an engraved plate with his name and title for display. Each contestant will receive a certificate of recognition for participating in the Championship.

An entry form and copies of Championship rules may be obtained by contacting Livestock Market Digest, Inc., 4900 Oak St., Kansas City, Mo. 64112.

Strommen Wins Montana Auctioneers Contest

Del Strommen, Vandalia, was the winner of the Auctioneer's Contest held in conjunction with the annual convention of the Montana Auctioneers Association. Second place was won by Frank Bass, Lewiston; Ron Granmoe, Glendive, was third, and Steve Hermanson, Helena, placed fourth.

Malta, Montana, was the site of the Convention and Contest, held April 4-5, under the direction of Fritz Hoppe, association president. A Montana storm curtailed attendance and made travel difficult for those who attended.

Chuck Cumberlin, Brush, Colo., was guest speaker for the event.

Ron Granmoe was elected president for the coming year. Del Strommen, was elected vice-president and Bill Hagen, Billings, was re-elected to the office of Secretary-Treasurer. Carl Westermarck, Shelby, was added to the Board of Directors.

Fritz Hoppe, Glasgow, was presented with a Marble Pen Desk Set with perpetual calendar, suitably engraved in recognition of his two separate terms as President of the Montana Auctioneers Association and for his work in furnishing the taxi service at the Medora National Convention, last summer.

Lien and Kroh Win In North Dakota Contests

A warm welcome, a North Dakota blizzard and a good attendance all combined to make the North Dakota Auctioneers Association annual convention at Minot, a "howling" success. Guest speaker, Chuck Cumberlin, Brush, Colo., had to make two tries in order to get on the ground at the Minot airport, his first flight having to return to Denver on account of weather conditions.

Highlights of the convention were again the merchandise and livestock selling contests in which members competed. Clinton Beeter, owner of the Northern Auction Co., Minot, furnished his facilities for the Merchandise Contest. Lester Lien, Harvey, captured top spot in this category, followed in order by Arlo Schmidt, Maddock; and Bud Zimbelman, Bismarck.

North Dakotans are hardy and several consignors braved the storm to bring their cattle for the Livestock Contest, and the buyers did the same. Wilbert Kroh, Bismarck, won this division. Harold Ellingson, Edgeley, was the runner-up and Tony Heinze, Dazey, placed third.

"Texas of South Africa"

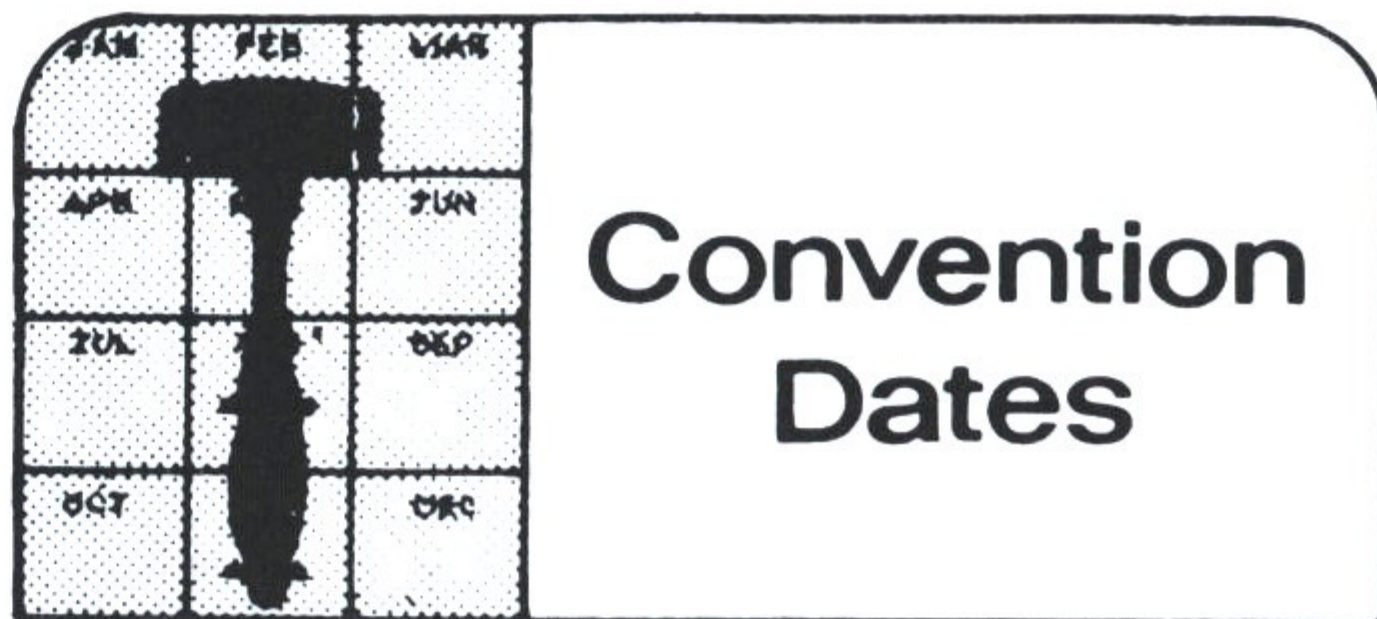
They call it the Texas of South Africa, the cattle range country near Vryburg and Mafeking, where every Friday the stock sales see R500 000 change hands. Practically every Friday at least 4 000 head of cattle are sold.

There is an airstrip near the stockyards and the farmers from all parts of the vast area — estimated to be as large as the Orange Free State — fly in to attend the sales.

Huge trucks laden with cattle are driven in for the sales. And the railways have lines of cattle trucks waiting to transport the beef to destinations all over South Africa.

Most of the selling cattle — prize bulls, cows and calves — takes place in a small arena where the wealthiest of local farmers and beef dealers bid for the stock to back ground bellowing from the vast pens packed with cattle.

IN UNITY THERE IS STRENGTH



May 2-3-4 — South Carolina State Auctioneers Association, Rock Hill.

May 3-4 — Missouri State Auctioneers Assn., Columbia.

May 3-4 — Nebraska Auctioneers Association, Holiday Inn, North Platte.

May 17-18 — Washington Auctioneers Association, Othello.

June 13-14 — South Dakota Auctioneers Association, (Airport) Holiday Inn, Sioux Falls.

June 14-15 — West Virginia Auctioneers Association.

June 15-16 — Tennessee Auctioneers Association, Falls Creek Falls State Park, Pikeville.

June 21-22, — Ohio Auctioneers Association, Sheraton Motor Inn, Worthington.

JULY 31—AUGUST 1-2 — NATIONAL AUCTIONEERS ASSOCIATION CONVENTION, GALT HOUSE, LOUISVILLE, KY.

(Please send us the date and place of your State Convention if you wish it listed in this column.)

Nurses Hold Auction

A "fun auction" was included in the program of the annual convention of the New Mexico Licensed Practical Nurses Association at Carlsbad, April 10. Along with small hand carried items donated by the guests several other desirables were sold.

These included a key ring from comedian Bob Hope, an etching of the LBJ Ranch given by Lady Bird Johnson, an autographed picture and fountain pen from St. Pete Domenici, a porcelain bicentennial vase donated by Rep. Harold Runnels and a donation by Carlsbad artist Jeff Ferrell of a watercolor miniature Indian portrait.

Col. John R. Fishdick, Mr. Benefit Auction U.S.A., donated his services.



Paul Harvey, internationally acclaimed newscaster and philosopher, will address the National Auctioneers Convention following the awards banquet the evening of Saturday, August 2. Mr. Harvey is being brought to the convention by the Kentucky Auctioneers Commission and at no cost to the NAA.

Nebraska's First Area Meeting A Success

Nebraska auctioneers have been talking about Area Meetings for several years but it was not until March 26 of this year that the talk became a reality. It turned out to be even more successful than its promoters dared to hope.

Albert Christensen, Pawnee City, volunteered to make arrangements for and serve as Chairman of the initial trial venture into area meetings at the mid-year meeting of the Board of Directors held in Kearney, early in February. He selected Beatrice as the site and with the assistance of Elmer Miller of the University of Nebraska Extension Department, auctioneers and their wives from southeast Nebraska were invited.

In spite of threatening blizzard conditions, 70 people turned out to share in a great evening of fellowship and enjoy prime Nebraska steaks. Brief remarks were made by Jerry Phillips and Henry Buss, president and secretary-treasurer, respectively, of the Nebraska Auctioneers Association, Elmer Miller of the Extension Department, and Bernard Hart, Secretary of the National Auctioneers Association. Balance of the evening was spent in informal discussion of auctioneering.

With the success of this first meeting, plans will be made at the Annual Convention, May 4, for meetings in other areas of Nebraska.

A well-adjusted person is one who can play golf and bridge as if they were games.

Draft Horses Averaged \$1,190 in Ohio Sale

Columbus, Ohio — The Thirteenth Annual Eastern States Draft Horse Show and Sale held February 4 and 5 at the Ohio State Fairgrounds saw record high prices as the demand for drafters continues to rise.

The Columbus sale, which is the largest and first of three breeder sponsored sales each year, saw enthusiastic crowds from many states and Canada overflow the sale arena.

There were 180 registered Belgians and Percherons and approximately 80 head of geldings and grades consigned. A Belgian stallion, consigned by James Schmucker, Edon, Ohio, brought \$7,100. He was purchased by Jim Little of Lexington, North Carolina. The Percheron stallion, Norm's Silver Koncarhope, consigned by Harold Clark, Millersburg, Indiana, sold for \$6,000 and found a new home with Kendall Strawn, Stevensville, Pennsylvania.

The amount of drafters in the country declined considerably during the 40's and 50's, but thanks to dedicated breeders during those years the bloodlines were kept pure and now each year finds more people interested in breeding and raising the big horses.

Larry Brogan of Kensington, bought a pair of Belgian mares for \$3,500 each. Mr. and Mrs. Bill Heston of Columbiana County, who now have seven registered mares, paid \$1,150 for an April filly sired by Leo Degas out of a Fury Commander daughter.

William Ward of Minerva was the breeder of two mares, consigned by Noah Troyer of Sugar Creek, that brought \$3,500 each.

The Belgian that brought \$7,100 was bred by Smith Bros. of Hollidaysburg, Penna., and was a son of Bob Farceur from a daughter of Jan Farceur. The famous Jay Farceur 17627 was grandsire on each parent. He is a coming six-year-old.

Two Belgian mares from the McFarland Farm at New Wilmington, Penna., (and one bred there sold by William House brought \$1,650) brought \$1,700 each. Junior Miller of New Philadelphia, sold a Belgian mare he had bought from Vance Swickard, Toronto, for \$2,300.

Abraham Miller of Baltic, got \$1,475

OUR COVER

Veteran auctioneer Garth Wilber, Bronson, Mich., (selling) and son, Brent, of the same address as they sell inventory and equipment of mobile home factory. Other pictures of this auction are contained in this issue.

for a Belgian mare that was bred by W. E. Arkwright of Lisbon, daughter of Carlos Farceur. A mate to her bought \$1,000.

A. D. Allen of Plain City, sold one bred by Calvin Rose of New Wilmington for \$1,350.

This is not an official average, but Mrs. Heston marked a book for Farm and Dairy, and 171 registered animals averaged \$1,190. In addition, about 35 grades sold.

There was a show preceding the sale, with the following results. (For some reason, the \$7,100 horse was not shown).

Grand Champion Percheron stallion, sold by Harold Clark of Millersburg, Ind., at \$600.

Reserve Grand Percheron, Douglas Noble, Grand Lodge, Mich.

Grand Percheron mare, Ned's Lady, J. William Reed, Fredericktown, Ohio.

Reserve Grand, Patrick's Beaula, Hale Bros., Lovington, Ill.

Grand champion Belgian mare, Judy C., by Urban Barhorst, Minster, Ohio.

Reserve Grand Belgian mare, Annabelle's Jane, Paul Loyer, Cridersville, Ohio.

Grand Champion Belgian stallion, F. E. Stuber of Van Buren, Ind.

Iowa Land \$1100 Per

\$1100 per acre was the price paid for 400 acres of land located two and one-half miles west of Wellman, Iowa, on March 14.

This land had been given to the University of Iowa who in turn sold it at public auction, for cash. Some 130 people turned out for the auction and two local men, Ed and Larry Whetstone, were the buyers.

Wilbur Swartzentruber, Wellman, a member of the Iowa and National Auctioneers Associations, was the auctioneer.

Illinois Auctioneers Have Largest Meeting

They turned out 150 strong for the annual spring meeting of the Illinois State Auctioneers Association at Decatur, April 6. It was the largest attendance the organization had ever recorded at any single meeting.

Most of the forenoon was spent in informal visiting and viewing of various displays that had been brought and arranged by members and their families. Prizes were awarded in the various categories in the afternoon session. Many new acquaintances and lasting friendships were made during this session.

Following a short business meeting presided over by the president, Elwood Stagen, a delicious prime rib dinner was enjoyed by all 150 persons. Recognitions were made of the auctioneer traveling the farthest to attend, the oldest auctioneer, the youngest auctioneer, past presidents and charter members.

A demonstration of selling at auto auctions was presented by the three automobile auctioneers in attendance, Bud Drake, J. E. Russell and Don Hayden.

Bernard Hart, Secretary of the National Auctioneers Association, was the day's featured speaker. He cited the importance of the fellowship of auctioneers and their families with others engaged in the same profession and the achievements that had been gained through working together.

Leona Drake, Baring, Mo., was made an Honorary Life Member of the association in recognition of her many years of work with the group. The first meeting of the Illinois State Auctioneers Association was held at the Drake home in Decatur, Ill.

J. Hughey Martin, Colchester, Ill., serving as co-chairman of the convention with Mrs. Drake, made several introductions. A special guest was Mrs. Artie Baldwin, Secretary-Treasurer of the Colorado Auctioneers Association.

A WAY OUT

Johnny Carson has a solution to the gasoline crisis: Turn off all the stop lights across the country. Not only would it save a lot of electricity, but after a week of collisions, there would be a lot more gas left for the rest of us!

NOW —

CODE OF ETHICS

In Poster Form — 11" x 14"

Suitable for Framing

The NAA Code of Ethics, neatly framed and hanging in your office will add dignity and prestige to you as an auctioneer and to the profession you represent.

\$1.00 each, postpaid — Order your copy today!

NATIONAL AUCTIONEERS ASSOCIATION

135 Lakewood Drive

Lincoln, NE 68510



Entertainment will a big part of the Louisville convention. Joel Ray Sprowls and his Lincoln Jamboree will be among the galaxy of great entertainers to participate.

Muhammad Ali (former world's champ) is considered the greatest box office draw in all fistic history. Yet — would you believe it — he was a participant in the **smallest attendance** at any

world heavyweight title fight. Only 2,434 fight fans saw the Clay-Liston fight on May 25, 1965. Couldn't have been the gas shortage! Or was it?

Common Sense in the Auction Business



By Leo Jesion

Today when you enter a supermarket and buy an item, chances are you choose that item through the power of bombardment in advertising. You may not even know you do it, but be it peanut butter, margarine, or cereal, catchy slogans determine which brand you will use. Actually, the cheaper brand may be as good (or even better) than the one you're using but most of the time you will buy the one that you were programmed to buy. I do it, you do it, everybody does it — consciously or unconsciously.

We, logically, should use the same approach in making people think **auction**. Let's face it, we get many of our sales because we were the last resort. But then afterwards, how many people have you heard say, "If I'd have known this, I would have done it in the first place!" Our job is to **make** them know. Surely, we could do even a better job as a **first** resort!

I realize we already use signs saying "Sell the Auction Way!" etc. These are fine in areas where auctions are well established, but they don't really say

much to people unfamiliar with auctions — the prospective clients we frequently miss. If we were advertising at our maximum potential, when a person thought of selling something, he or she would automatically think auction. I've compiled twenty auction slogans that I think will make people think a little harder. Here are three examples:

- (1) Auction Power, the sound that moves millions — Dollars that is.
- (2) If **you** don't know value, know your auctioneer!
- (3) Book value is a guessing game. Auction prices are facts of life.

I'm having these and seventeen others made into signs, calling them **Auction Boosters**, and offering them for a nominal price. Look for my advertisement on page 23 in this month's issue of **The Auctioneer**. These signs are designed to make people more aware of the auction method of selling, and the possibilities it offers. This should lead to more inquiries and hence, more auctions for everyone.

Hang in there!

Higgenbotham Conducts Volume Dollar Sales

Buyers from 14 states were attracted to the auction of antiques owned by the Lackey Estate, in Florida. The auction was held at the Holiday Inn, Lakeland, Fla., and conducted by Col. Marty Higgenbotham.

Top selling item in the three day event was a bracketed foot high chest that sold for \$4,250. A Queen Anne lowboy brought \$2,250 and a canopy bed sold for \$1,950. Hand-made quilts sold up to \$200 each and a solid brass locomotive bell brought \$425.

Another successful Higgenbotham auction was conducted for the benefit of the New College in Sarasota. Merchandise in the auction sold for a total of \$96,000.

Seeing how close it was to \$100,000, Col. Higgenbotham asked for donations of \$500 each in order to bring the total to \$100,000. In less than three minutes the goal was reached.

This same auction realized \$66,000 in 1974 and \$46,000 in 1973.

An old lady tottered into a lawyer's office and asked for help in arranging a divorce. "A divorce?" asked the unbelieving lawyer. "Tell me, Grandma, how old are you? "I'm 84," she answered. "Eighty-four! And how old is your husband?" "My husband is 87." "How long have you all been married?" "Next March will be 62 years." "Married 62 years! Why would you want a divorce?" "Because," grandma answered calmly . . . "enough is enough!"

ADVERTISING CONTEST



Are you using the National Auctioneers' Emblem?

This is the number 1 requirement that your advertising carry either the emblem or the words — Member of the National Auctioneers Association.

LET'S INFORM THE PUBLIC — make them aware that we are a National Organization — that we are professional Auctioneers that subscribe to a strict code of ethics. In other words we need to make the public notice our Emblem much like the Realtor.

Send in your entries. See you in Louisville.

Sincerely yours
Chuck Cumberlin
Brush, Colo.

Auctioneers Meet in North Carolina

The Auctioneers Association of North Carolina, Inc., met in Fayetteville, N.C., on January 25-26, at the Downtowner Motor Inn. The meeting was opened with a banquet at 7:00 P.M. The Honorable Mayor of Fayetteville gave a welcoming speech to welcome us to Fayetteville and the surrounding area.

The members of the North Carolina Auctioneer Licensing Board explained the new rules that have come up since our last meeting and then held a question and answer period to give each of us a chance to air our grievances and to get a better understanding of what is going on.

The Huntley Singers entertained us with some of the best gospel singing I have heard lately. Mr. Frank Yuska played the accordion. Col. Worth Reynolds played the piano and Mr. Garland Smith sang, "He Touched Me".

The Board of Directors met at 8:00 A.M. on the 26th. Col. Archie Moody explained the workings of the new South Carolina Auctioneers Association and

then asked to be allowed to resign from the Board of Directors of the AANC Inc., because he is the president of the SCAA. Col. Benny Wiles resignation was accepted also since he is vice president of the SCAA. Col. Moody and Col. Wiles have both been outstanding members of and in support of the AANC, Inc. They will remain as members of the association.

Col. Billy Dunn held Sunday School at 9:30 A.M. and presented a very outstanding lesson.

At the morning meeting of the members Col. Forrest Mendenhall was elected to the Board of Directors. Col. Kenneth Teague who is Co-Chairman of the North Carolina Auctioneer Licensing Board was also elected to the Board of Directors. This will help us to get first hand information from the Licensing Board and to keep them better informed of what we need. Our Annual Meeting will be held in June in the Asheville area with Jackie Ball as Chairman.

Marriage is the world's most expensive way to get domestic help.



The Ladies Auxiliary

THE WHITE HOUSE
WASHINGTON

January 30, 1975

Dear Mrs. Fannon,

Thank you for your thoughtful letter requesting an item to use in "The Auctioneer". Mrs. Ford is always delighted to be of assistance in projects such as yours and is pleased to send you a recipe.

The President joins Mrs. Ford in sending warm regards and is wishing you much success in your endeavors.

Sincerely,
Nancy M. Howe
Special Assistant
to Mrs. Ford

Mrs. Velda M. Fannon
Route 2
Pennington Gap, Virginia 24277

RUBY-RED GRAPEFRUIT CHICKEN (Quick Cooking)

2 ruby-red grapefruit
1/2 cup whole cranberry sauce
1 Tbsp. honey
1/4 tsp. cloves
1/4 tsp. salt
1 fryer, disjointed
3 Tbsp. butter or margarine

Peel and section grapefruit, squeezing all juice from membranes into saucepan. Add cranberry sauce, honey, cloves and salt, mixing well, then bring to a boil. Stir in grapefruit sections. Brown chicken in butter in frypan, then place in shallow baking dish. Baste with grapefruit sauce. Bake in 350-degree oven for about 45 minutes, basting frequently. Serve chicken with remaining grapefruit sauce. Serves 4.

Dear Friends,

We were sorry we had to miss the convention in Medora. We heard everyone had a great time and since we hate to miss all the fun, we are going to be sure to be in Louisville in July.

Our winter here was mild until after the first of January and since then we have had several snows and a sleet storm

last week. The crocus' are peeking through now though so I know that Spring is really on the way.

What a happy year we have had! Harold and his partner, John Anglin, have been very busy with auctions and real estate, but most important, our son, John and his wife, Susan, presented us with our first grandchild. A beautiful little girl, Elizabeth, was born on Feb. 10. John is working with SOITA (Southwestern Ohio Instructional Television Ass'n.) at Miami University, Oxford, Ohio. Our daughter, Connie, will graduate in June from Riverside Methodist Hospital School of Nursing in Columbus, Ohio. Connie has attended quite a few conventions with us in the past and always enjoyed them. Thanks for letting us share our joy!

This recipe is one of our favorites — great for picnic dessert or anytime you need an easy-to-eat dessert.

BROWNIE CAKE

Combine 2 cups flour and 2 cups sugar in one bowl. In saucepan — 1 stick butter or margarine, 1/2 cup Crisco, 3 T. cocoa, 1 cup water. Mix well — bring to boil. Pour over flour and sugar mixture. Add 1/2 cup buttermilk, 1 tsp. soda, 2 eggs, 1 tsp. vanilla. Mix well. Pour into greased 18x12x1" pan. Bake at 400 for 16 minutes.

Icing — 1 stick margarine, 2 sq. unsweetened chocolate, 1 tsp. vanilla, 3 T. milk, 3 T. coffee (boiled), 1 box confectioner's sugar. Melt margarine and chocolate, add vanilla, milk and coffee — mix well and add sugar gradually.

See you in Louisville!

Sincerely,
Jane Vaughn
Hamilton, Ohio

Hi from Kansas City:

It has been great having so many letters from different ladies on the Woman's Page of the "Auctioneer" this year. So I'd like to add a note, too. Reading the letters reminds us we are

planning a best-ever convention in Louisville this summer.

Since nostalgia is big this year — it's fun to think back to our convention in Louisville in 1960. So much has been accomplished in these years!! The greatest, of course, is our national headquarters building in Lincoln. And the long list of names of members on the Booster Page!! I just wish we could have the wives of every one of those boosters listed as Auxiliary members, too. If you haven't already joined the Auxiliary, this is the year to give it a try. We'll show you the many advantages of belonging to the NAA Auxiliary. Please join us.

Since everyone has been including a recipe with their letters, I will too. I know I've enjoyed trying some of them and I do hope you'll enjoy the one I'm including.

We lived many years in Independence, Mo., where, of course, our most famous resident was the late President Harry S. Truman. During the Truman years, this recipe appeared in many publications and was served as well in many restaurants from coast to coast. It's delicious and simple to prepare. It is also a real conversation piece, since everyone has a favorite Harry Truman anecdote or story to tell. I guarantee you'll like the dessert, too.

Sincerely,
Kay Dewees
Kansas City, Mo.

MRS. BESS TRUMAN'S OZARK PUDDING

1 egg
 $\frac{3}{4}$ cup sugar
2 tablespoons flour
 $1\frac{1}{4}$ teaspoons baking powder
 $\frac{1}{8}$ teaspoon salt
 $\frac{1}{2}$ cup chopped nuts
 $\frac{1}{2}$ cup raw chopped apples
1 teaspoon vanilla

Beat egg and sugar for some time until very smooth. Mrs. Truman suggests beating with a fork for best results. Mix flour, baking powder and salt and stir into sugar-egg mixture. Add apples, nuts and vanilla. Bake in a buttered pie pan in medium oven (350 degrees) for 35 minutes. Serve with whipped cream or ice cream.

Billy Graham Evangelistic Association
Box 937, Montreat, N.C. 28757

Dear Miss Fannon:

Thank you for your letter asking Mrs. Graham to write an article for our Easter issue of "The Auctioneer". Unfortunately, she is away from home and will not return for a couple of months making it impossible for her to do an article for you. I am sorry.

Sincerely yours,
(Mrs.) Evelyn S. Freeland
Secretary to Mrs. Graham

Miss Velda M. Fannon
Route 2
Pennington Gap, VA 24277

P.S. Here are a couple of recipes for your ladies section.

FRENCH ORANGE CAKE

3 lbs. pitted dates
 $1\frac{1}{2}$ cup butter
3 cups sugar
6 egg yokes
6 cups sifted flour
3 tsp. soda
3 tsp. baking powder
3 cups English walnuts

Cut dates. Pour 3 cups boiling water over dates. Allow to stand while mixing the rest. Mix cake by usual method. Add dates and chopped walnuts. Bake in slow oven about one hour at 250°-300°. Use angel food pan. Dissolve 3 cups sugar in juice of 3 oranges (boil?) Yield: 1 large or 2 medium cakes.

SOUR CREAM POUND CAKE

3 cups plain flour
3 cups sugar
2 sticks butter
6 eggs
 $\frac{1}{2}$ pint sour cream
 $\frac{1}{4}$ tsp. baking soda
1 tsp. vanilla extract
1 tsp. almond extract

Cream butter and sugar well in mixer. Add eggs, one at a time. Mix soda with sour cream, stirring well. Alternating, add sour cream and sifted flour. Add flavoring LAST and do not overmix. Grease bottom and funnel of tube pan. (Do NOT grease sides.) Line bottom with waxed paper. Bake at 325° for approximately $1\frac{1}{2}$ hours.

Best Nobility

If a man is endowed with a generous mind, this is the best kind of nobility. — Plato.

Dear Mrs. Fannon,

This is in reply to your request for one of my favorite recipes and an article concerning my life in the Governor's Residence.

I am sending two of the recipes that we especially enjoy. However, I do not feel that I have lived here long enough to be able to write an article that would be entirely accurate. Perhaps later this will be possible.

Thank you for writing and I hope that the ladies in your auxiliary will enjoy the recipes.

Sincerely,
Mrs. Ray (Betty) Blanton
Nashville, Tenn.

FAVORITE RECIPES MRS. BETTY BLANTON

PARTY PINK SALAD

Juice of one No. 2 can crushed pineapple
24 large marshmallows
1 package strawberry gelatin or jello
2 cups cottage cheese
1 cup drained pineapple (use all can)
1 cup chopped pecans
1/2 pt. whipping cream (whipped)

Combine pineapple juice and marshmallows. Place over low heat. Add gelatin and stir until all are dissolved. Remove from heat and cool slightly. Add cottage cheese, pineapple, and pecans. Fold in whipped cream.

ASPARAGUS SUPREME

1 can (10 1/2 oz.) asparagus and juice
1/2 cup cracker crumbs
4 hard boiled eggs
1 can cream of mushroom soup
Garlic salt
2 T. butter
3 or 4 dashes tabasco
1 tsp. Worcestershire
Dash of salt
Dash of sugar
1 cup grated cheese
1 slice bread (trim crust)
1/2 cup slivered almonds

Into buttered casserole dish alternate layers of asparagus, eggs, crackers and soup which has been mixed with asparagus juice, butter and seasoning. Top with cheese, small pieces of bread and almonds. Bake at 350 degrees for about 20 minutes.

Dear Ladies:

Spring is in the air in Tennessee finally. We have had an over-abundance of rain this year; but perhaps now we will have some pretty spring days in which to work in our flower gardens, our yards and our vegetable gardens.

The one thing I think of most with the coming of Spring is our state and national conventions which are just a few short weeks ahead. This is usually a very busy time of year in that auctions are being planned and vacation plans are being made. This year our national convention is just a few hours drive away for most of us. So let's all get our plans in early for a nice convention in Kentucky. I'm sure all those Kentucky ladies have worked very hard getting everything coordinated for a fun-filled and informative convention for all of us. Let's not disappoint them!

Following is a recipe which our family enjoys. I hope you will too. See you in Kentucky!!!

Sincerely,
Glenda (McCarter) Johnson
Sevierville, Tenn.

COUNTRY STYLE STUFFED POTATOES

Cut 6 baked potatoes in half. Scoop out the centers, then add 4 tablespoons of butter, 1 teaspoon salt, 2 chopped scallions, 1/4 teaspoon paprika, 1/2 cup crumbled cooked bacon and 1 cup light cream. Beat mixture until smooth. Fill potato shells. Sprinkle potatoes with grated Cheddar cheese. Bake at 400 degrees until browned. Garnish with chopped chives (optional).

Dear Ladies:

This is Springtime in Iowa but with the strong, cold north wind blowing, patches of snow here and there and a cold wet ground — the furnace still has it's place. I'm sure when sunshine and warmer days arrive everything will be "bustling".

I was honored when asked to write for this page by my good friend Irene Erickson, our State Auxiliary President.

Life in the past nine months for the children and I has been quite an adjustment, as our beloved Auctioneer passed away last July, leaving us with a farm and an auction business.

We decided to have a farm sale in ear-

ly fall and that is certainly a different feeling when planning your own and not some one else's.

My son, entered college, but decided to keep the Auction House and he would drive home the 125 miles to sell the sale. He has been auctioneering since he was 8 years old and I am proud of his young ability and people's confidence in him. Seems impossible that his wedding bells will be ringing in May.

There are not many dull minutes around the house with an active high school sopohomore daughter — basketball, now the track season, band, school play, projects for Student Council, 4-H and a Rainbow Girl. She is most active in 4-H and serves as a County Officer. At sales she is a capable clerk. Then we all have the activities of our Country church and there is always something going on.

Serving the Iowa Auctioneers as their State Secretary & Treasurer (succeeding my late husband), I find I am very close to them all in their correspondence, dues and right now getting ready for the State Convention to be held in Des Moines in late April. We always look so forward to seeing everyone again and meeting the new ones and treasure the National Conventions we have attended and acquaintances there. Friends far and near are so wonderful.

I enjoy the recipes but I don't seem to have one to share with you as I don't believe you would want one for 300 people as that is the kind I deal with cooking at the local Jr.-Sr. high school.

Maybe I could leave this thought with you —it has been a help to me and maybe it will be to you.

TODAY IS A NEW BEGINNING

It has always been inspiring to think of each day as a new beginning. If you have come to the end of one era of your life, you have a choice. You can either leave the curtain down and say "The end" or you can raise the curtain and begin the second act.

You can use your past experiences as a springboard to new and better things. If you listen closely to life, it may be telling you to go ahead, pitch in, fire away, take off! Today is a new beginning.

Mrs. Mike (Margaret) Bloomer
Glenwood, Iowa

IN UNITY THERE IS STRENGTH

CORRECTION

Author of the poem on page 10 of the April issue of THE AUCTIONEER was Miss Billie L. Stamper, Sarasota, Florida. Cols. James and Van Deree were responsible in getting it to THE AUCTIONEER.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1974-1975

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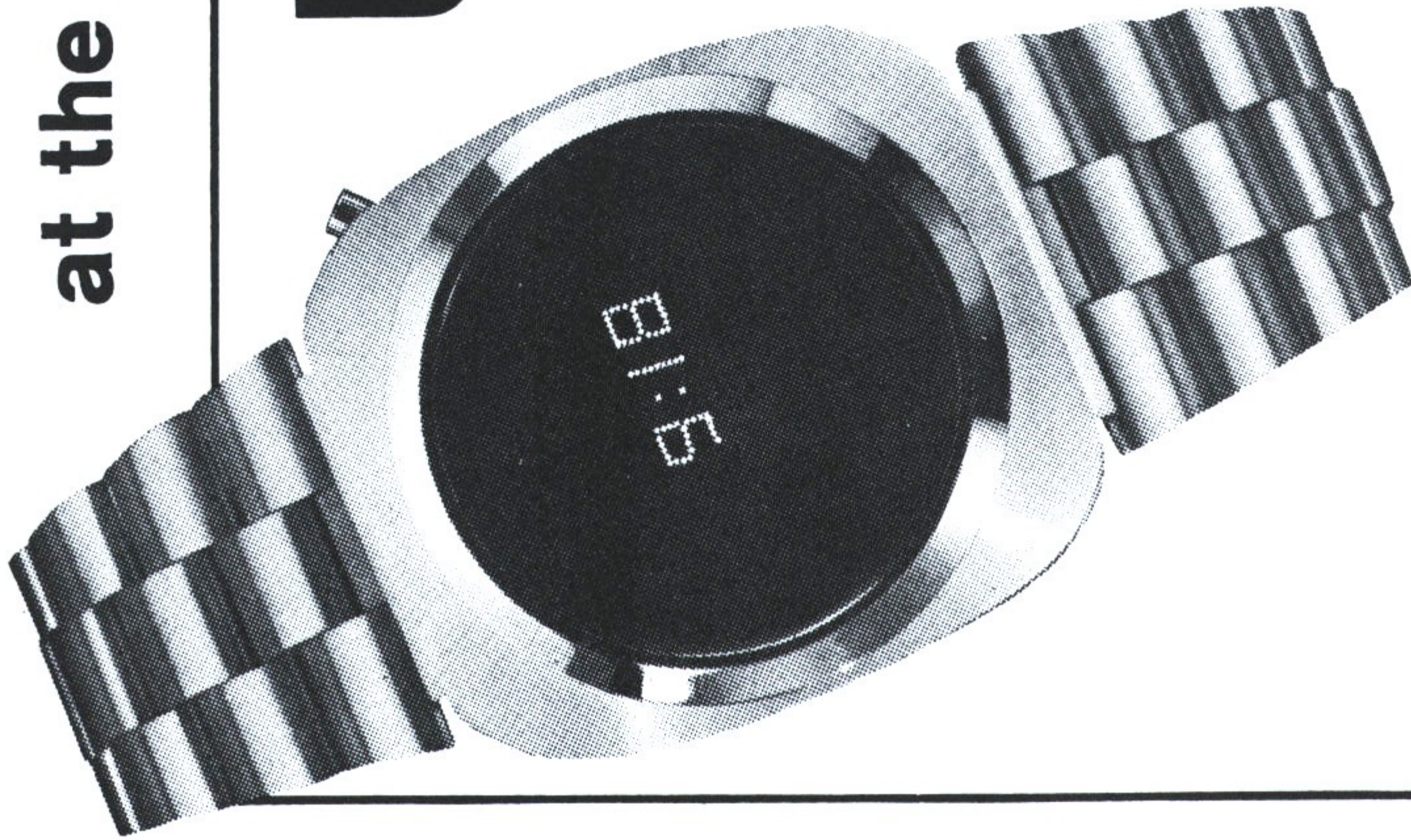
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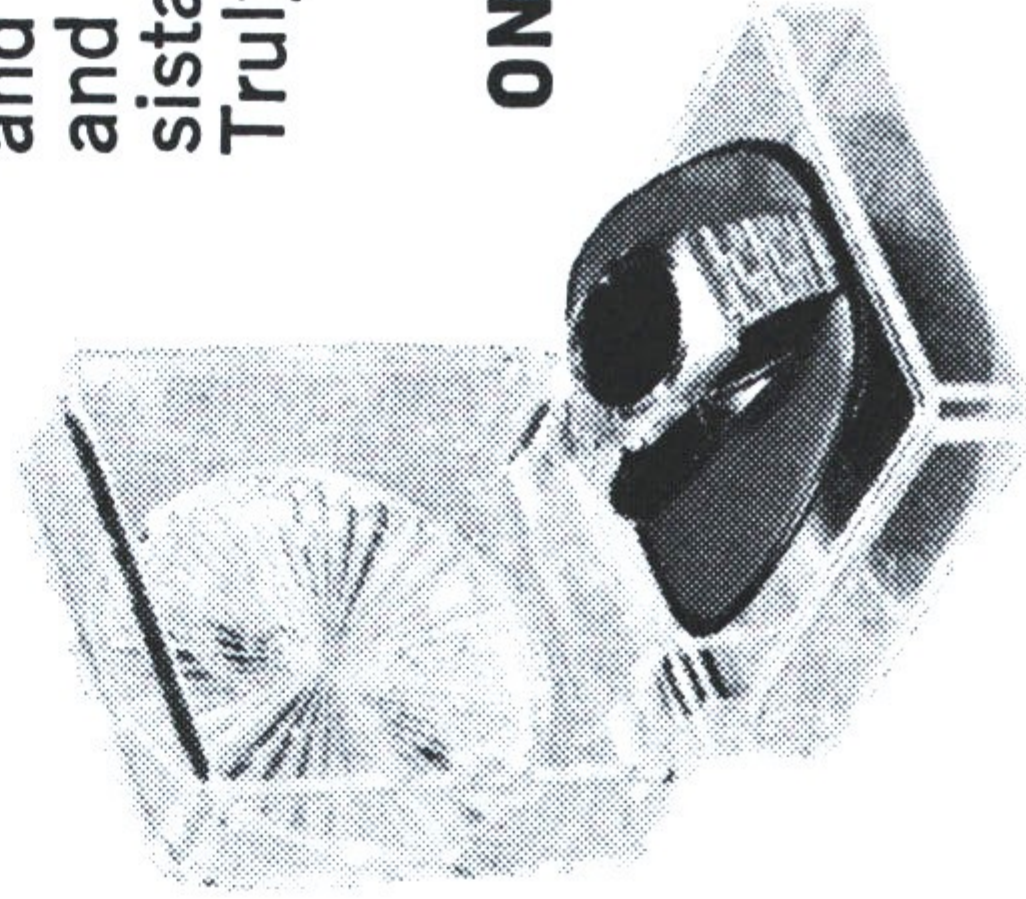


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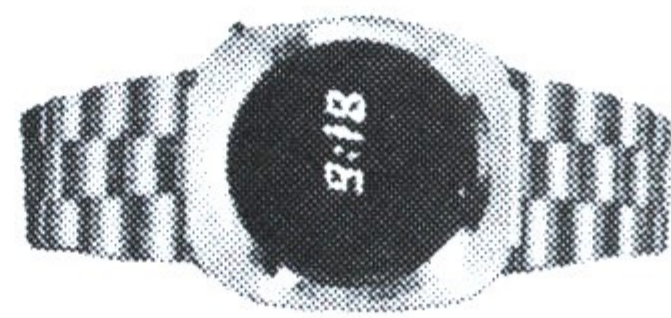
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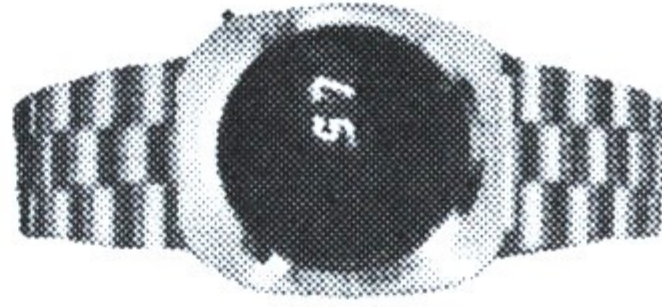
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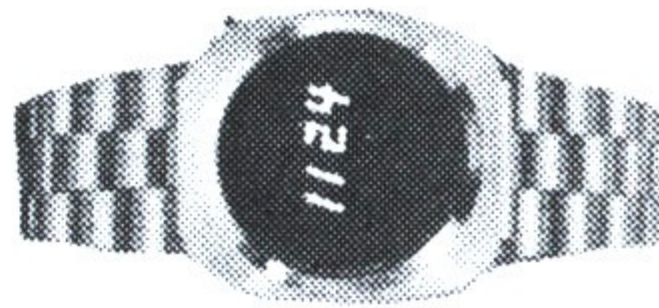
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Year's First Carnival Glass

Auction Finds Ready Demand

Collectors think carnival glass is a better investment than the stock market, or the savings institutions with their dwindling interest rates. The first carnival glass auction of 1975, Saturday, March 1st, was held at the Holiday Inn West in St. Louis, Mo. It was handled by the Woody Auction Company who did a magnificent job. When the word went out that the retiring John & Lucille Britt of Manhattan, Kansas, were offering all their collection of Carnival glass, except their tumbler collection, at public auction, people came from the east, west, north and south — from New York City to San Francisco — from Seattle, Washington, to Atlanta, Georgia. There were too many places and well known collectors to mention here.

The auction started promptly at 10:00 a.m. bidding was brisk from the first piece to the last. Bowls which usually sell slow and at lower prices at an auction, moved well and brought top money. Rose bowls gave no surprises as they are always collectors' favorites, and went real well. Baskets went better than usual with the Diamond Point in marigold (exceptional color & iridescence) bringing \$320.00. A Ski Star handled basket in peach opalescent brought \$210.00. Flat plates went well, ranging in price from \$10.00 to \$500.00, with the exception of the Age Hearold in amethyst. An advertising plate brought \$925.00. Water sets were about normal, ranging from \$350.00 to \$1350.00. Vases were good, ranging from a small Roco vase in smoke at \$60.00 to a large funeral vase, Rustic pattern, \$280.00. One town pump vase sold for \$650.00. Rare pieces brought mixed prices. Two Elk bells, one green and one blue sold for \$800.00 each. A butterfly and Tulip square bowl in purple brought \$1350.00. Aqua opalescent led the field in color, price wise, when a large footed orange bowl, aqua opalescent, with the Peacock at the Fountain pattern, sold for \$2,750.00. The successful bidders were Hank and Jan Zahn of Parsons, Kansas. The next big excitement was the Christmas compote, a large open compote with the holly leaf pat-

tern sold for \$2900.00. The lucky bidder for that was Sam Roebuck from Elizabeth City, North Carolina.

Prices were mixed on odd tumblers. Probably the most obvious was the Grape & Gable tankard tumblers in amethyst bringing only \$42.00 each. An octagon wine decantor and six wines in purple brought \$775.00. Probably the most amazing fact was, with all the glass in the auction, which amounted to several thousand dollars, there was still several thousand dollars worth of glass sold from the rooms of people who had brought glass to sell.

And I thought we were in a Recession.
—S.H.

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STATE OF TENNESSEE

RAY BLANTON
Governor

April 10, 1975

EXECUTIVE CHAMBER
Nashville 37219

Mr. Bernard Hart, Secretary
National Auctioneers Association
135 Lakewood Drive
Lincoln, Nebraska 68510

Dear Mr. Hart:

Thank you for honoring me as a member of the
National Auctioneers Association.

It is my pleasure to accept your membership
certificate, and I look forward to a mutually
harmonious relationship with your organization
during my tenure as Governor of Tennessee.

Please contact me if I may be of service
to your association at any time.

Sincerely,

A handwritten signature in cursive script that reads 'Ray Blanton'. Below the signature, the name 'Ray Blanton' is printed in a simple, sans-serif font.

RB:shb

cc: Mr. Anderson

All Governors who signed proclamations of National Auctioneers Week are furnished with special certificates naming them Honorary Members of the National Auctioneers Association. The above letter is similar to others received from Governor Exon of Nebraska and Governor of Ray of Iowa. If your Governor participated in a like ceremony, please advise the NAA office.

CONVENTION RESERVATIONS

When making Hotel reservations for our National Convention, if you do not use the form included in **THE AUCTIONEER** be sure to specify you are attending our convention. All rooms are being held for the National Auctioneers Association, Wednesday, July 30 through August 2. No rooms are available at the **GALT HOUSE** for the night of July 29. We advise you to find other facilities in the area for one night if you plan to arrive July 29. Do not ask for room reservations through NAA Convention Central. Requests must go directly to the Galt House.

National Auctioneer



TENNESSEE



NEBRASKA

Week April 6-12



MISSOURI



IOWA

A marriage counselor began to question a woman concerning her disposition: "Did you wake up grumpy this morning?"

"No," she replied, "I let him sleep."

IN UNITY THERE IS STRENGTH

New Chapter Established In West Pennsylvania

A new North West Chapter of the Pennsylvania Auctioneers Association has been established. Due to the large area encompassed by the Western Chapter it was decided to make the division and eliminate long distances to meetings for some of the members.

The following counties comprise the North West Chapter: Clarion, Crawford, Elk, Erie, Forest, Jefferson, Mercer, McKean, Venango, Warren and Tioga. Officers of the new chapter are: President, Pete Stewart; Vice President, Larry Reed; and a secretary to be appointed.

The counties of Allegheny, Armstrong, Beaver, Butler, Cambria, Fayette, Greene, Indiana, Lawrence, Somerset, Washington and Westmoreland now comprise the Western Chapter.

SLIPS

If your foot slips you may recover your balance, but if your tongue slips you cannot recall your words. — Martin Vanbee.

Gun Reproductions Find Their Way to Auctions

By Edward T. Hart

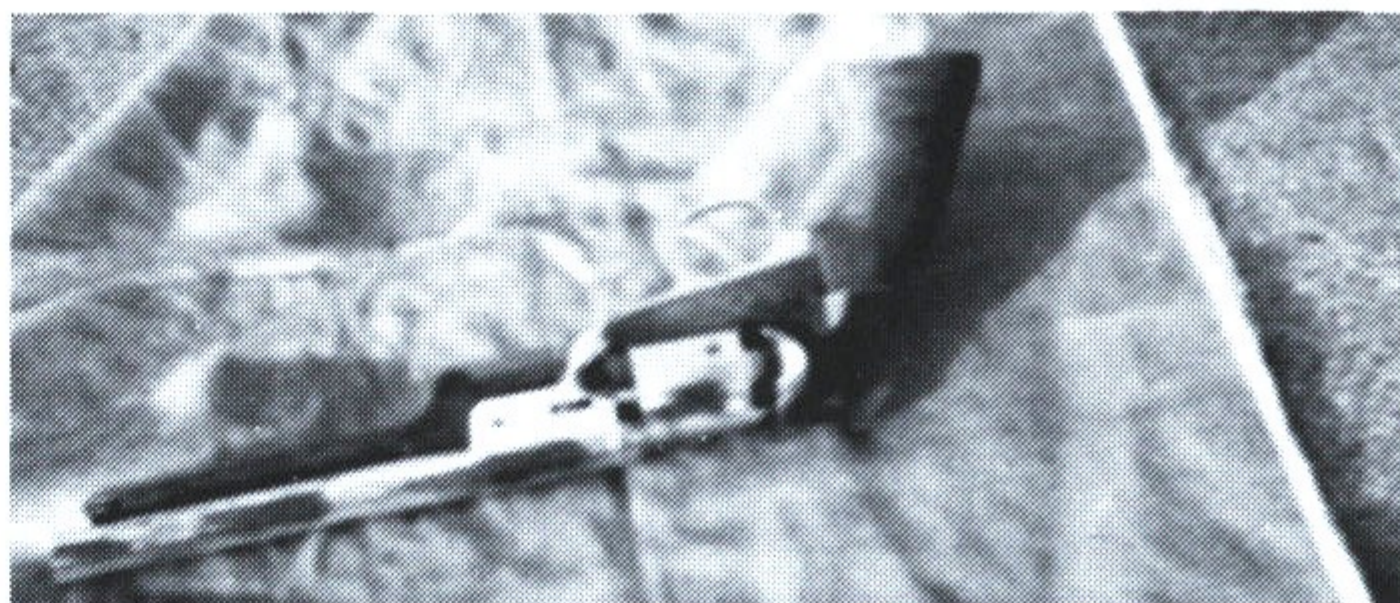
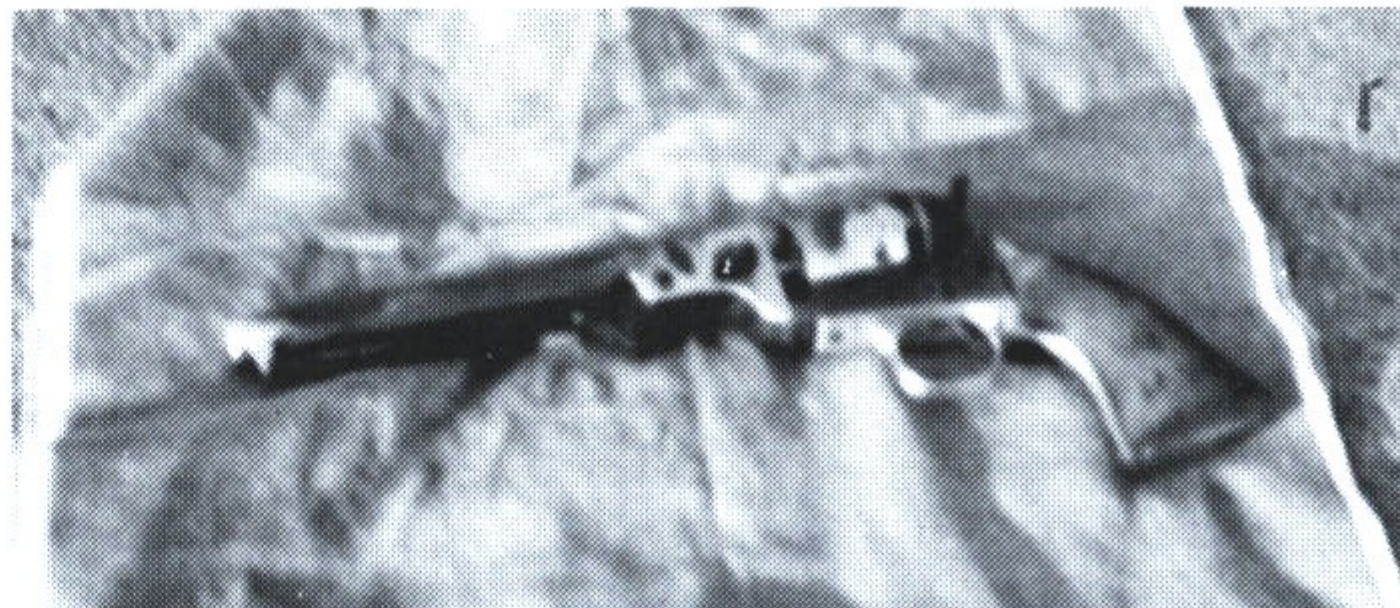
No one who has been to an antique auction within the past two years needs to be told that the prices have gone up. Things that had no buyer interest just fifteen years ago, have become the prizes of the auction. This is not to say they are going cheap, as their current auction value is many times their original list price. Bidders have become more competitive. With the greater interest in auction selling, there is also a greater need for the auctioneer to be aware of the fact that not every old looking thing is original.

Many copies of antiques have been made for a number of reasons. Likely the percentage made to defraud the buyer is small, but these copies will reach the auction market. When they do, it is not the owner who is remembered, but the auctioneer.

Until lately, buyers of guns could be sure that they were buying the real thing. War time guns such as the Mauser, Walther and Luger went in and out of the country fairly freely until 1968, when the so-called crime control law went into effect. When collectors and shooters found their supply of "collectable" guns gone or at a too high price, the interest in guns exempt from the 1968 act increased. Not to be forgotten are the historical and centennial orientated groups who also had their eyes on these same guns. Guns that were donated to state museums would never be on the market again.

In the late 1950's a horse riding group recreated the 10th Cavalry of the Indian Wars. Each rider had the original equipment or copies of that issued in the late 1860's. Civil War Centennial groups began to recreate bygone military units for parades.

Although the needs of these groups could partly be filled with reproductions, collectors were seldom fooled. As for the guns, the reproductions were in two models, the 1851 Navy Colt cal 36 and the 1860 Army cal .44. Most were made with metric tools and were marked "Made in Italy, Black Powder Only". Some original Colts were foreign made, but their make knew only one powder.



The pictured gun carries no such proof marks. The grips appear to be weather and water stained. The remaining blue is unnot unlike that found on many old guns. At first glance it could appear to have been used by Mosby's Rangers or one of Fetterman's ill fated party. However, the barrel is metric, but don't count on it. The barrel could have been reamed out and acid stained. The gun came from an unmarked kit has become a popular pass time. Most guns are made up for fun, but with the proper tools, the end product could be so well finished it would take the FBI's crime lab to prove fake. Most of these guns, however, are not that good, but are good enough to pass an auction inspection. The buyer will remember the auctioneer, not the owner. Are you prepared?

Best way to appreciate your job is to imagine yourself without it.

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Sotheby Sales Net R1, 5M In So. Africa Auction

In a series of three sales of South African paintings, Africana books, and Cape silver, Sotheby of London netted more than R1,5-million to establish a South African record for sales of this kind, reports Denis Godfrey in the Star.

The sales were held in the Grand Ballroom of the Carlton Hotel, Johannesburg, one of the biggest and most luxurious public rooms in South Africa, and were attended by large crowds of well-dressed, well-heeled buyers who sent prices skyrocketing.

Top price was fetched by an oil painting by Camille Pissarro, at R80 000. Forty-three art lots realised a total of R700 000, according to Mr. Peter Wilson, chairman of the famous British auction firm.

Some of the more outstanding prices paid were R14 000 for a 48 cm statuette by Edgar Degas, and R44 000 for an oil by Henri Fantin-Latour. Another oil by Claude Monet was sold for R48 000.

About R300 000 worth of Africana books and silver was sold at one of the

sales, and bids came from South African, British, Swiss, French, German and South American buyers. Many items were withdrawn for too-low bids, but two fine Eugene Boudins were knocked down for R46 000 and R20 000 respectively.

Other top prices never before reached in South Africa were R4 200 for a pair of silver Victorian wine coolers; R8 200 for a still life of fruit by Frans Oerder; R10 600 for an Irma Stern oil of fishermen; R4 000 for a 1763 soup tureen, with cover and stand, by Edward Wakelin, and R7 000 for a beautiful Gwelo Goodman view of Hermanus.

Then there was the lawyer who decided it was time to have a talk with his son — about the alleged facts of life.

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Price of book \$5.00 (Volume discount available). Being used by several states — auctioneer associations and auction schools. **WRITE** Kruse Office: 305 South Union Street, Auburn, Indiana 46706.

Spirited Bidding For Eastern Antiques

Bidding was spirited and prices were good, many above average, at an auction of antiques at Douglas Galleries, South Deerfield, Mass., April 4. More than 450 persons attended and prices ranged from \$1,600 for a set of Versailles Silver by Gorham to the 50 cents paid for an Indian head penny which someone found under a chair cushion.

Starting with a selection of hand painted ware which brought average prices, about forty pieces of not too unusual coin silver came next bringing better than average prices with much bidding. A small oriental selection including a pair of excellent lamp bases which went for a bargain price of \$65 (they could have brought more), some Rookwood (late date-average prices), about thirty clocks scattered throughout the sale brought above average prices (but they were clean), two Bisque dolls — high at \$90 and \$60.



\$650.00



\$325.00

A pair of the best painted ladderback chairs I have seen in a while, brought \$110 (original rush seats, they went to a dealer in Pa.). Iron stoves are still "hot" items — \$50-\$115-and not unusual; paintings might have done better — Wiggins, \$200; Douglas, \$57.50. Sailor's love token made of shells did well at \$110. Victorian pieces are still strong in price. Hepplewhite chest with restored feet brought \$150, a bargain.

Rugs always in demand did well. A Jewett grand piano with age brought \$375. A small pine corner cupboard brought much bidding and fetched \$450 — a good price. A small but rare treen shaker turned up and brought \$50 — could have brought more. A selection of sterling odd flatware and serving pieces was offered and brought very high prices with limited bidders.

A small English chest-on-chest (all original except for brasses) was a great buy for a N. Y. area dealer at \$650. A Chippendale corner chair, after being turned upside-down three hundred times, went for \$325.

DOUGLAS BILODEAU

One thing about kids — bending them over sometimes straightens them out.

Col. Leo Jesion's

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- 9) **Don't GIVE that usable merchandise away — you MAY have enough for an Auction.**
- 10) **If YOU don't know value, know your auctioneer.**
- 11) **If it can't be sold at AUCTION, it can't be sold at all!**
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- 16) **Think about it: If other methods brought better results, would I be selling at Auction?**
- 17) **Idle merchandise turns into TRASH. Have an Auction — convert it to CASH.**
- 18) **LIVE a little — have an AUCTION!**
- 19) **Enjoy life! Attend AUCTIONS more often!**
- 20) **Don't worry yourself silly deciding how to dispose of it. HAVE AN AUCTION!**

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Western College Of Auctioneering

On the opposite page are the graduates of the class for March, 1975, of the Western College of Auctioneering, Billings, Mont. (Left to right).

SEATED: Michael Ellers, Bozeman, Mont.; Instructors, John Wert, Wendell, Idaho, Jack Ellis, Roundup, Mont.; Bob Thomas, Bill Hagen, Billings, Mont.; Mort Metker, Lexington, Ky.; Joe Berry, Caldwell, Idaho.

SECOND ROW: Len Roberts, Saskatoon, Sask.; Fred Barta, Anacondia, Mont.; Grover Jones, Sun Valley, Nev.; Alfred Hallcock, Greeley, Colo.; Patrick Jones, Reno, Nev.; George Harvey, Kaleden, B.C.; Johnny Bone, Marion, Ala.; Vel Willden, Seattle, Wash.; Hugh White, Swift Current, Sask.; Jim Suiter, Winston, Ore.; Terry Gamble, Calgary, Alberta.

THIRD ROW: Gary Wales, Woodland Hills, Calif.; Brian Arnold, Hooper, Utah; David Galvin, Calgary, Alberta; Jack Blankenship, El Cajon, Calif.;

Thomas Peek, Warren, Ark.; Pat Gibson III, Rison, Ark.; Paul Cooper, Tempe, Ariz.; Fred Easy, Bozeman, Mont.

FOURTH ROW: Rod Tande, Scobey, Mont.; Neil Franklin, Marwayne, Alberta; Peter Drewniak, Calgary, Alberta; Ken Kossel, Ellendale, No. Dak.; Glenn Suiter, Winston, Ore.; Chris Nelson, Albion, Neb.; Cecil Lewellen, Scottsdale, Ariz.; Norman Wilmeth, Guymon, Ark.; (forward) Chuck Berg, Marshall, Sask.

BACK ROW: Joe Bennett, Wendell, Idaho; Ray Cummings, Cremona, Alberta; Jerry Baker, Centralia, Wash.; Damon Berry, Ft. Collins, Colo.; Richard Gahley, Caldwell, Idaho; Mal Finseth, Maple Ridge, B.C.; John Bain, Healdsburg, Calif.; Gary Redman, Polson, Mont.; Bill Sanders, Polson, Mont.

LABOR

"Worker ants," a school teacher told her class during a natural history lesson, "can drag pieces of wood 50 times their own weight. What do you conclude from that?"

A boy's hand shot up. "They haven't got no union," he said.



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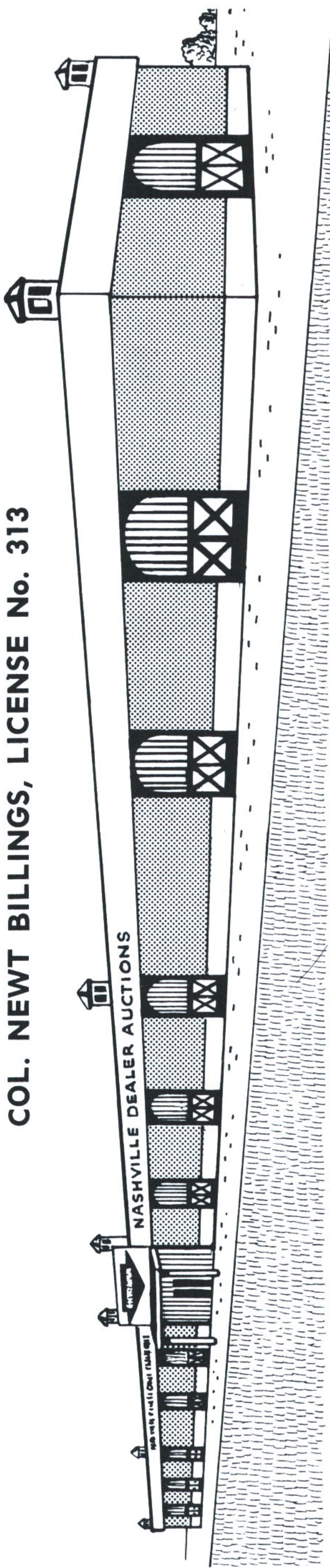
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Auctioneers were Garth and Brent Wilber and Randy Ludwick, all of Bronson, Mich. Garth is a past NAA Director and has served 16 terms as Secretary-Treasurer of the Michigan Auctioneers Association. Brent is currently serving on the Board of Directors of the same group.

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Above is the class of the Mendenhall School of Auctioneering, High Point, N.C., March 14, 1975. This was their largest class so far (29). Seated: (l to r) Instructors: Forrest Mendenhall, Bill Lanier, Jame E. Jones and Larry Hedrick.

FIRST ROW: Mayward Bullock, Fuquay Varina, N.C.; Doug Lane, Bristol, Va.; Pat Cogburn, Bamburg, S.C.; James C. Toy, Garner, N.C.; Mike Gibson, Waynesville, N.C.; Kenneth Mayhew, Garner, N.C.; Gene Sapp, Winston-Salem, N.C.

SECOND ROW: Thomas Gibbs, Waterbury Center, Vt.; Norman Thompson, Oak Ridge, N.C.; Ronald Steelman, Newton, N.C.; Leon Barker, Statesville, N.C.; Bill Hammond, Statesville, N.C.; James Bussell, Greensboro, N.C.; James Worrell, Germantown, N.C.

THIRD ROW: Robert Waterworth, Glencoe, Ontario; Henry Goodman, Greensboro, N.C.; Paul Bennett, King, N.C.; Raymond Crawford, Lexington, N.C.; Brian Kilgariff, High Point, N.C.; Joe Marsh, Greensboro, N.C.; George Lewis, Amherst, Va.; John LaCrois, Auburn, Mass.

FOURTH ROW: Morgan Oliver, Middlebrook, Va.; Charlie May, Garner, N.C.; Paul Johnson, Roanoke Rapids, N.C.; John Howell, High Point, N.C.; Roger Beidler, Amherst, Va.; Raymond Moore, Greensboro, N.C.



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Canadian Auction Firm Finds Good, Clean Used Cars Scarce

By KEN ROMAIN

Ask any automobile dealer, a good used car nowadays is hard to find.

"People just aren't trading cars in as fast any more," said Homer Stephens, president of Cooksville Auto Auction Ltd., who sells about \$40-million worth of used cars a year at the rate of 500 to 700 a week every Tuesday.

But there are signs that this is starting to ease a little, as new car sales appear to be picking up.

This weekly auction, in Mississauga just west of Toronto, is for dealers only. The cars are not open to bids by the public.

A bedlam of incoherent sound hits the auction rings as dealers from across the country scramble for used cars — preferably low-mileage cars.

The chant of the auctioneer never ceases. Dealers press around each car as it appears and appraise it the way horse traders once appraised horse flesh.

New bids are shouted, secretly flashed or openly signalled. Engine hoods are opened and slammed shut. Engines are started, revved up, and stopped.

With the volume of cars to be moved, a car's time under the auction lights averages about 90 seconds.

"It is either sold or it isn't," Mr. Stephens said. "If the dealer who brought it in doesn't like the price he is offered in the bidding, he can bring it back next week and try again."

About 80 per cent of the cars are sold and they range in age from almost new 1975 models to cars about 10 years old.

Dealers are looking for good, clean

low-mileage cars because they say that is what the customers want and they are paying the price to get them.

As a result, used car prices have remained firm.

"They just didn't go down when they should have," Mr. Stephens said.

New car prices went up and that held up the used car prices. Because of the price increases, people began holding their cars longer, creating a shortage of good used cars again, keeping prices up and holding their own level.

"It has been a good market, but a confusing market. One week we'll sell real good and the next we'll sell nothing in comparison.

"But new cars are beginning to move again and used car prices are beginning to adjust."

At one time, car auctions took all the junkers and leftovers, but the picture has changed, Mr. Stephens claimed. Con-

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sumer legislation affecting car safety and odometer tampering has helped to weed out the junk, "although we still get the odd guy trying to clock cars. The result is a fairer reflection of market value."

The auction is generally regarded as a marketplace for dealers to exchange inventory.

"Some dealers may have too many cars. There might be too many of one model, or too many different models. Or maybe he has cars that he can't sell on his lot, like a GM dealer with too many Fords or Chryslers.

"Or maybe he has too many undesirables, hard sells, too much mileage, we still get them. Or maybe he wants some quick cash.

"He may buy five, 10, 15 or even 20 cars while another dealer may sell the same number.

"We get dealers here from all over the country, many of them from the West — they'll buy 30 cars at a time and ship them back by rail — some from the East, Montreal, and from all over Ontario.

The average price per car is about \$1,800 and at a recent auction prices ranged from \$88 for a 1963 American Motors Rambler to \$7,450 for a 1974 Cadillac Eldorado two-door hardtop. A 1973 Chevrolet Impala four-door went under the hammer for \$2,700, a Ford 1973 four-door Maverick for \$2,550, a 1973 Dodge Dart for \$2,450.

These are dealer wholesale prices and the price of the car to the customer may jump another \$500 or \$600 by the time it hits the dealer's lot.

"Say I buy a car for \$1,800," said Wayne Peachman, manager for a Brampton Chevrolet dealer, attending the sale. "It may take \$150 to \$200 to put it through my shop to get it up to the quality I want on my lot. Then I may mark it up another \$400 over that to cover overhead, salesman's commission, and a reasonable profit."

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New York City Relaxes Its Laws on Auctions

Ney York City, N.Y. — The major changes in the regulations governing auction sales announced in October have been relaxed by the city's Department of Consumer Affairs.

Under the new proposals published today in the City Record, auctioneers would not be compelled to disclose the amount of any minimum selling price established for an item. This requirement was vigorously opposed both by auctioneers and those who consign goods for sale in auctions, and it was not publicly supported by consumers, according to Elinor C. Guggenheimer, Consumer Affairs Commissioner.

"The letters ran 100 to one against that proposal," Mrs. Guggenheimer reported, acknowledging that she was fully aware of an organized letter-writing campaign against the rule that was initiated by Sotheby Parke Bernet, the Madison Avenue auction gallery.

"After reviewing all comments, we decided to revise our proposals in order to meet legitimate industry objections without giving up the principle of disclosure for the consumer. We have spent a great deal of time focusing on the practices of this industry and hope that we can move quickly toward adopting these regulations."

Actually, as the proposals now read, the rules represent, for the most part, a refinement of the existing regulations, written in 1953, long before the practice of selling goods carrying a minimum selling price, called a reserve, became widespread.

The new rules require auctioneers or galleries to spell out clearly when they have an interest other than regular commissions in lots for sale, detailing what that interest is, as in the following cases:

- Articles up for sale that carry reserves.

- Goods consigned with the promise of rebates or commissions on what is sold.

- Merchandise offered with the understanding that the consigner will be permitted to bid upon or buy back his own possessions at the sale.

- Goods auctioned with a guaranteed minimum selling price. (When the

agreed-upon price arranged between the seller and the auction gallery is not reached in the bidding, the goods revert to the auction concern as the new owner.)

The disclosures must be made in catalogue descriptions or any other printed materials in which the goods are described. But the regulation no longer makes it mandatory for such information to be given in newspaper and magazine advertisements.

Another revision covers sales held without printed materials provided to bidders. The regulation, which would have compelled galleries to announce all matters regarding ownership and reserves, has been relaxed. Now, before starting the sale, the auctioneer need only announce that such information is available upon request.

The existing regulations, which were ignored by many galleries and not enforced by the city, went further: They required auctioneers to announce when they owned the goods on the block as well as which goods carried reserves.

When questioned about this change, Barbara Berger Opatowsky, counsel for the Consumer Affairs Department, asserted:

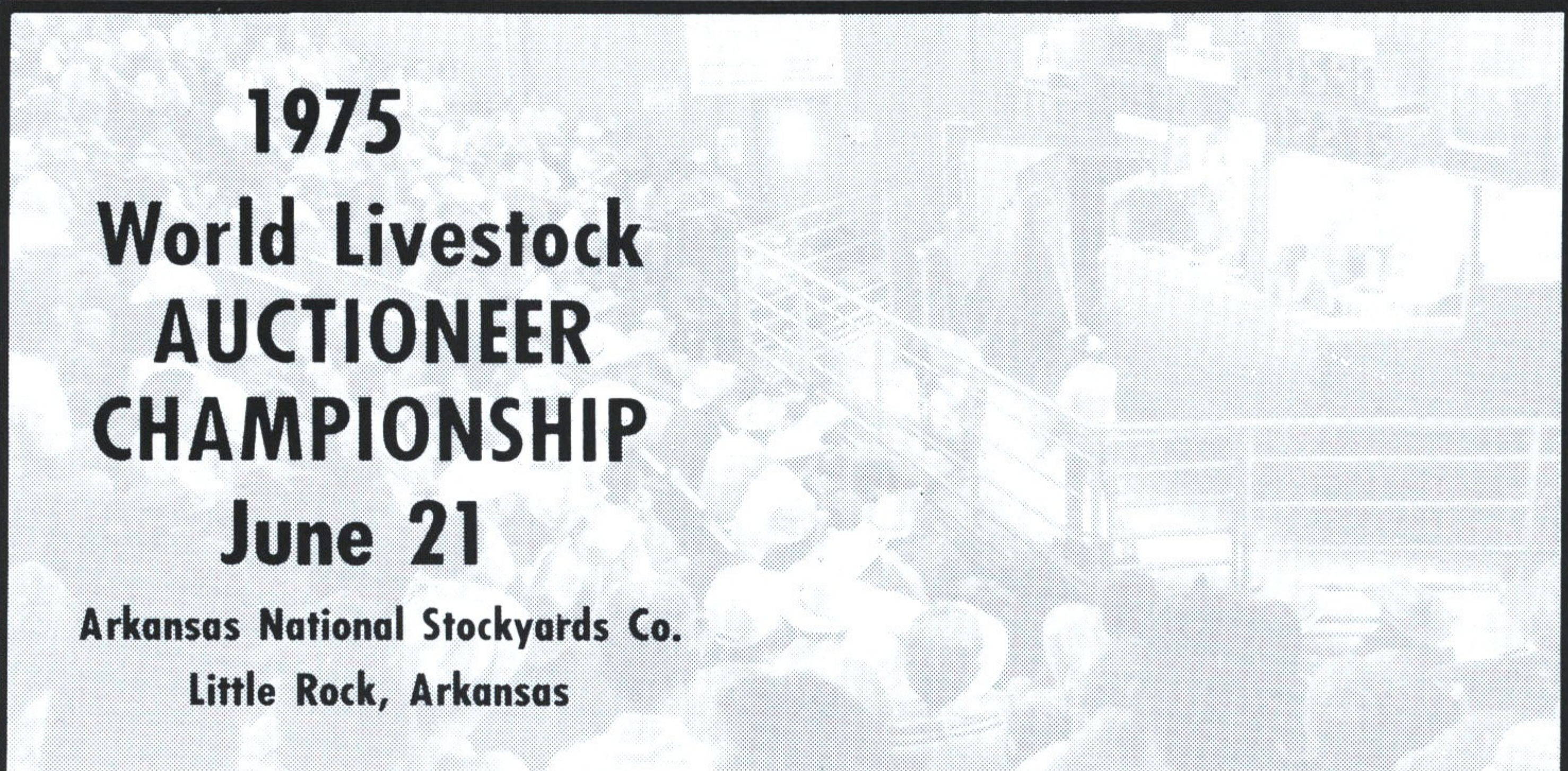
"It was determined that the burden on the auctioneer outweighs the value to the consumer."

The proposed regulations could take effect in early March. Written comments on the revised rules will be accepted if submitted by Feb. 10.

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Contestants must complete the following information for use in pre-contest and championship publicity. Use additional pages, if necessary. A head and shoulders photograph of contestant is requested. Please print.

How many years has contestant been an auctioneer? _____

Has contestant entered previous auctioneer contest? _____

If so, when and where? _____

Awards won? _____

If contestant is employed or retained by a competitive livestock market, please complete the following:

Names and titles of market owners: _____

Approximately how long has market been in business? _____

Marketing days? _____

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BEFORE AND AFTER — This old service station (above) is now the office facilities of the Walter J. Fritts Realty & Auction Co., Mt. Sterling, Ky. Ceilings in the old building were lowered, the grease room turned into two private offices and the storage room behind the reception area is now a modern kitchenette. The wash room now contains a high pressure system and keeps the firm's modern sound trucks and cars clean and attractive.

Five other businesses are housed in adjacent buildings. Fritts, a former president of the Kentucky Auctioneers Association, has turned an eyesore into an attractive and practical enterprise.

Paul Zyla To Head New Hampshire Group

Paul Zyla, Merrimack, was elected to serve as President of the New Hampshire Auctioneers Association in that group's meeting, April 8. George Clement, Landaff, is the new Vice-President and George Michael, Merrimack, continues as Secretary-Treasurer.

Named to the Board of Directors were: George Rosedoff, Amherst; Foster Peverly, Laconia; and retiring president, Joe Cornett, Contoocook. Five new members were accepted.

MEMORY

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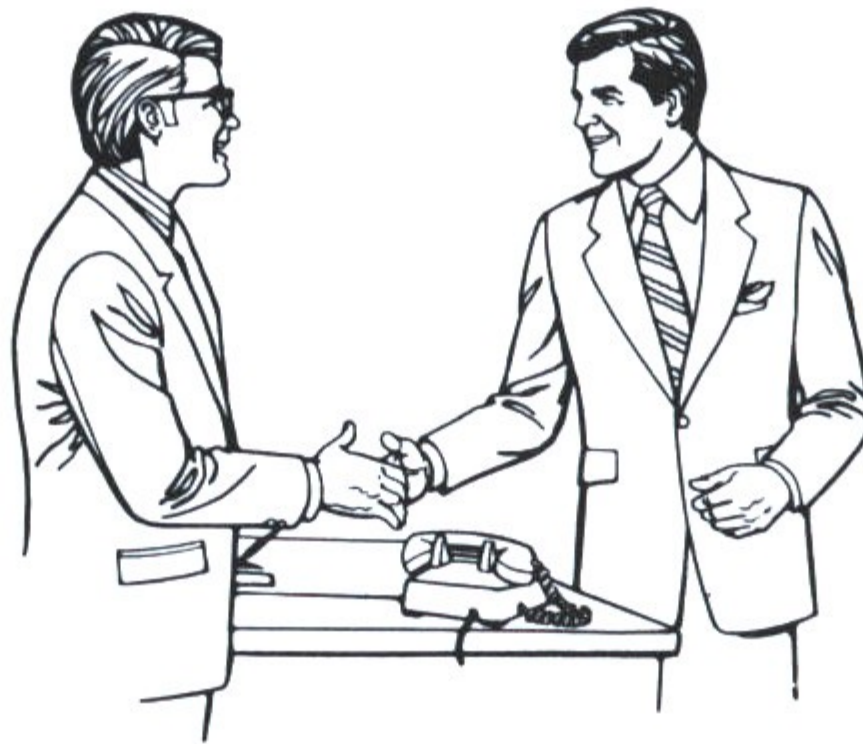
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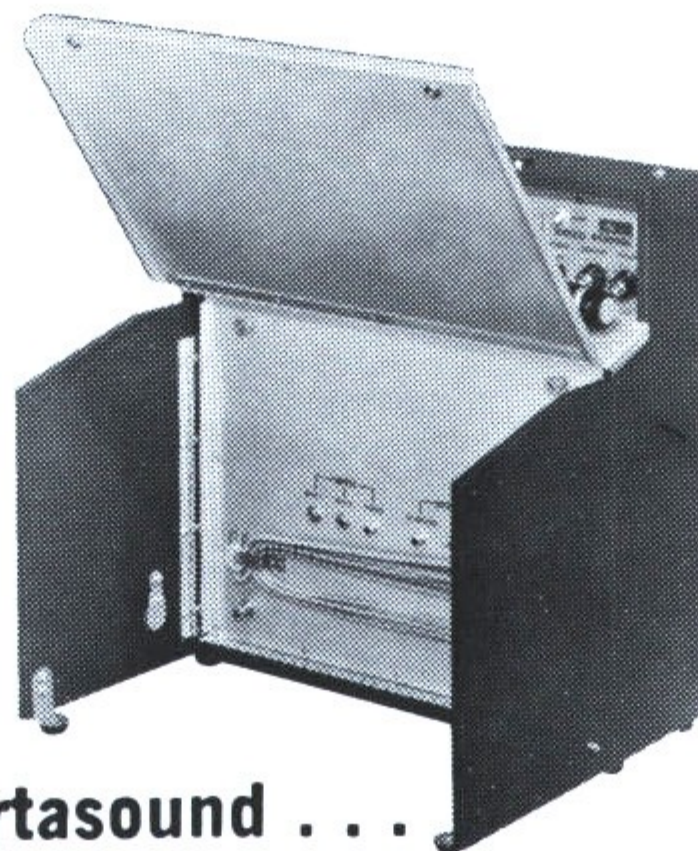
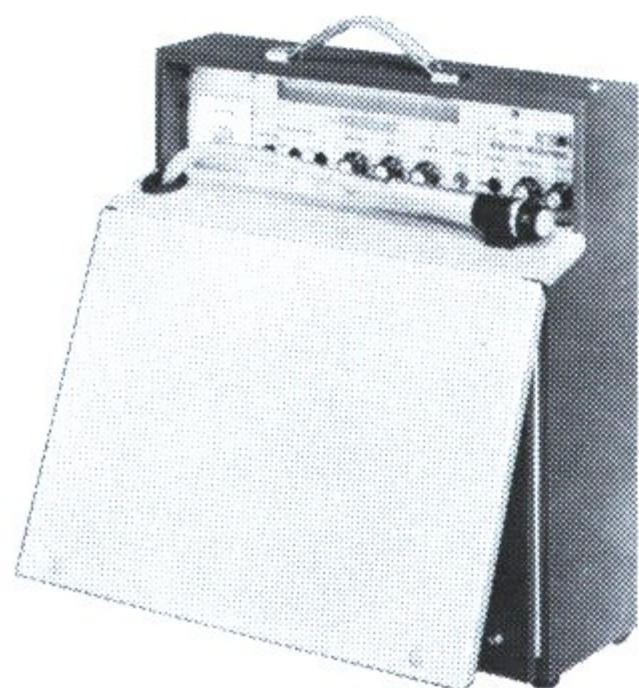
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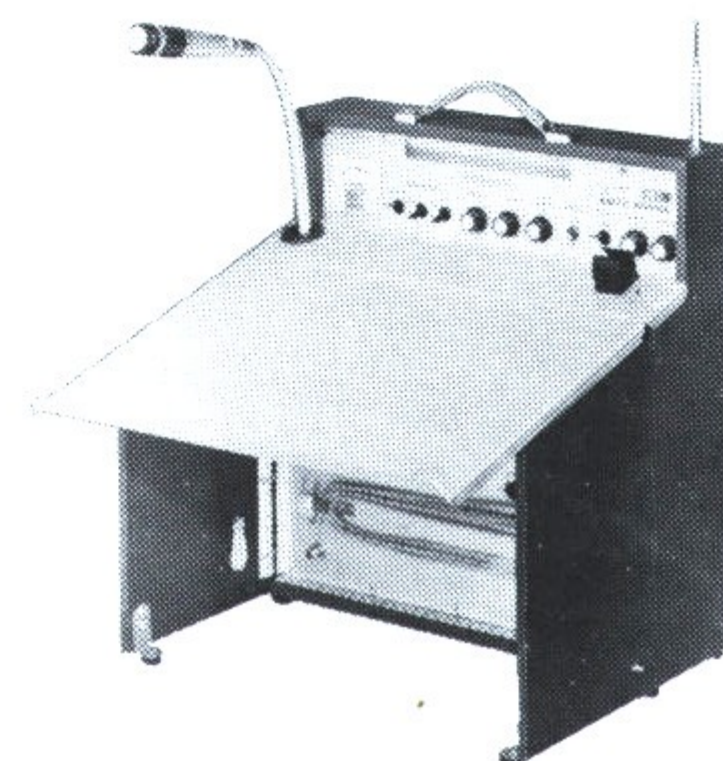
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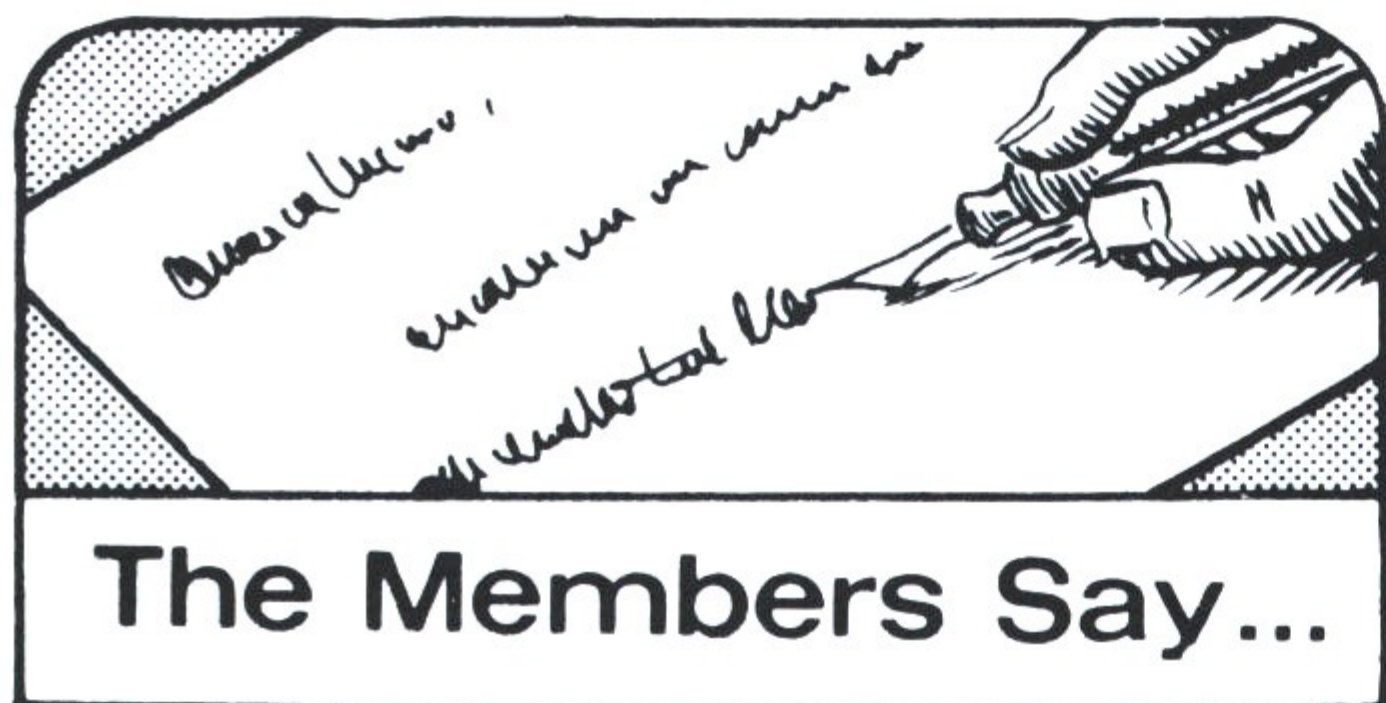
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Hi Bernie:

Been aiming to write you for some time. I thought we had a wonderful Seminar in St. Louis. All the instructors were great. I am not much of an antique lover but I thought Dave Kessler and George Michael were terrific.

Go ahead and register me for Atlanta in 1976. I'll be there. To me the Seminars are better than the Conventions. Let's go to Nashville some time, have it on Thursday, Friday and Saturday, then we can all go to the Grand Ole Opry.

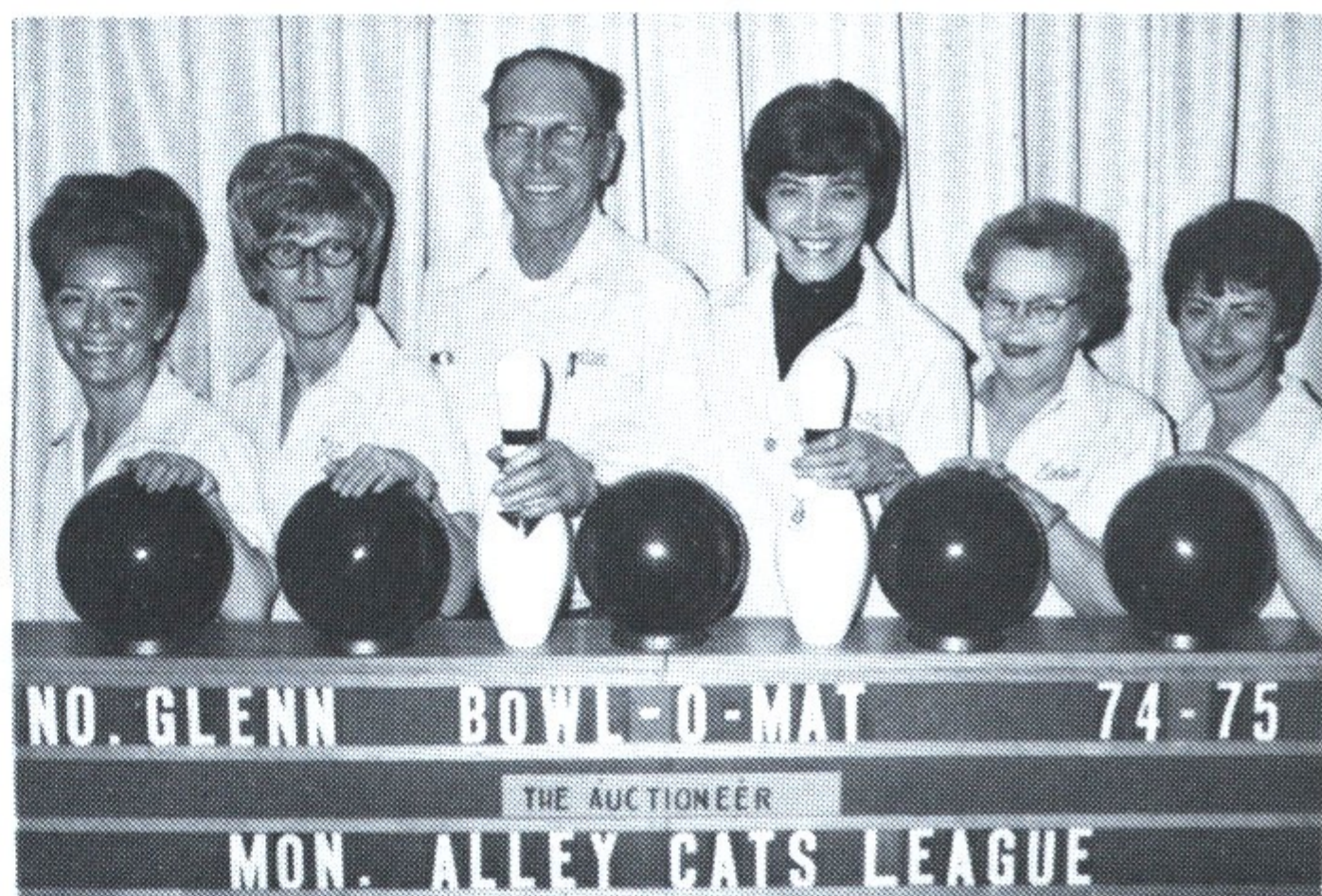
Enclosed find \$5.00 for the Booster Page.

Sincerely,
 Rip Van Winkle
 Argonia, Kas.

Dear Bernie:

Just a line to tell you I miss the auc-

tion business very much. You have probably heard I sold my auction business and have retired after 40 years in the business. I took over after my father quit. He started in Kansas in 1910. He came to Colorado in a covered wagon when I was three years old and homesteaded north of Ft. Morgan. In later years he moved to Brush, Colo., where I started in the auction business.



Enclosed are two pictures of the bowling team I have sponsored for eight years and sponsor's trophies, all firsts and seconds, under "Federal Auction" and "The Auctioneers". I believe this is good sport for an auctioneer to sponsor and good advertising for the profession.

My wife and I plan to do some traveling and enjoy ourselves. We hope to see everybody in Kentucky this year.

Yours truly,
 Bill Hauschildt
 Denver, Colo.

Dear Col. Hart:

Enclosed is a report of our Semi-annual convention that was in January of this year, and I misplaced it and was thinking I had sent it to you. Sorry this is late. but hope you can use it anyway.

Thank you for all the fine support you have given us in the past. I think we are getting use to the Licensing Law that we have and it is helping. Just hope we stay happy with it.

Johnson B. Gilbert
Lincolnton, N.C.

Dear Bernie:

Enclosed is our 1975 membership and booster page. Our services including **important** fair market appraisals have been in great demand as we sure have educated a lot of "thought they knew it all" individuals.

Living from day to day I sincerely and honestly believe that new age technology including marketing boards, computers and automation in general, can never replace the integrity of any trained, experienced and professional auctioneer, especially when he has made a few **mistakes**.

Ross Kemp,
Stratford, Ontario

Dear Bernie:

It's been a while since I last wrote to you. Hope things are fine in your end of the country. I was glancing through about 9 barrels of assorted papers and etc., on my desk and ran across some of our January convention pictures and also some from our Western Chapter Christmas Party. I thought you might enjoy seeing them and perhaps use a couple.

Our convention was a great success as Wylie has probably already told you, and our chapter Christmas Party was attended by over 110 people. It was at the Hilton Inn, Meadowlands, Pa.

Also I'm enclosing a copy out of our papers which we local boys put in during National Auction Week. It was seen by about 50,000 subscribers. I'm enclosing \$5.00 for the Booster Page. It's been slipping past me for awhile, so I'm going to nail it down right now.

Here in Pennsylvania our Western Chapter is lining up bus transportation to the National in Kentucky. Ray Patter-

son, Ed Chester, and myself have a meeting tomorrow evening to finalize everything. It should be an economical way of transport for 50 to 100 people.

Have to go for now. Hope to see you in Kentucky.

Auctioneerly yours,
Mike Quinn,
Washington, Pa.

Dear Bernie:

These days there are many ways to serve the community in the auction business in various ways. We were guest auctioneers on the 8 day public television auction which brought in \$200,000. We sold 2 regular \$50 bills for \$135.00, and an 8 foot submarine sandwich for \$10, all sorts of vacation trips, jewelry, antiques, a chess set which sold for \$12,500 and many other items.

We are amazed to see how many different ways there are to have an auction. We represented an electronics distribution company recently which had given out "auction bucks" (sort of like monopoly money) to his customers during the year, and then he gathered them and all their families together at his place of business where he offered at auction guns, televisions, appliances, bicycles, etc., and his customers **paid** for these fine things using the "auction bucks" he had given them during the year. It was a great day for his company and he sold \$20,000 worth of orders for his company that day alone.

We donated our services to a "White Elephant" auction held by a Sunday School class to raise dollars to buy a washer/dryer for an overseas missionary and by auctioneering the surplus things they brought in, over \$400 was raised in a brief, fun sale for all concerned.

Although we haven't been in the auction business very long, we are already seeing what a great vocation it can be. We have learned a lot from long-time "pros" in our area who have been very helpful, and who are also members of the NAA, Bill Wade, Irv Rosen, Paul and John Gaston, etc.

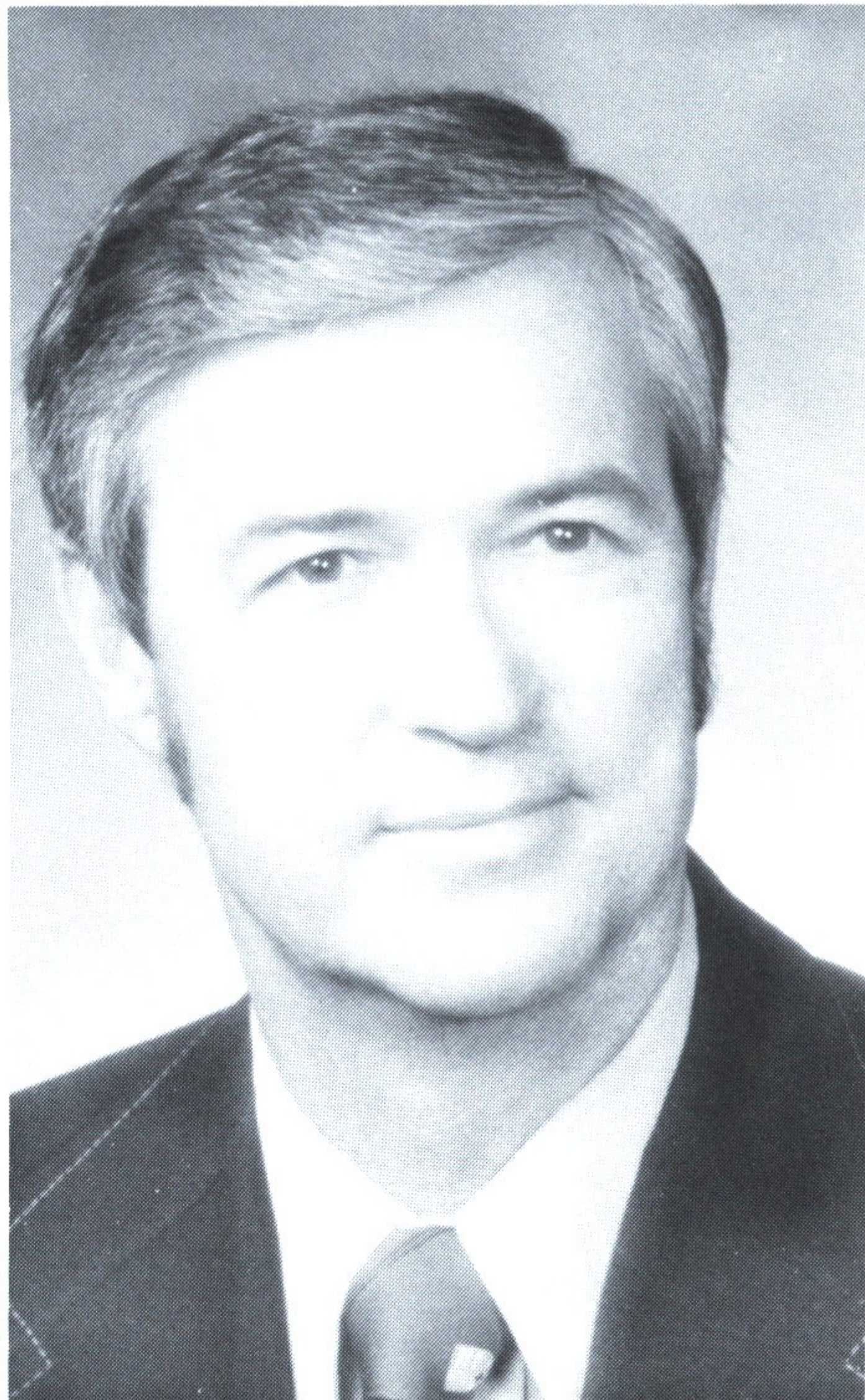
Thank you for your helpful assistance. Please call me if I can serve you in any way.

Bob Rountree
Richardson, Texas

Know Your Director

I was born July 22, 1926 in Darlington, South Carolina, to the late Isaac A. and Blanch K. Moody, the youngest of five children. I was educated in the schools of Darlington and went directly into the Navy for four years service. Upon completion of this duty I decided to go to auction school and went to Fort Smith Auction School, Fort Smith, Arkansas. I knew right away that this was my field of work. When I returned home I was fortunate that my father-in-law owned and operated a livestock market in Darlington and was the type man that would know right off if I had the talent to be a successful auctioneer.

I decided then to put my efforts to work in the auction field full time. I took any job with respect that came my way. There were many long, hard days and nights. Tobacco is one of the main crops in this region of the country and I got a break as a tobacco auctioneer right away and did well in this field until I realized that I would have to completely follow the tobacco market. This meant being away from home about six months out of the year and so I decided to give up tobacco and try and get in livestock, etc. This was to be a long battle up the ladder, and each job seemed to present a challenge; but once completed there was the feeling of accomplishment. During these early years I got a job with Morris Livestock Market in Charlotte, North Carolina. (Today this is one of the biggest livestock auction markets in North Carolina. I am still working this sale after 23 consecutive years.) I was working this market weekly and selling other auctions in both South Carolina and North Carolina. As time went on I became interested in farm machinery sales. I decided to try my hand at my own company, but keeping on with my regu-



ARCHIE D. MOODY

lar jobs. I started Moody Auction Co. and started right off conducting farm equipment sales. This proved to me that I had made a step in the right direction. There was a future for auctions in this part of our country and so I decided to get into real estate also.

In 1967 I entered the World Champion Livestock Auctioneers Contest in Montana; I won my region and district. The next year in Clearwater, Florida, I entered again and won my district, region and was runner-up to the championship. Then in 1969 the contest convened in

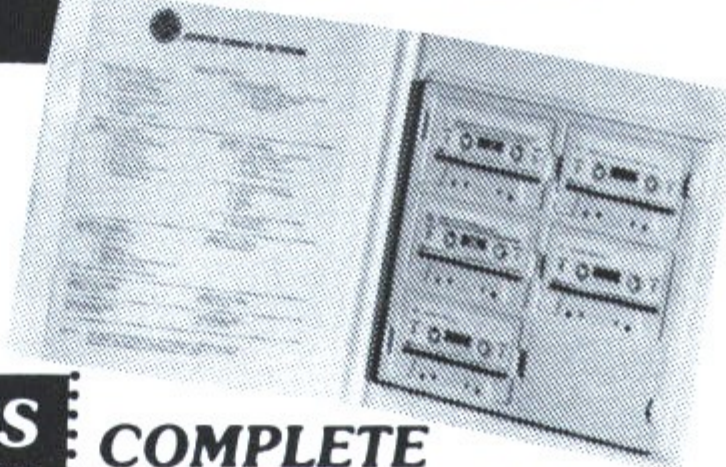
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Monterey, California, and of course I entered again. This time I won my district, region, and the championship. (One of the gifts of the championship contest was an expense paid trip to Hawaii, and of course I went and while there was privileged to sell at auction the 4-H Pure Bred Sale.) This was the first time this title had been won east of the Mississippi River and boy was I proud to bring this honor back to my part of the country. This was a new era in my career. Bigger and better job opportunities opened up and much travel has come about as a result of this achievement. And wherever I have been I have tried to promote and endorse the auction business.

Today I am co-owner and operator of Moody-Godley Auction Co. Inc. Darlington, S.C., having incorporated with Godley Auction Co. in 1970. This is a full time operation specializing in farm machinery sales, industrial sales, and real estate. I am president of this organization and presently still employed at Morris Livestock, Charlotte, N.C., Clantons Auto Auction, Darlington, S.C., and Equipment Brokers Inc., Jacksonville, Florida.

I am involved with many civic organizations, these being the Shriners, Masons, Eastern Star, Lions, Past Pres. Darlington Jaycees, American Legion, Moose and President of the Darlington Academy Parents Guild. Have served as Director and First Vice-President of the North Carolina Auctioneers Association, and this past September 1974, helped to organize the South Carolina Auctioneers Association of which I am current President. Also I am presently serving on the staff at Mendenhall School of Auctioneering in North Carolina.

I am married to Lila Weinberg Moody, also a native Darlingtonian, and we have three daughters. We are active members of the First Baptist Church of Darlington where I have served as Sunday School teacher, Sunday School superintendent, training union superintendent, member of the Church Brotherhood and Deacon.

Moody-Godley Auction Co., Inc. has just established a 4-year scholarship fund at one of our leading colleges in South Carolina; Clemson University, Clemson, South Carolina. This is an agricultural school.

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Across The Country

BY BERNARD HART



NATIONAL AUCTIONEERS WEEK 1975 is now history. Its success can be measured by the effort that was put into it. A special section of this issue carries pictures of various ceremonies throughout the country.

Here in Nebraska we would say it was an overwhelming success. An aggressive group of officers of the Nebraska Auctioneers Association decided to do something about the "Week" and they obtained tremendous cooperation from the office of the Governor on through the smallest newspapers and radio stations.

Rex Young and myself aired a 30 minute program over Radio Station KOTD, Plattsmouth, on Wednesday of National Auctioneers Week. Prior to that, an interview between Nebraska Department of Agriculture, Glenn Kreusch and myself was taped for release over 47 Nebraska radio stations. And the Cornhusker Hotel in Lincoln had "APRIL 6-12, NATIONAL AUCTIONEERS WEEK" on its marquee throughout the week. I feel certain that similar recognitions were made throughout the state.

Thanks to a few people who are making an extra effort, new membership applications are being processed in our office at an unusually high rate. During the month of March we added 112 new members. Herb Albrecht, Jr., the new Secretary-Treasurer of the Michigan State Auctioneers Association, was responsible for 24 of these. I am guessing these 24 were not new auctioneers but auctioneers who were waiting for someone to ask them to become NAA members. You will find auctioneers like these in your own respective areas.

Speaking of extra effort, I have just returned from the annual spring meeting of the Illinois State Auctioneers Association. They had the largest attendance in the history of the organization for any meeting. Someone had given a little extra in promoting attendance.

And the first area meeting in Nebraska drew 70 people, more than attend many state conventions. This was the result of someone giving that extra effort. It isn't too hard to make things happen but some extra effort will certainly make an ordinary event a great event.

While many auctioneers are working toward the improvement of themselves and their profession there are some who would like to take away. Remember the girl who conned the producers of the Johnny Carson TV Show into believing she was the only licensed lady auctioneer in the United States — or was it the World? This same Christine Surma now claims she had been living for the past five years with the man who assassinated King Faisal of Saudi Arabia. I guess there are a lot of ways to get your name in the paper but I have my doubts as to how much it will add to Christine's auctioneering career — in fact I doubt that she is an auctioneer and wish she would quit exploiting our profession in her manner. No, she is not a member of the NAA.

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Kruse Classic Opens Two Additional Offices

Dean V. Kruse, President of the Kruse Classic Auction Company, Inc., the world's largest antique and classic car sales organization, today announced the opening of two new offices and named regional representatives to manage them. Kruse is based in Auburn, Indiana.

Kruse of Australia has officially opened at 28 Dodson Crescent, Winston Hills, in Sidney, Australia. The office is headed by Richard Truckner, well known authority and activist in classic car circles throughout that country. Initially, the office will coordinate with the Kruse International Division, and will offer cars from that country to private buyers in the United States. Future plans call for a massive classic and vintage car auction in Australia.

At the same time, Kruse also announced the opening of a new Washington, D.C. office that will be headed by Fort Wayne native, L. W. "Bill" Bonsib, Jr. The Kruse "Capitol Hill" office is located opposite the new Senate Office

Building. Contact can be made with the Washington office at Box 1807, Washington, D.C. 20013. The telephone number is 202/546-4073.

Bonsib is also President of the Bonsib Agency, advertising and communications consultants with offices in New York and Washington. He was a candidate for U.S. Congressman from Indiana's 4th District in 1974.

These locations will add to a growing list of Kruse out-of-state offices, including one in Marina Del Rey, California, that opened less than a year ago.



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The Lighter Side...

FIRST THINGS FIRST

It was the high point of the Sunday sermon and the preacher was describing Judgment Day. "Thunder will roar, flames will shoot from the heavens, floods, storms, earthquakes will devastate the world. Wide-eyed, the little boy in the fifth row turned to his Mother and whispered: "Mom, will I get out of school?"

HIGH WAGES

When the medical man came home to find his basement flooding, he immediately called the new plumber in town. The latter arrived, found and fixed the trouble in five minutes and presented a bill on the spot for \$100.

"Why that's outrageous!" exclaimed the doctor. "It works out to over a thousand dollars an hour! I'm a transplant surgeon and I don't make that kind of money."

"Yes, I know," deadpanned the plumber. "Neither did I when I was a transplant surgeon."

BUTTER!

Ad in a farm paper: Wanted — Dairy farm employee. Must not have any bad habits such as drinking, cussing or eating margarine.

IT FOLLOWS

The teacher was trying to break the members of her third grade class from saying "I seen." "You should never say 'I seen him do it,'" she told them.

"Yeah," piped up a voice in the third seat. "Especially if you ain't sure he done it!"

JOB RELIEF

The successful businessman told his audience, "The most tactful man I ever knew is the one who fired me from my very first job."

He called me in and said, "Son, I don't know how we're ever going to get along without, but starting Monday, we're going to try."

GAMBLING

A fellow was entertaining his uncle who was a minister and decided to take him to the race track for a new experience.

Never having seen such an event, the minister was agog. Finally he became so interested that, despite his scruples, he bet \$5 on the nose of one of the entries.

Much to his nephew's surprise, the horse won. He accompanied his uncle to the winner's window where the old fellow received several times the amount he had bet.

"Now, young man," the minister admonished the cashier as he placed the money in his wallet, "let this be a lesson to you!"

MISTAKE

Avid golfer was out on the course with an elder of his church. He missed a two-foot putt, snapped his fingers and said: "Dammit!" The elder gave him a look of distaste. On the next green, the golfer missed another putt and muttered, "Dammit!"

The elder threatened to leave the course rather than listen to such language. "Forgive me," the golfer apologized. "If I say that once more, may a thunderbolt come from the sky and strike me dead."

At the next hole the golfer carefully lined up a nine-inch putt — and missed. "Dammit," he said, snapping his fingers angrily.

Suddenly, the skies parted and a thunderbolt came down and struck the elder. Amid the deathly silence, a giant finger snap was heard in the sky, and a thunderous voice exclaimed: "Dammit!"

HONEYMOON ENDED

The groom found his pretty bride weeping when he came home from the office.

"I feel terrible," she told him. "When I was pressing your suit, I burned a hole right in the seat of the trousers."

"Forget it honey," he said. "You must

IN UNITY THERE IS STRENGTH

have forgotten that I have an extra pair of pants for that suit."

"Oh, I remembered," answered the bride. "I cut a piece from them to patch the hole."

QUIET

The librarian went over to the noisy little boy and said, "Please be quiet. The people near you can't even read."

"They can't?" the boy said in wonder. "Then what are they doing here?"

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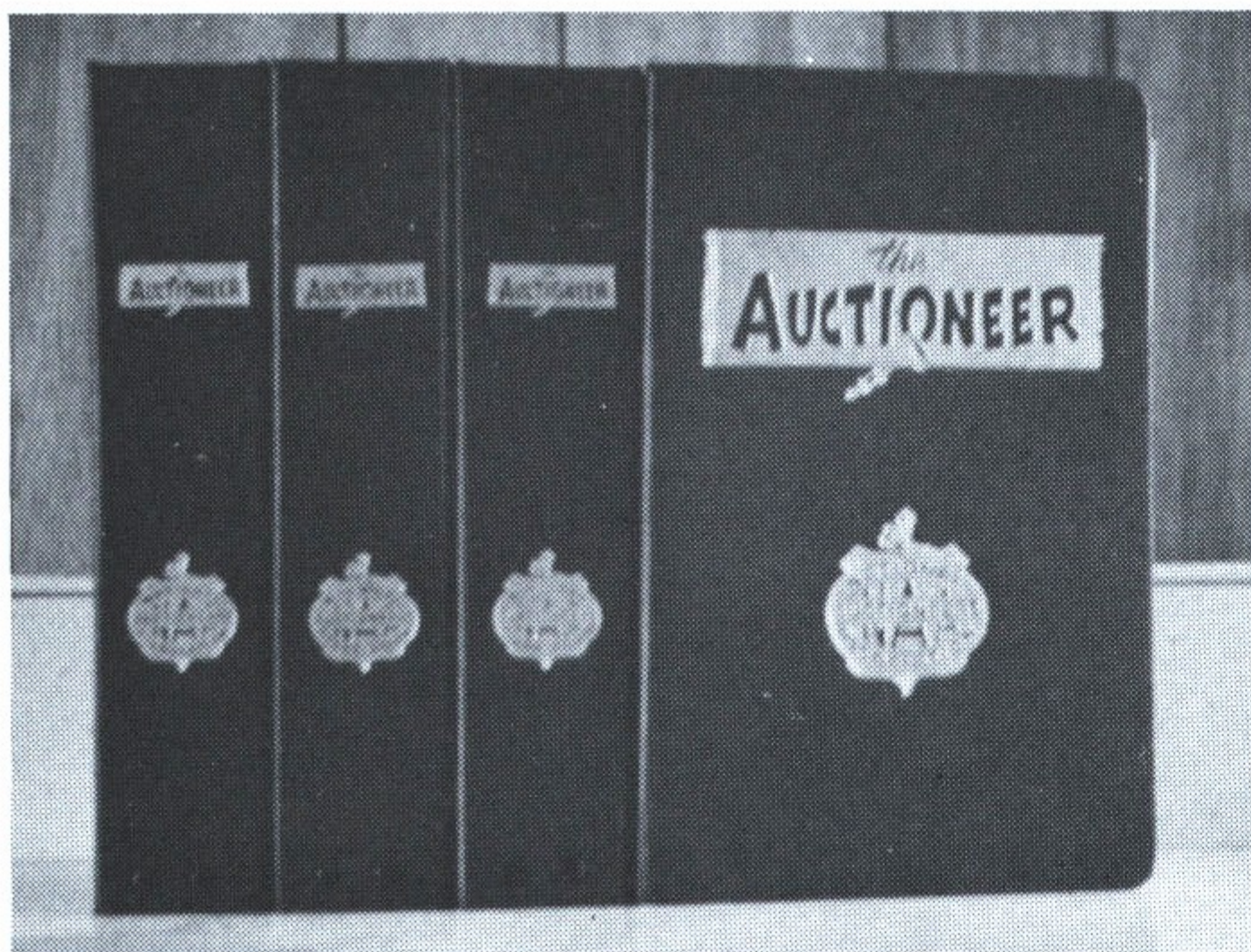
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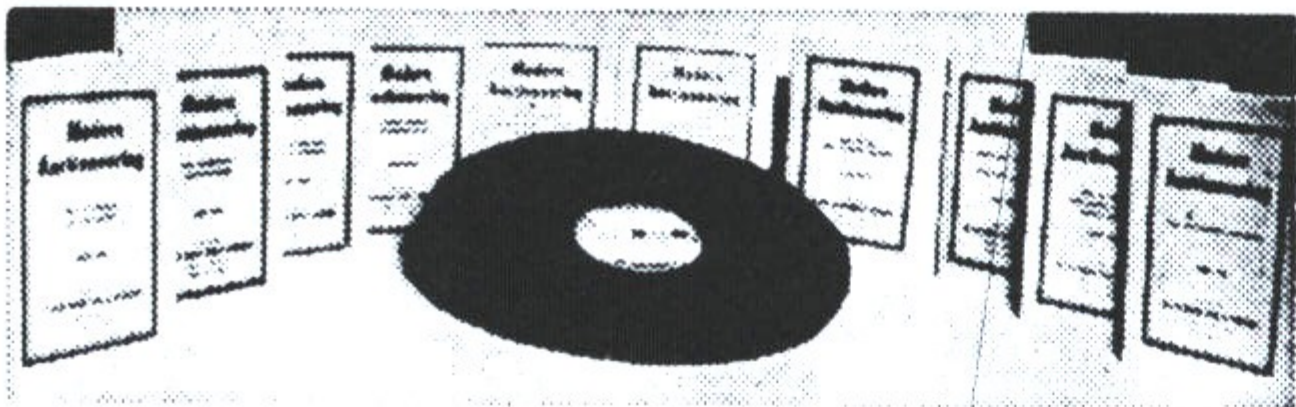
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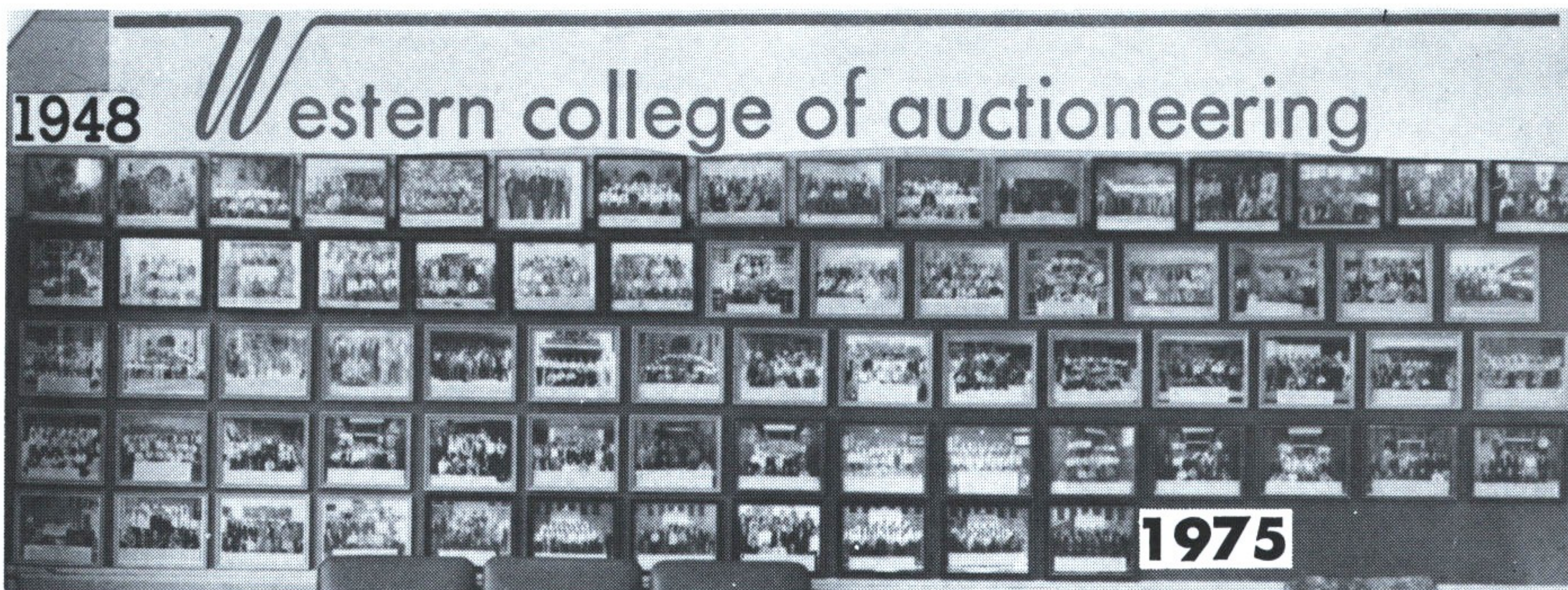
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8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.

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STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.

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3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".

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For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).

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CONSIGNMENT CONTROL . . . Form No. CC-73

8½ x 11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC1-69.

250 sets \$16.50 / 500 at \$32.50 / 1,000 at \$59.50

FINAL SETTLEMENT FORMS . . . Form FS-69

8½ x 11", 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.

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

BUYER'S REGISTRATION FORM . . . Form No. BR-69

8½ x 11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

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CONSIGNMENT CHECK-IN FORM . . . Form No. CC1-69.

8½ x 11", 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. Space to list a number of items.

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

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

8½ x 11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.

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

AUCTION PROMOTION SCHEDULE . . . Form No. APS-72 8½ x 11. 50 sheets per pad. Column to list seller's name, property location, date, estimated cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., signs, sale bills, postage, addressing, labor for tagging, clean-up, security, etc.

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