

VOL. XXV

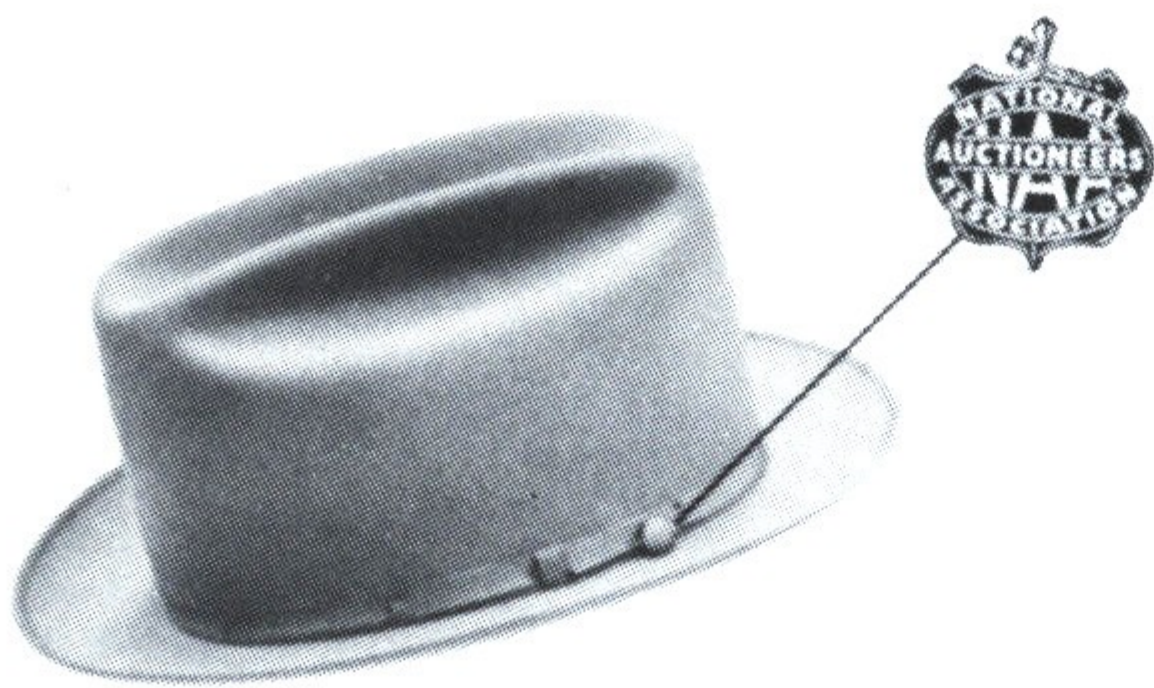
NO. 3

MARCH, 1974

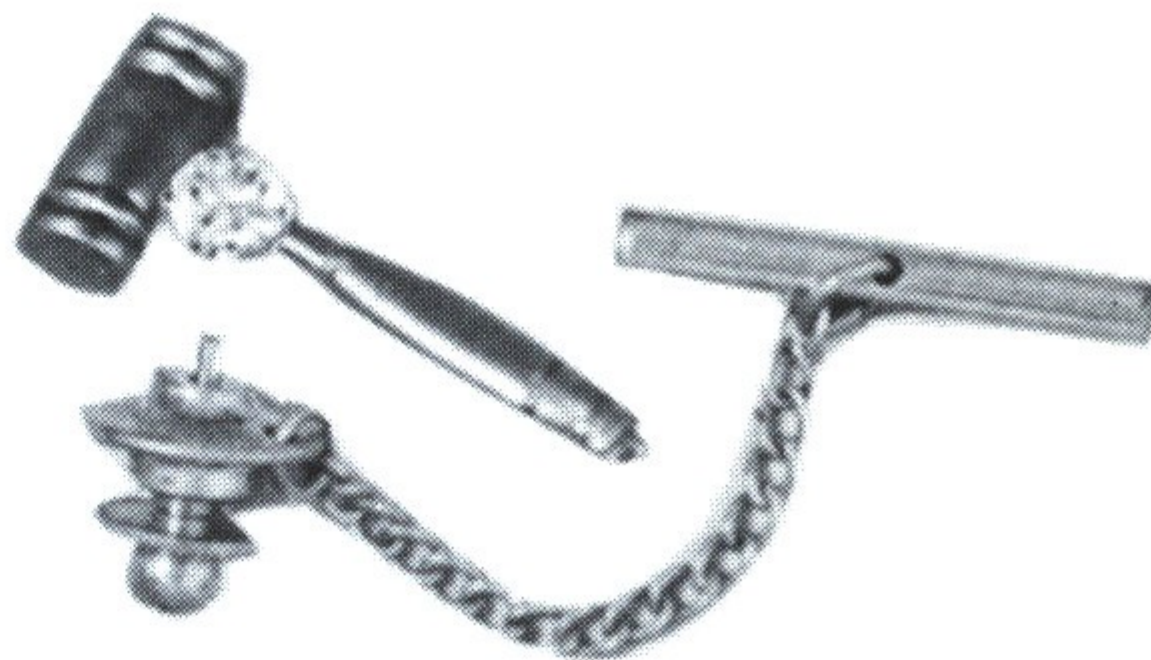
THE

auCTIONeer





“AUCTIONEER HAT”



**“AUCTIONEER'S GAVEL”
TIE TACK**

There is an old saying, “Into each life some rain must fall”, while on the other hand there is another old saying, “Every dark cloud has a silver lining”. Now, what is this all about? As most of you know, I have had troubles this past year getting delivery on my hats. The Hat Corporation sold out to Byer-Rolnick and to be honest with you, the new company could not produce the type hats my customers demand. (That’s the rain.) I was about to throw in the towel and quit and then I thought about the many auctioneers throughout the country who depend upon me for their hats. I thought I would give it one more try and low and behold I hit a bonanza. I now have the one and only — the ole standby for over 100 years — none other than “Stetson”. (This is the silver lining.) They have agreed to make the “Auctioneer” hat for us in the usual felt (silver belly) with red satin lining and auctioneer emblem in inside of crown in 2 1/8”, 2 3/8” and 2 5/8” brim widths. They will also make the milan (light tan) straws in same brim widths.

We have also contracted with the Stetson people to supply us with jackets (London Fog type design and material) in four colors — navy, natural, light yellow and earth brown on which we will place the three colored auctioneer emblem on the left chest.

I want to apologize to those of you who have orders in for hats at this time and have not received them but I am out of a few sizes at this time and will not have them until shortly after January 1 — and from then on both summer and winter hats (Stetson) will be in stock.

For anyone who is interested we can supply you with any style hat that Stetson makes up to the \$100.00 Open Road 7X Beaver — or any of the other Western style hats. This is, of course, by special order and would require approximately three weeks for delivery.

The gavel itself is 14 K “Solid gold”

with .15 high quality sparkling diamond	\$159.95
with .25 high quality sparkling diamond	\$219.95
Felt (Silver Belly)	\$14.95
Jackets w/3 color emblem	19.95 (large, medium and extra large)
3-color Auctioneer Emblems	3.00
	Plus 4% sales tax
Straws (light tan)	11.95

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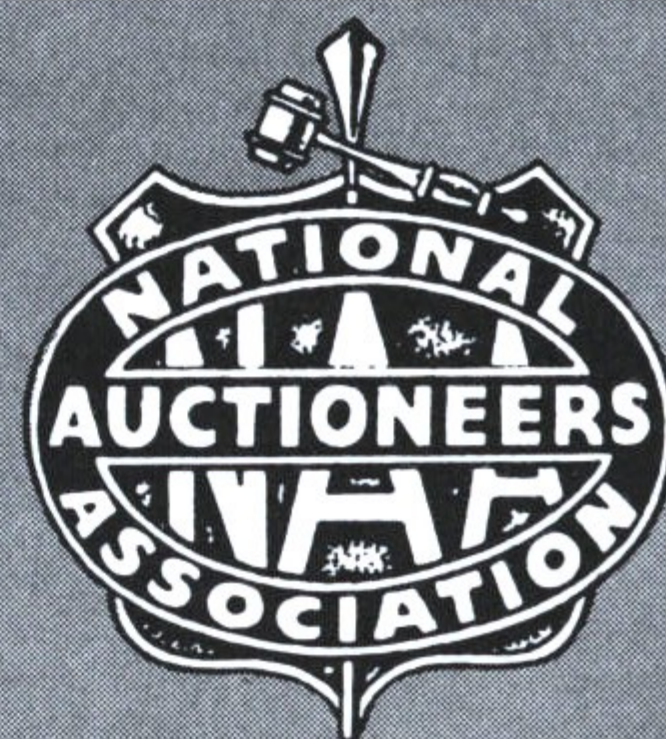
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THE auctioneer

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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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Charles Corkle's Death Brings Sad Note to Auction Industry

Charles Corkle, Norfolk, Nebr., passed away at a Norfolk Hospital, January 19, following a severe stroke. His death marks the end of the career of a man who devoted the greatest part of his life to the merchandising of livestock.

Born March 12, 1900 at Tilden, Nebr., to Mr. and Mrs. Charles L. Corkle, he was the oldest of eight children and spent his youth on his parents' ranch near Tilden. A registered Hereford herd was a family project and continues to this day. For a time he worked with the Norfolk Livestock Sales Co., Norfolk, Nebr., which his father helped organize in the early 1900s.

Corkle attended college for one year at St. Mary's, Kans., and for one year at Notre Dame University, South Bend, Ind. Later he was a field representative for the Nebraska Farmer at Lincoln, and for 20 years he held a similar position with the Omaha Daily Journal-Stockman.

After attending the Reppert School of Auctioneering in the early 1940s, he went into auctioneering, specializing in registered Hereford cattle sales. Corkle's words, "And now folks, if you will bid readily on these cattle, we will try to move the sale along and we will have you out of here in good time," have started many an auction.

During those 50 years devoted to the livestock industry, Charlie Corkle earned the respect of all those who knew him. His advice was respected by veteran ranchers as well as the beginners and this applied to the 25 years he spent as an auctioneer. As a result he has been honored by many groups and organizations.

In 1966, at Philadelphia, he was selected by the National Auctioneers Association to receive a plaque in recognition of his many contributions to the profession of auctioneering and to the National Auctioneers Association. This is auctioneering's highest award. Earlier that year he had been named "Man of the Year in Livestock" by the Record-Stockman, a Denver based livestock publication.

Corkle was the first man to be honored by the Nebraska Agribusiness Club for

"Public Service to Agriculture." In 1971, Leland Herman, owner of Hervale Farms, Wayne, Nebr., designated his annual production sale of Polled Herefords as "Charlie Corkle Day." Corkle had conducted every one of the many historic auctions held at Hervale Farms. On this day, all living retired fieldmen were invited to attend and in the pre-sale ceremonies the climax came when NAA Secretary, Bernard Hart, "commissioned" Corkle an Admiral in the Great Nebraska Navy, as a representative of Governor J. J. Exon.

Following the retirement of the late Art Thompson from auctioneering it was Corkle who was instrumental in organizing a social event each winter called "The Gathering of the Clan". This group consisted of purebred livestock auctioneers and the newspaper representatives who had traveled day and night in their occupation of merchandising purebred livestock. Two honorees were designated each year and assigned lot numbers. Cols. Art Thompson and Jack Halsey were lots one and two, respectively.

Words are not adequate to describe Corkle's impact upon the National Auctioneers Association. He attended his first National Convention in Omaha, in 1954, in fact was a program participant as he was to be many times during the following 17 years, his last being during the Building Dedication Convention in Lincoln, in 1971. He never turned down an opportunity to serve the auction profession and was dedicated to the national organization.

In times when the NAA needed encouragement it was Charlie Corkle's sincere appraisal of the situation that kept others working. Known for his ability to get along with people, it was the same Charlie Corkle who could be firm and unyielding on important issues and he never took the easy way unless it was the right way.

Corkle was an officer or director of the NAA for a five year period and was President in 1961-62. He served on numerous committees during the period from 1954 to 1971 and to those of our members



CHARLES CORKLE

who never knew him, the organization would not enjoy the prestige it has if there had been no Charlie Corkle.

Corkle was married to Mildred Torpy, Omaha, in 1927. She survives as do sons, Charles R. (Dick), of Tilden; Gerald of St. Louis; daughters, Mary of Norfolk; Joan Fritton, of Omaha; and Cecile Kmoch, of Lander, Wyo.; three brothers, two sisters and 12 grandchildren.

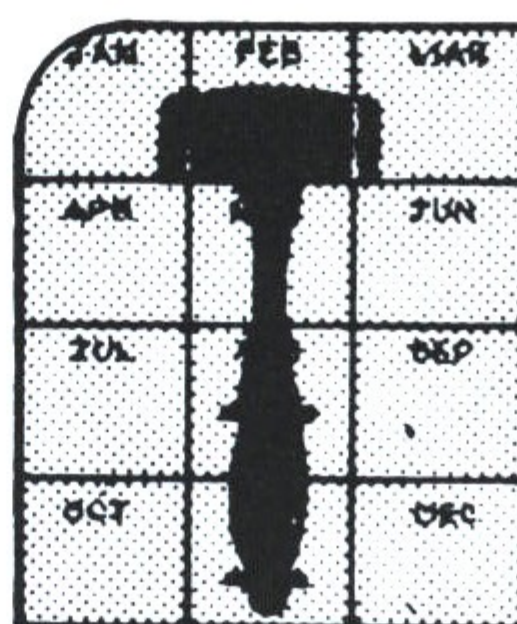
He was a member of the Nebraska Auctioneers Association, Knights of Columbus, Norfolk Chamber of Commerce, Norfolk Board of Realtors and an instructor at National Auction Institute since its first class at Colfax, Iowa.

Killed in Collision

Brad Rule, a 23 year old auctioneer of Mineral Point, Wis., was killed when the car he was driving was hit head-on by another car. He was a member of the National and Wisconsin Auctioneers Association.

Survivors include his wife, Mary, who was with him at the time of the accident, and a son, Lance Norman.

IN UNITY THERE IS STRENGTH



Convention Dates

- March 21-22-23 — Montana Auctioneers Association, War Bonnet Inn, Billings.
 March 30-31 — Kansas Auctioneers Association, Ramada Inn, Newton.
 March 31 — Illinois State Auctioneers Association, Ramada Inn, Bloomington.
 April 21 — Iowa Auctioneers Association, Ramada Inn Downtown, Des Moines.
 April 21-22 — Kentucky Auctioneers Association, Galt House, Louisville.
 May 19 — Alabama Auctioneers Association, Downtowner Motor Inn, Montgomery.
 June 7-8-9 — South Dakota Auctioneers Association, Sioux Falls.
 June 16-17 — Tennessee Auctioneers Association, Pickwick Dam State Park, Savannah.
 JULY 23-24-25 — NATIONAL AUCTIONEERS ASSOCIATION CONVENTION MEDORA, NORTH DAKOTA.

Bank Auctions Shares

Branchville, N.J. — The National Bank of Sussex County recently conducted a public auction of 221 shares of its stock. The sale represented the accumulation of fractional shares resulting from a 33% stock dividend recently declared by the bank. In lieu of issuing fractional certificates, the Board of Directors decided to sell the stock at public auction and distribute the proceeds to those shareholders who would have been entitled to a fractional share.

More than 60 Sussex County residents were present when local auctioneer, Don Castner, asked for the opening bid. The shares were sold in 34 lots ranging from one to twenty-five shares. Bidding was brisk and the sale was completed in less than 35 minutes.

The lots sold for prices varying from \$59 to \$67 per share with an average price of \$63.64.

EDITOR'S NOTE: This is another example of the ever growing list of items that cross an auction block.

Minnesota's 25th Anniversary

Marks Group's Greatest Event

They re-wrote the books at the 25th annual convention of the Minnesota State Auctioneers Convention, at Mankato, Jan. 27-28. While no attendance records seem to be available there were approximately 100 people ready to sit down for the final Banquet, and some had gone home.

Forty-six auctioneers joined the Association for the first time which must be a record for any 25 year old similar organization. And the Fun Auction brought in more than \$800.00!!

The above events didn't happen without a reason. President Orlin Cordes, Red Wing, had spent his vacation time calling on auctioneers throughout the state and inviting them to the state meeting. Then he presented them with a program that was interesting, inspirational and educational. The results were pleasing to everyone.

One of the interesting events was a panel discussion on selling livestock including dairy cattle in farm closeouts as well as the operation of a livestock auction market. Moderators were all veterans of the profession: Wayne Ediger, Belle Plaine; Marcel Reisch, Luverne; and Garret Smith, Hutchinson.

Another interesting panel was conducted on the subject of Advertising. Moderators were: John Radde, Watertown; Don Babbitt, Conger; and Alvin Kohner, Winona. Other lectures during the convention was one on Conducting Sales at an Auction House, by Dave Christian, Osseo. Curt Lindahl, Goodhue, reported on the 1973 National Auctioneers Convention. Bernard Hart, Secretary of the NAA, complimented the organization upon its rate of growth and excellent program offered.

A session on auction clerking was conducted by Erv Otto who has an auxiliary auction business including advertising and clerking auctions. He has a very complete service and his firm assumes much of the responsibility that generally falls on the auctioneer. Jack Hines, Ellsworth, Wis., discussed the liabilities that face an auctioneer.

Joe Donahoe, President of the National Auctioneers Association, was the guest

speaker following the Banquet. He urged auctioneers to become more involved in their auctioneer groups and also in the political life of our country, local, state and national.

Marcel Reisch, Luverne, was elected President for the coming year. Jim Henry, Long Prairie, was chosen for the office of Vice President and Nancy Hitchcock, Winona, was re-elected to the office of Secretary-Treasurer.

Wayne Pike, Princeton; Pat Ediger, Belle Plaine; Dennis Welch, Taylor Falls; Dave Christian, Osseo; and Terry Marguth, Morton, were elected to the Board of Directors. January 19-20, 1975, were the dates tentatively chosen for the next annual convention.

"Do More for '74" Goal Of Massachusetts Group

Auctioneers in Massachusetts are off and running in the 13th year of the Massachusetts State Auctioneers Association. President Louis Cook, Pembroke, has established the slogan, "Do More for '74." Ten committees have been named and assigned definite responsibilities.

Merle D. Straw, Jr., Seabrook, N.H., a Director of the NAA, was the guest speaker at the group's Installation Meeting. Seventy-eight persons turned out for this meeting.

Keith Krewson, Corporate Director of Public Relations, The Foxboro Company, spoke at the January 13 meeting on the subject of "Communications." Kenneth Jenkins, Assistant Chief of Bureau, Sales and Use Tax Division, was the guest speaker at the February 10 meeting.

Leonard Sanders, president of the Better Business Bureau, will address the March 10 meeting. A new schedule of speakers for the April, May and June meetings will soon be announced. An Auctioneers Auction and Workshops are planned for the fall meetings.

Robert K. Temple, 40 Prospect Street, Foxboro, Mass., is the current Secretary of the M.S.A.A.



At the Colorado State Convention in January, from the left: Bernard Hart, NAA Secretary; Artie Baldwin, Denver, newly elected Secretary-Treasurer; Cookie Lockhart, Steamboat Springs, elected a Director for three year term; Reuben Stroh, Loveland, re-elected President; and Jack Salisbury, Fort Collins, the new Vice President.

Ruth Stambler Dies In Honolulu Hospital

Mrs. Ruth F. Stambler, Honolulu, Hawaii, passed away January 9, at Kaiser Foundation Hospital, Honolulu. Funeral services were held at the Temple Emanuel in Honolulu, with final services in Los Angeles, and burial in Mt. Sinai Memorial Park.

Mrs. Stambler was the wife of NAA member Louis L. Stambler. The Stamblers have been regular in their attendance at National Auctioneers Association conventions and Ruth had made a host of friendships with NAA members and their wives over the years.

Born in Wilkes-Barre, Pa., 55 years ago, she and Mr. Stambler had enjoyed 35 years of married life. Other survivors include a daughter, Shayne, her father, Max Kanner, of Los Angeles, and a brother, Leonard Kanner, of Los Angeles.

IN UNITY THERE IS STRENGTH

OUR COVER

Auctioneers, Cecil Arnold, Ray Hammonds, and Lonnie Napier, Lancaster, Kentucky, are shown here selling Massey Ferguson tractor. A story on the three auctioneers is featured in this issue. All are members of the Kentucky Auctioneers Assn., and the National Auctioneers Assn.

Advertising Display Is Hook and Ladder Truck



Two Oneonta, N.Y., auctioneers, Col. Rexford J. Accurso and Col. John E. Kinsey, Sr., are the proud owners of this hook and ladder kiddie fire truck ride, which they have dubbed SNOOPY VOL FIRE DEPT. The rig when purchased was in poor condition but has been fully restored by the owners. During the Christmas season it was used to bring in Santa Claus and give children rides with Santa. The two Colonels plan to use the rig at various fairs, celebrations and for publicity and promotion of various activities including the advertising of auctions.

A space on the trailer part provides for a two-foot by twelve-foot sign and the rig has proved to be a real attraction. Part of the proceeds from the operation of the ride will be presented to worthwhile causes.

Col. Accurso recently was the successful bidder for the State of New York Contract to sell surplus vehicles and equipment for a period of two years. He will be assisted by Col. Kinsey, Sr.

Don't put off until tomorrow what you can do today. Because if you ENJOY it today, you can do it AGAIN tomorrow.

Advertising Contest

Now is the time to be thinking about submitting your sale bills or brochures for the "Advertising Contest". This year we will give plaques for the four categories and one for the over all winner.

The four categories are as follows: (1) Industrial and Commercial, (2) Real Estate, (3) Farm and Implement and (4) Antiques and Household, in color and in black and white. The entries must have either the words "Member of the NAA" or the NAA emblem and you of course have to be a member of the NAA.

Judges are Charles Cumberlin, Grover Howell, Robert Losey, James Wilson, and also a professional advertising man from the Gold Seal Company, Medora division.

Let's get those entries in and make the committee really work this year!!! See you all in Medora, North Dakota, July 23, 24, 25.

Yours Truly,
Dave Tracy, Chairman
Pavilion, N.Y.

Common Sense in the Auction Business

By Leo Jesion

My topic today is Public Address (P.A.) Systems. The need for a P.A. system is perhaps the only aspect of the business on which I disagree with some of the old timers. Many of them tell me that if you have a good pair of lungs you don't **need** a P.A. system. My answer is that if you have a good pair of lungs, save those lungs and your throat both and use a P.A. system.

Actually, I think with a good many of the profession's older members it's a matter of pride — and justifiably so. Remember — these systems used to be quite expensive and the average auctioneer probably couldn't afford one. They were also bulky and more complicated to set up and use. This is certainly not the case today — they are light, portable, and relatively inexpensive. You may say that you can't afford the added expense, but I don't think that you can afford to be without one. Some auctions last as long as ten hours — some even longer. Are you going to bellow your lungs out without a sound system?

Here are just a few of the advantages a P.A. system offers: (1) It saves your

lungs, throat, and voice box. (Extensive yelling may cause laryngitis. (2) It encourages bidding. People who can't hear what you're selling and what you're asking won't bid. (3) It attracts an audience you might not have had. People driving by are attracted and usually stop. (4) You get and maintain better control of your audience. If the crowd gets too loud, you can turn the volume up. (5) Sometimes you miss a bid on a **minor** item. If you open the bid up again the buyer gets angry; if you don't, the missed bid buyer gets angry. With a mike, however, you can start selling your next item, and 99 per cent of the time, the time and trouble of reopening a bid will have been avoided. (6) A P.A. system makes you look and sound professional.

I can go on and on about the various ways a P.A. system can be used, but neither time nor space will permit it now. Next month I will give two examples of how a P.A. system paid for itself and got me a very good client, and also include the **do not's** with a mike. — Hang in there!

New Hampshire Auctioneers Work To Promote Their Profession

The New Hampshire Network, a member of the Public Broadcasting Service, has been providing a necessary television service to the State of New Hampshire since 1958. The main transmitter, Channel 11, is located in Durham, with additional transmitters at Hanover, Berlin, Littleton, Keene, North Woodstock and North Conway.

Funds are needed to keep the vital work of this television system operating to serve the people of New Hampshire, and one plan to help raise money is to conduct an Auction on May 10, 11, and 12, 1974 which will be televised live from the Granite State Room of the Memorial Union on the University of New Hampshire campus in Durham. Perhaps you are familiar with such TV Auctions, as many are run in metropolitan areas.

The marked difference in the one planned for the New Hampshire Network is that it is hoped the New Hampshire Auctioneers Association will cooperate with NHN in offering the services of its members to do the actual selling on the air, of the donated merchandise. Some merchandise will be sold exclusively to the television audience, who will bid by phone. However, the majority of items will be auctioned off to a live audience bidding in the traditional manner. This is a departure from those stations who rely on politicians, town fathers and the like to do the selling — which is always done in a very unprofessional manner, only to the viewers at home.

As your secretary, I have discussed the possibilities of this with those in charge of the event at the Network, expressing the belief that the New Hampshire Auctioneer Association members would be happy to cooperate in such a worthwhile endeavor — especially to restore the professionalism of auctioneering to such a widely publicized event. I feel that this will help lead other stations throughout the country away from their present methods of selling strictly by telephone, to actual auctions before a live crowd on TV, utilizing the auctioneers in their area. This will give a boost to our profession.

All NHAA members are being sent this letter, as only NHAA members are being asked to participate. We expect that a schedule could be set up whereby each auctioneer might donate two or three hours of his time between the hours of noon and midnight, on one day. Depending on how many will cooperate, he will alternate his selling time with others. The NH TV Auction will be held on a weekend, Friday, Saturday and Sunday, the exact hours determined by how much merchandise is donated.

Can you answer this letter promptly? A self explanatory form with a return envelope is enclosed. If you wish further information, you may contact me at Merrimack, New Hampshire 03054, 424-7400 or Suzann Smart at the New Hampshire TV Auction, Box 639, Durham, New Hampshire 03824, 862-1954.

Let's make this an auctioneering event the state will always remember — at the same time helping a very worthwhile organization. I expressed the hope that all auctioneers who participate will donate at least three substantial items of antiques or other merchandise that will insure an interesting TV sale, and good money for the New Hampshire Network.

EDITOR'S NOTE: Are you doing all you can to promote your profession? Is your State Association working on some project to promote the auction method of selling. The above was sent in letter form to all New Hampshire Auctioneers Association members for just such a purpose. We think this is an excellent idea for state and local auctioneers. We hope George Michael, Secretary of the New Hampshire Auctioneers Association will send a follow up on this idea, and the success they had in New Hampshire.

ANGER

Anyone can become angry — that is easy; but to be angry with the right person, to the right degree, at the right time, for the right purpose, and in the right way — that is not within everybody's power and is not easy.—Aristotle.

AUCTION --

A Way of Life

**By Sallie Holway,
Lancaster, Ky.**

Auctioneers! Arnold, Hammonds and Napier, Lancaster, Kentucky: “. . . All right on a good 165 Massey Ferguson tractor in good condition . . . even got a radio — turn it on, Ray, beautiful piece of equipment in perfect shape — good tires, how much for the tractor- I’m bid 3,000, do you want’um at 3,500? I’m bid 3,500 on the big red machine will you give 4,000 for it? Do you want’um at 4,000, I’m bid 4,500, I’m bid 4,600 now 4,700, I’m bid 4,700 will you give 4,800 for it — thank you sir. I’m bid 4,800, do you want’um at 4,900, I’m bid 4,900, I’m bid 4,950 dollars will you give 5,000 for it? Do you want’um at 5,000 dollars, all in — all done — Sold! for \$4,950.”

So goes the auction in Lincoln County, Kentucky. And so goes the auctioneer, Lonnie Napier, ten gallon-hatted and baseball-batted (minature, it’s his good luck charm), chanting “the sweetest music” he’s ever heard — the chant of



Before the day is over this gentleman may own this stove, and so just in case he is checking it out before hand.



Shown above . . . “Ten-gallon hatted and baseball batted,” Napier, Arnold and Hammonds, and next week they will be somewhere else selling something else.

the auctioneer. Standing head-to-head and toe-to-toe with the crowd, partners Ray Hammonds and Cecil Arnold, also in ten-gallon hats, catch the bids on the “big red machine.”

Offered at absolute auction were farm machinery and equipment — tractors, cyclone seed sowers, and, as the hand-bills read, “other items too numerous to mention”, including a 3010 diesel-powered tractor (complete with power steering, power brakes, and “even got a radio”). Farmers from neighboring Kentucky counties huddled together in the icy weather as the auctioneers sold piece by piece and chant by chant the appointed collection. It was a good sale, including the “pigs in poke”, which must have been the “items too numerous to mention”. They were good bidders — the



Farmers from miles around attended the Poynter auction in Lincoln County, Kentucky.

men who work the land. They were there with one purpose; they knew what they wanted, and why, and at what price.

When it was all over, Calvin Poynter thanked the three auctioneers and promised to "remember them in his will". They said they'd settle for a steak dinner. It was a good sale.

This is the auction — the quick, the colorful, the exciting, the competitive, the dramatic method of sale. And, by far, the most fascinating. From the time of the Romans, and introduced into the American colonies by European merchants and tradesmen, the auction has become a way of life. Its practitioner, the auctioneer, is a master of the fast sell.

Consider the Lancaster, Kentucky, trio of Cecil Arnold, the businessman, Ray Hammonds, the athlete, and Lonnie Napier, the politician. One chants while the other two, "minding the crowd", pull in the bids and aim for the high dollar. The two-year old team makes it hard to believe that the investment involves anything more than just watching a good show. They know when to clown and when to stop, when to reap and when to sow; and when it's all over it's been good.

Cecil Arnold, founding father of the Arnold, Hammonds & Napier firm had farmed in Camp Dick Robinson, Ky., most of his young life. Graduated from Camp Dick Robinson High School and

spent four years in the service, including a year in Heidelberg, Germany, with the 3rd Army Police Battalion. He came to Lancaster in 1949 to own and operate a small grocery store.

Arnold entered the insurance business in 1954 and began clerking auctions in '55. He formed his own real estate business in '57, and graduated from the Missouri School of Auctioneering in 1961. After his year of apprenticeship, he became a licensed auctioneer. He operated his real estate and auctioneering firm alone until combining forces with Hammonds and Napier in 1972 to form the firm of Arnold, Hammonds and Napier in Lancaster.

He is a member of the state and national boards of Auctioneers and Realtors, past president of the Dix River Board of Realtors, and president of the local Rotary Club. He is the past president of the Kentucky Association of Mutual Insurance Agents and holds the post of Kentucky director of the National Board of Mutual Insurance Agents Association.

Lonnie Napier began life in the rural Cartersville section of Garrard County. He walked five miles daily to and from school and helped with the family farm and general store. He was the first alumnus of his one-room school house to graduate from the Paint Lick Kentucky

High School. Still hustling, Lonnie arrived in Lancaster in 1969 to own and operate his own barber shop. He captured the record (which he still holds) for being the youngest member of Garrard County's Fiscal Court and carried all Garrard precincts in his bid for State Representative in 1971.

He is a graduate of the Nashville School of Auctioneering, and was licensed in 1971. Napier joined Cecil Arnold in 1972.

Napier is a member of the state and national Real Estate and Auctioneers Association, Vice-President of the Dix River Board of Realtors, member of the Garrard County Chamber of Commerce and 1974 Heart Fund Chairman in Garrard County.

Call it coincidence or the sign of the zodiac, Ray Hammonds and Lonnie Napier are the "Gemini Twins". They were born on May 24th, in the Cartersville area of Garrard County under the sign of Gemini. (The Twins). They graduated on the same day from the Paint Lick High School, became partners in the real estate and auctioneering firm, and to-

gether founded the Garrard County News, Garrard County's second news publication.

Ray Hammonds whirlwinded into Lancaster as Garrard County High School baseball coach, assistant basketball coach and taught in the Elementary School system. In 1968 he became head basketball coach, remained baseball coach and added football to his coaching duties. He led his basketball team to the regional division of the state tournament for three consecutive years.

Figuring "I can do anything Lonnie can do", Hammonds attended the Nashville School of Auctioneering, was licensed in 1972 and since then has been a full partner in the firm.

He is a member of the state and national Board of Auctioneers and Realtors.

Quick, colorful, exciting, competitive, dramatic are the words to describe central Kentucky's auction and its auctioneers.

Boys don't marry girls on a hundred dollars a week anymore. She has to make at least TWICE that!



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At the last National Convention the past Presidents of the NAA held a meeting and discussed ways in which they could further serve the profession and the organization. They agreed to answer questions directed to them to the best of their ability. Listed in alphabetical order, with their specialities they are:

Walter S. Britten, P.O. Drawer B, Bryan, TX 77803	Purebred livestock
John L. Cummins, 112 N. Church St., Cynthiana, KY 41031	Tobacco - General
J. M. Darbyshire, 353 Hiatt, Wilmington, OH 45177	Real Estate
Morris F. Fannon, R.R. 2, Pennington Gap, VA 24277	Beef cattle, comm. & reg.
Dean W. Fleming, Atkinson, NB 68713	Livestock - Real Estate
Ernest C. Freund, 2624 NE 29th Ct., Ft. Lauderdale, FL 33306	General
Ralph W. Horst, Marion, PA 17235	Farm equip. - Dairy cattle
Grover Howell, 86 Monitor Park, Conroe, TX 77301	Small business
Jim Messersmith, Rt. 3, Jerome, ID 83338	General farm sales
John A. Overton, P.O. Box 4021, Albuquerque, NM 87106	Antiques - Furniture
Robert E. Penfield, Box 111, Bowman, ND 58623	Auction Markets - General
Carman Y. Potter, R.R. 2, Jacksonville, IL 62650	Purebred swine
Foster Sheets, 15 S. Jefferson St., Roanoke, VA 24011	Real Estate
Harris Wilcox, 17 S. Lake Ave., Bergen, NY 14416	Reg. Dairy Cattle
Clyde M. Wilson, Box 234, Greencamp, OH 43322	Furniture - Consignment
B. L. Wooley, P.O. Box 3175, Little Rock, AR 72203	Industrial & Small Business

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SIXTH ROW LEFT TO RIGHT: Joe Teagarden, Ks.; Phil Brazil, Ok.; Rick Randolph, Ks.; Max Stowell, Ks.; Rodney Gungoll, Ok.; Robert Baumeister, Mo.;

Antique Dealer Buys School House for \$8000

MONSON, Mass. — Robert Hopfe, of Ware Road, Palmer, Saturday bought the old Mechanic Street School for \$8,000 at a public auction at the site. Robert E. Chaffee was auctioneer.

About 25 persons were present, but only one other person took part in the bidding. Frank Lobik, of Moulton Hill Road, bid as high as \$7,500.

The new owner, a Sturbridge antique dealer, said he has not decided what to do with the property, but it definitely would not be torn down.

The 62-year-old school, closed about seven years ago, was auctioned by selectmen because it was considered surplus and annual insurance premiums were costly. Vandalism over the years in the old four-room structure also was a factor.

FIRST RAINBOW

A youngster, upon seeing her first rainbow, asked her mother, "Is that an ad for heaven?"

Theft From Auction

Two school teachers at Quincy, Mich., were charged with felonious larceny after being arrested for the theft of antiques. The theft took place during an auction at the Sturgis, Mich., Armory.

Police said one of the men apparently used an assumed name in purchasing items and the two men left the auction with the items while the auction was still in progress.

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| 8. Ringman | |

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

"THANK YOU FROM PENNA"

Pennsylvania had a very successful 25th Anniversary Program. We missed everyone that did not make it. 25 years was a milestone I did not expect to see. But it is a wonderful feeling to see it grow from five members to what we have today. Hubert Post was named "Auctioneer of the Year", George Paich was elected President.

Hope everyone has a fine 1974.

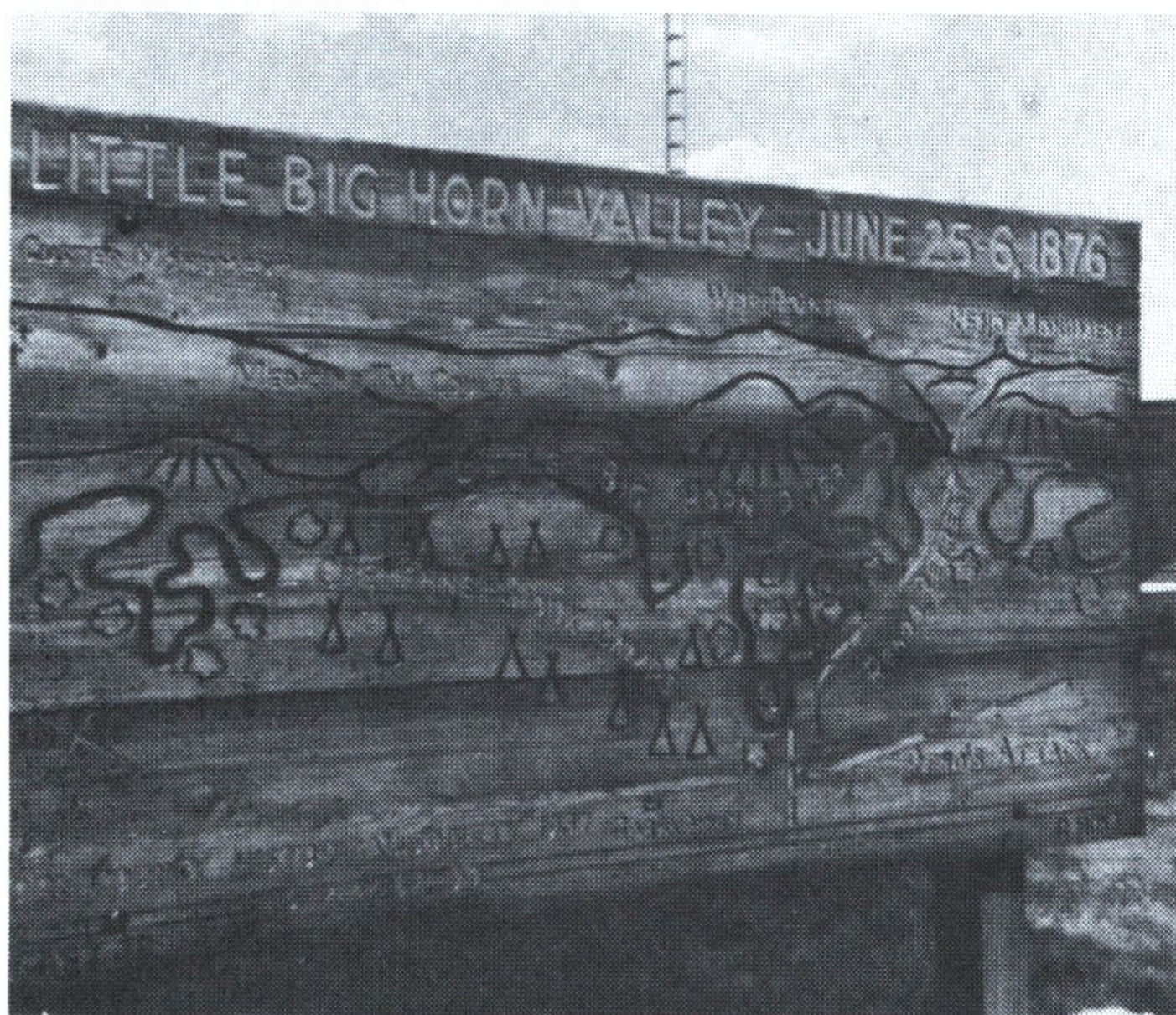
Margaret Berry

Minnesota Farm Land Brings \$1090 Per Acre

One hundred fifty-one acres of farm land was sold at auction for a gross price of \$164,590 by Cols. Don Babbitt, Conger, Minn., and Roy B. Johnson, Buffalo Center, Ia. Per acre price, \$1,090, is thought to be a record in the area for strictly unimproved agricultural land.

This farm was in the Albert Lea area, in Minnesota, just five miles from the Iowa state line. Seller was Edgar Schoenrock and the buyer was David Drescher.

Enroute to Medora



Traveling through southeastern Montana on your way to the National Auctioneer's Convention in Medora, you are driving down the historical old cavalry trails of historical America. In the valley of the Little Big Horn River, stands the battlefield on which forces of Gen. George A. Custer engaged several thousand Sioux and Cheyenne Warriors in a conflict that has been relived in historical debates and fictional encounters. Major Reno, with a force of some 150 men, attacked the biggest Indian encampment ever known. Gen. George Custer, with five troops of US 7th Cavalry, either tried to flank the village or prevent a retreat by the Indians. Which ever the case, Gen. Custer, with some 260 men died in a fruitless but heroic struggle. You may see the battefield in the same setting as it was on that hot day in 1876.



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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. \$ 6.00
Ladies' Square Face Watch with Swede Band	Ea. \$ 6.00
Men's Deluxe Water Proof Watch with Band	Ea. \$ 6.00
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$10.00
Ladies' HELBROS Dress Watch—Deluxe	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$ 9.00
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. Swede Band	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$11.00
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$25.00
HILTON Ladies' 4 Diamond Dress Watch	Ea. \$18.50
Men's Deluxe DIGITAL Watch with Band	Ea. \$ 8.00
Ladies' HEART SHAPED DRESS WATCH	
Gold or Silver	Ea. \$ 7.50
Match Main Ring Set—12 in 1	Doz. \$24.00
Men's Waltham Electric Watch—Waterproof	Ea. \$25.00
Spray Perfume, Boxed—1000 Sprays	Doz. \$ 3.25
French Collection D'or Perfume—6 Pc. Set	Per Set \$ 2.75
TIFFANY Perfume—2 oz.—Gift Boxed	Doz. \$12.00
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$12.00
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2-oz. Men's RUSSIAN LEATHER	Doz. \$ 3.00
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Trucker's Cowhide Wallet with 5 Compartments	Doz. \$20.00
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BOREALIS, Ass't. Colors	Doz. \$18.00
AURORA BOREALIS ACORN Necklace	Doz. \$ 6.90
AURORA BOREALIS HEART Pendant	Doz. \$ 7.20
Lucite Med Rings, Multi-Color	Ea. \$ 1.25

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BTL. OPNR.	
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
7-Speed Blender—PROCTOR-SILEX Heavy Duty	Ea. \$ 9.50
Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea. \$ 5.90
Electric Mixer on Stand with Bowl	Ea. \$ 9.50
MIRRO Automatic Perk—8 Cups	Ea. \$ 3.90
10-pc. Hard TEFLON—II Set—NAME BRAND	Set \$ 7.50
7-pc. Hard TEFLON—II Set—in Avocado Only	Set \$ 9.00
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Small Floral Pitcher & Bowl Set	Doz. Sets \$ 7.20
Musical Beer Stein—Large Size	Ea. \$ 3.90
19-pc. Decorated Handle—Sheffield, England Cutlery Set	Set \$ 6.50
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
5-pc. Kitchen Knife Set—in Wooden Display Rack	Set \$ 2.00
21-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$18.00
14-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$ 7.50
Beautiful Ass't. Kitchen Cloths	Doz. \$30.00
Antique Style Smokers Stand	Ea. \$ 7.00
Gold 50 pc. Flatware	\$25.50
2 pc. Deluxe Chef Master Knife Set	Ea. \$ 3.30

TOOLS

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ALL COPPER WIRE	Doz. \$16.00
100 ft. Drop Cords All Copper Wire	Ea. \$ 2.50
7 1/4" ELECTRIC SAW — BY RAM	Ea. \$14.50
11-pc. Industrial Open End or Box Wrench Set	Set \$ 6.50
8-pc. Heavy Duty Open End Wrench Set in Cils	Set \$ 3.50
7-pc. Irwin Screwdriver Set	Per Set \$2.25
7 1/4" Black and Decker Electric Saw	Ea. \$18.50
15" Deluxe Tool Box with All Metal Tray	Ea. \$ 2.90
Deluxe Carded Wrench Key Chain—Hot Seller	Doz. \$ 2.50
29-pc. BLUE TEMPER Drill Bit Set	Set \$ 3.90
2 Blade Knife — American-Made	Doz. \$ 4.80

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Cartoon Characters Novelty Radios	Ea. \$ 6.00

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DELUXE CARDED SPONGES—12 PER CARD	\$1.00
45-pc. Dinnerware SET — Unbreakable	Set \$ 4.80
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Men's Deluxe Tee Shirts—Top Quality	Doz. \$ 4.50
Cannon Towels—Giant Size	Doz. \$ 6.00
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Matching Umbrella and Bag Set	Doz. Sets \$15.00
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(10x50) Binoculars with Leather Carrying Case	Set \$19.50
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Fisherman's Delight	per set \$3.90
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The month of March comes with regret,
It brings the day we can never forget.
A heart of gold stopped beating.
God broke our hearts to prove to us,
He only takes the best.

Margaret Berry,
and Family.



Artie Baldwin, Denver, received a plaque from the Colorado Auctioneers Association in recognition of her many years of faithful and devoted service to the organization. NAA's Bernie Hart shares her joy and excitement of this fine gesture.

Auctioneer's Son Dies

Col. and Mrs. Bill Jones, Pickett, Wis., were saddened during the holiday season by the death of their son resulting from an auto accident. Young Jones was killed just the day before his sister was married.

The Jones' have attended a good many NAA conventions and their many friends throughout the country extend their condolences.

NOT EASY

How can a man keep his chin up when his wife keeps his nose to the grindstone all the time?

SEARCH

A six-year got separated from his mother in a large supermarket. He walked down the aisles anxiously calling, "Gloria! Gloria!"

She found him soon enough and admonished him for making such a commotion. "Besides, you shouldn't be calling me Gloria. I'm Mother to you."

"I know, Mother," he explained, "but this store is full of mothers."

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SEMINAR PROGRAM — 1974

The 1974 "Seminar Program" sponsored by the National Auctioneers Association, is now history. Ninety-one members took advantage of this extraordinary learning experience at either Chicago or Las Vegas.

Subjects included "Real Estate at Auction", and this section was led by veteran auctioneers, Delbert Winchester, Enid, Oklahoma, and Alfred Traidman, Philadelphia, Pennsylvania. Mike Gordon, Chicago, and Brad Wooley, Little Rock, led the seminars on "Small Business Liquidations", and Garth Wilber, Bronson, Michigan, was in charge of the "Furniture Consignment Sale" division. On each of the three days at both locations Freddie Chandler, Chariton, Iowa, had a class on "Bid Calling and Voice Analysis".

Nearly all of those who attended the 1974 Program were elated with the training they received. We are publishing copies of letters we have received from some of the registrants. And on following pages you will see pictures of the seminars in action.

A committee is already at work on the next Seminar Program. We would like comments from you, the membership, in regard to the subjects in which you would be interested. Please write your comments and suggestions to: NAA Seminar Program, 135 Lakewood Drive, Lincoln, Nebraska 68510.

Following are those who registered for one or more subjects at the 1974 Seminars. If an asterisk appears before their name it indicates they also participated in the 1973 Seminar.

*Ahrens, Edward, Staunton, Ill.
 *Bambeck, Herb, Dover, Ohio
 Barta, Leo, Lisle, Ill.
 *Bilodeau, Douglas, Sunderland, Mass.
 Blin, Ed, Marengo, Ill.
 Boswell, Jim, Unionville, Penn.
 *Brewer, Dick, Mt. Hope, Kans.
 Brown, John, Shelby, Mo.
 Butman, Dale, Pipestone, Minn.
 Campbell, Shan, Fairfield, Iowa
 Christensen, Albert, Pawnee City, Nebr.
 Christensen, Carolyn, Pawnee City, Nebr.
 Cowser, Gail, Glasford, Ill.
 *Croddy, G. W., Madison, Ind.
 Dilgard, Byron E., Ashland, Ohio
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*Dykema, Clayton, Morrison, Ill.
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To All NAA Members:

During my many years in industrial sales and top management, I attended countless meetings, seminars, and lectures all over the U.S. Few were worth the time, effort, and monetary costs of being away from one's business. Conse-

quently, I sent in my reservation for the three day NAA Educational Seminars in Chicago with some reluctance.

To say that I was exceedingly pleased with these meetings would only be putting it mildly. Each of the instructors was superb in his professional and exhaustive coverage of his subject. All are currently active in their respective fields and spoke with the confidence and authority of long experience. The notes taken by most attendees were copious and were reinforced by the many samples and exhibits offered.

In addition, each of the instructors made himself available after the formal meetings for small informal group and individual conferences. In this way, many additional questions were fully explored and answered. Throughout the meetings, no question was too trivial to be heard, and at no time was any question ridiculed. The other men and women who attended also gave freely of their experience. The constant interchange of information was most productive.

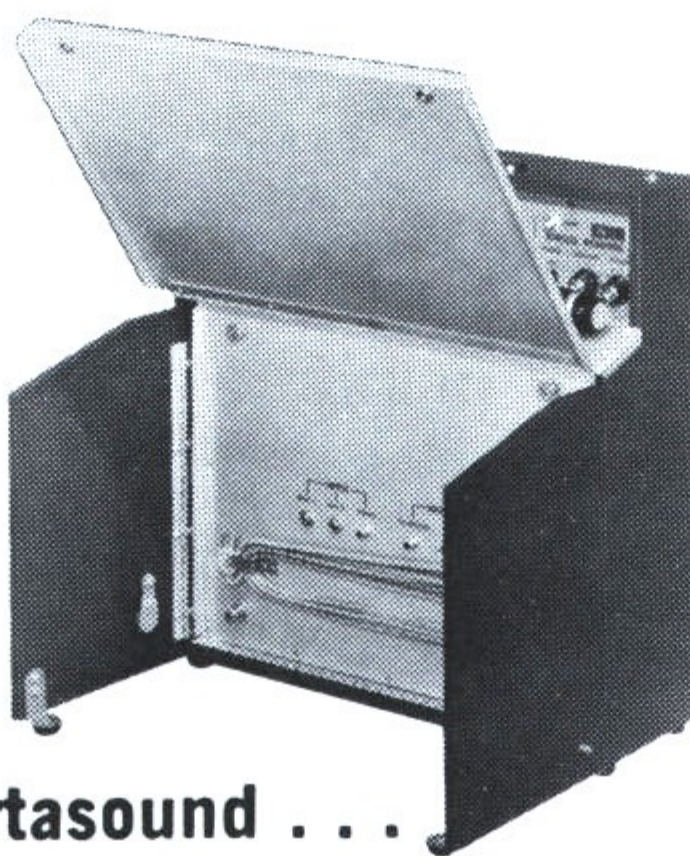
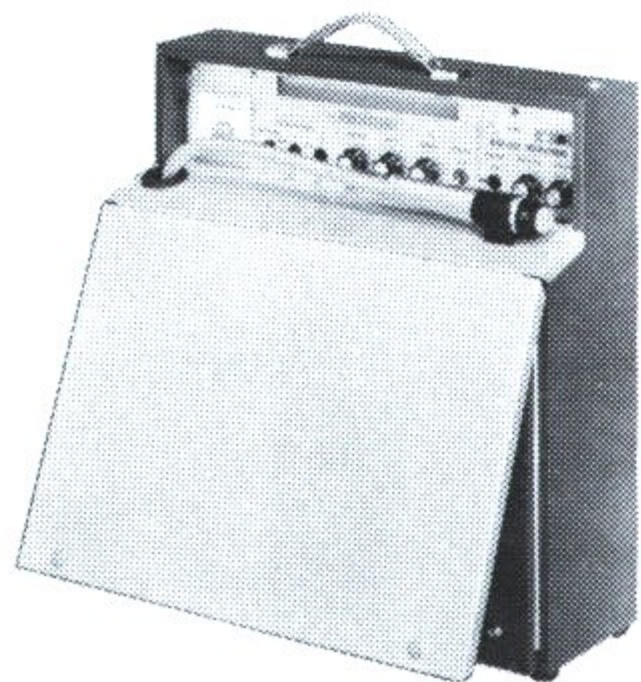
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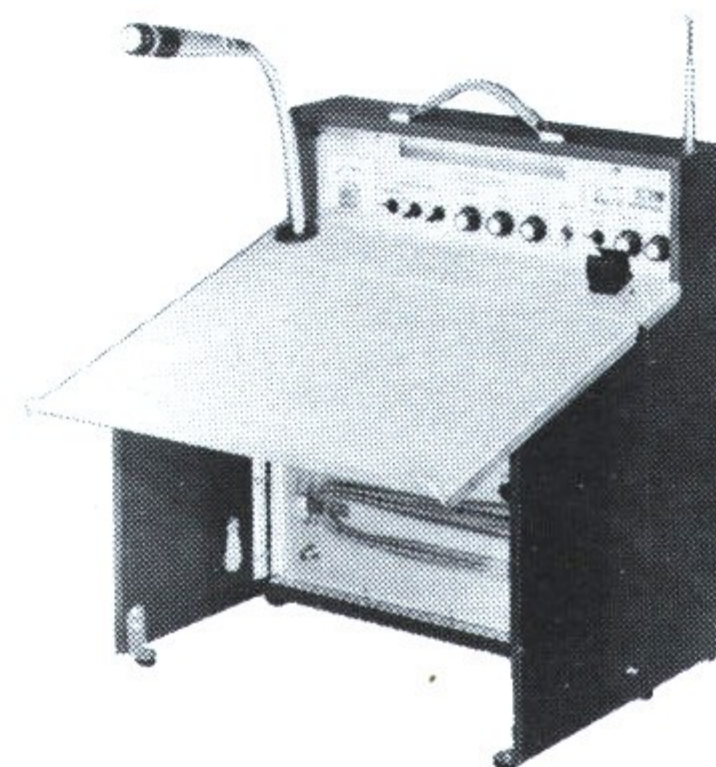
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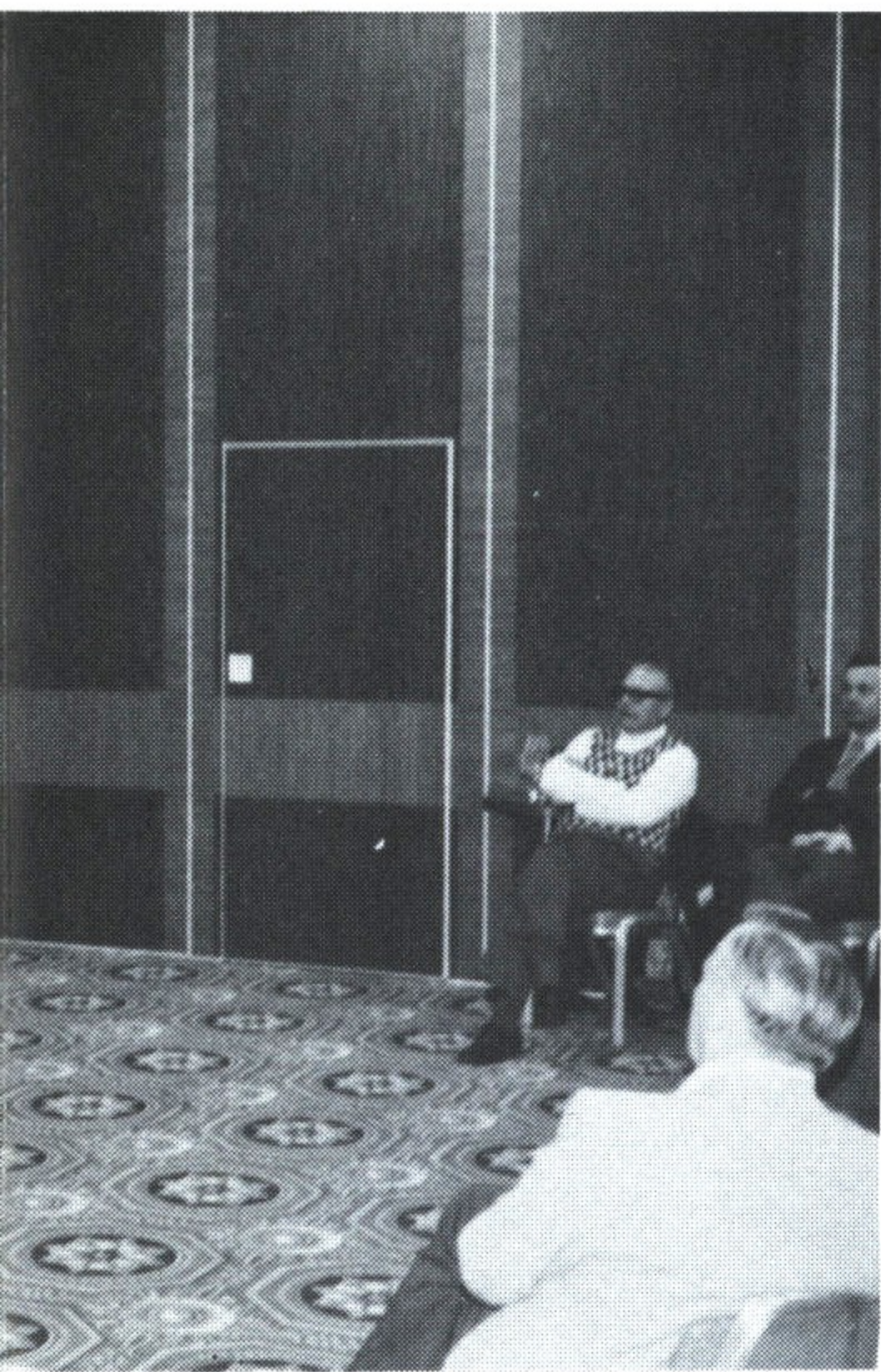
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19

SEMI





74 NARS



Dunning, Bernie Hart, and a host of others.

I was so pleased with the Chicago meeting, that I took time I did not have, to ALSO ATTEND a full day of the Las Vegas meeting the following week. There I learned even more in my prime area of interest.

You may be sure that when the next seminars are announced, I will get my reservation in early. The plaudits now being given these recent seminars by those who attended from all over the country will insure a capacity crowd.

My hearty thanks to all who made these meetings possible and so successful.

Sincerely yours,
Gene Schobinger
Los Altos, Calif.

Dear Bernie:

Just a few lines to say that in my opinion the three day seminar in Las Vegas was a giant learning experience and certainly a must for anyone that would want to progress aggressively in the auction field.

Even though each class specialized in a certain field, there was ample informa-

tion obtained that was applicable to other phases of our business. Having two instructors for one class was an asset. It proved that the basic system is excellent. However, you have to adjust to each area's situations and clientele.

I thought all of the instructors did a very good job in unselfishly sharing their knowledge and experience with everyone.

Yes, I would go out of my way to attend a seminar whenever possible. What an inspiration!!

Respectfully,
Don M. Johnson
Eureka, Calif.

Dear Bernie:

Just a friendly note to tell you that we thoroughly enjoyed our first contact with the NAA. I thought the Seminar was well organized and staffed with really top notch people. The idea of a central clearing house for buying merchandise is an excellent thought and I would want to participate when you are able to get it started. Again, I would like to express my appreciation for the excellent seminar you presented at Las Vegas.

Sincerely,
John W. Eubanks, Sr.
Port Hueneme, Calif.

Dear Bernie:

I wish to thank you for the effort you put forth to make a good seminar in Las Vegas. I realize with your busy schedule that the seminar was a sacrifice on your part. Thanks again and I hope such seminars can become a part of the NAA activities.

Yours truly,
Howard Roland
Grand Junction, Colo.

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Vintage Rail Coaches Auctioned

By **EDWARD C. BURKS**

FLEMINGTON, N.J. — Four vintage railroad coaches that knew the splendor of the high noon of the American passenger train were sold at auction here for a total of \$20,800 and will begin new careers of luxury on both sides of the country.

The old coaches are scheduled for complete refurbishing by their new owners, one to serve as a "gay nineties family pub" in the state of Washington, two to form a twin bar-restaurant combination either in New Jersey or Connecticut, and the fourth to become a handsomely restored business car complete with observation platform for a South Jersey museum near Mays Landing in Atlantic County.

But it was hard going for the auctioneer, Elwood Heller, as he mopped his brow in the 92-degree heat and looked around in the crowd of 50 to 75 onlookers for a bidder. There was only one bidder for each of the four cars sold and all of them went at the minimum acceptable bid, except one that brought an extra \$500.

Gazing at the sweating, fidgety crowd, Mr. Heller remarked: "I can't tell whether you're swatting flies or raising your hand for a bid."

The sale took place adjacent to the tracks of the steam-powered Black River & Western Excursion Railroad, which operates from here on weekends over a 12-mile route.

The auction was the idea of Alfred M. Coleman, a 25-year-old railroad buff and entrepreneur from Bethpage, L.I., who expressed disappointment that three other coaches with higher price tags attracted no bids at all.

The first car sold was a steel day coach built about the time of World War I and used until recently as a commuter car on the Jersey Central.

Ray Johnson, a Seattle businessman resplendent in flourishing mustache, red shirt and red pants, got the car without competition for \$8,500. He said that he and a partner would probably spend three to four times the purchase price in fitting it out as a roadside tavern not far from Interstate Highway 5 south of Seattle.

As an old-fashioned "family tavern," it will feature beer and root beer, a player piano and probably a banjo player. He

IN UNITY THERE IS STRENGTH

seemed to have no worries about transporting the car by rail to the Pacific and said, "if they can't move it by rail I'll put it on a ship and take it around the Horn."

Jory Levine, representative of a motel and restaurant operation near Somerville, bought a pair of Black River & Western surplus coaches originally built in the nineteen-thirties for the Erie Railroad.

Mr. Levine bought the first bright-green car for the minimum price of \$4,500, and then got carried away by the auctioneer's spiel and made his bid on a second car, again without competition, while Mr. Heller was calling out, "Five, five, five, five, five thousand." Suddenly Mr. Heller announced, "You're the proud owner at \$5,000."

Had he waited for Mr. Heller to reduce the bid, Mr. Levine could have got the car for the minimum price of \$4,500. He said that the two cars would be used as a twin operation bar and restaurant in either New Jersey or Connecticut.

The last sale was made with Mr. Heller holding forth on the old-fashioned observation platform or "back porch" of a 1914 Pennsylvania Railroad business car used by the road's presidents in decades gone by.

Richard Collins, operator of Uncle Dick's Museum at Scullville, N.J., seven miles from Mays Landing on Route 559, was happy to grab up the old yellow car for the minimum price of \$2,800.



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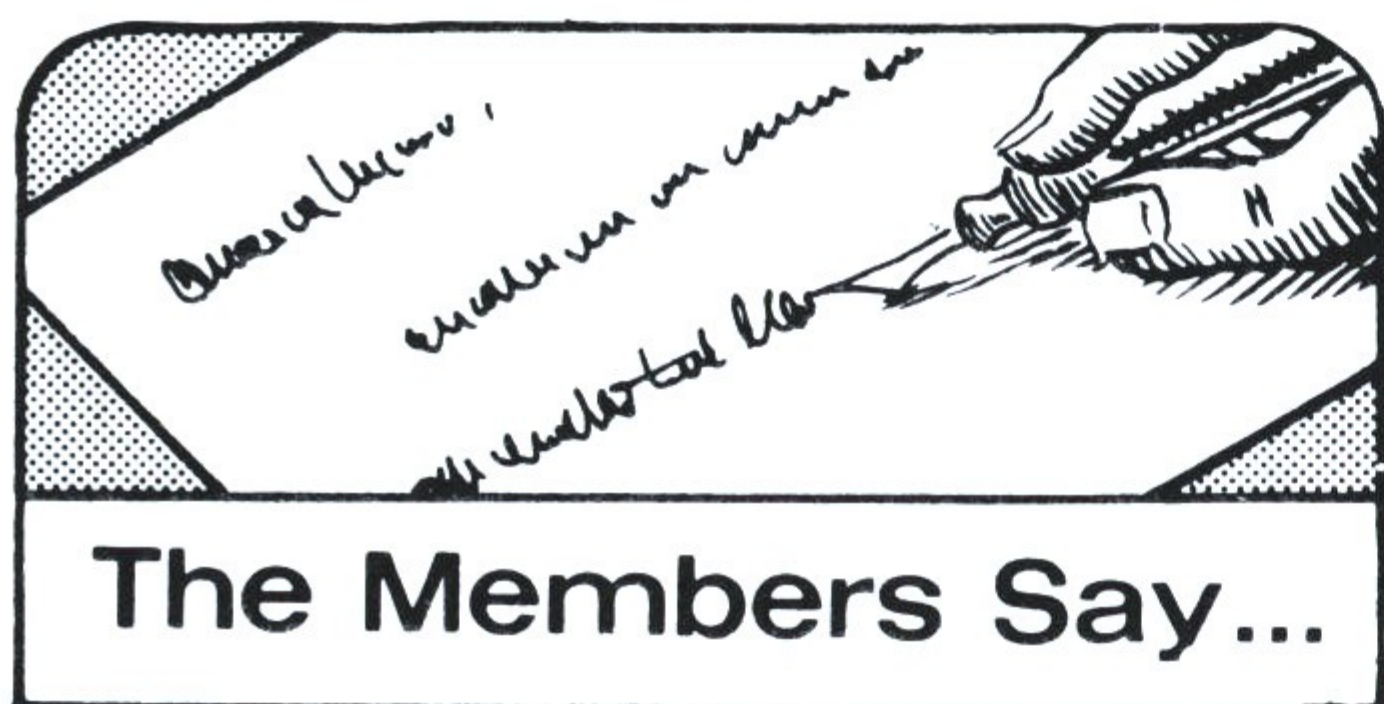
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 Col. Jerry Brooks—Clear Creek, Ontario
 Col. Bob Crockett—Glenburnie
 Col. Bob Dyck—Ft. Macleod, Alberta
 Col. Harold P. Higgins—
 Huntington, Quebec
 Col. Ken Hurlburt—Ft. MacLeod, Alta.
 Col. Ross H. Kemp—Stratford, Ont.
 Col. Ralph C. Neely—London, Ont.
 Col. H. James Smith—Edson, Alberta
 Ladies Auxiliary to the NAA



Dear Bernie:

It is Sunday afternoon and I am home for the weekend from the 1974 Session of the Indiana General Assembly. It is a dreary foggy day and I am going through my past week's mail, and ran across the January issue of "The Auctioneer". Glancing through the issue I was saddened and emotionally moved by the article "Homer Pollock Suffers Fatal Heart Attack". Then the article mentions that this seizure came while he was working with the winter class of the Reppert School. This immediately brought back memories and points that I remembered from the Class of 1951 that I was a member of. Three instructors that impressed me and probably gave me the confidence and drive that was necessary to be a professional auctioneer were Col. Guy Pettit, from Bloomfield, Iowa, Homer Pollock, from Van Wert, Ohio, and Ray Elliott, of Portland, Ind. I felt then and still feel that any student auctioneer that had the opportunity to listen to their logic and philosophy of the auction business just had to have been rewarded many times over.

I feel a bit ashamed and negligent for not thanking all of the officers and members of the NAA sooner, for the wonderful plaque recognizing three years as a Director of the National Auctioneers Association. The past 22 years as a member of the association and especially the three years I served as National Director have been enjoyable and educational. In fact, I give much credit to achieving the goal of Indiana State Senator to the auction profession and the association with the membership in the National.

The past 14 months serving as a State Senator has been very challenging and interesting. Regardless of some of the bad publicity on the National level, I feel honored to serve in State Government and will continue to do the best job I can for the people of Indiana. Besides being State Senator I have had two important State Appointments bestowed on me by

Indiana State Governor, Otis Bowen. I am the Governor's appointee to the Northwest Planning Commission and just recently I was appointed by the Governor to be a member of the Indiana State Traffic Safety Advisory Committee.

I have not neglected the auction business and in fact when I am not in session with the General Assembly I am working auctions. My son, Rick, has been in the business for the past two years and does a top notch job of auctioneering. He handles the weekly livestock sale for the Lowell Livestock Auction Inc., when I am away and we both work the farm auction and other personal property auctions together. In fact, we had the biggest farm sale of the season just yesterday. Sold a \$68,000.00 farm sale with a IHC 1066 Turbo Diesel tractor selling for \$15,000.00 complete with weights and duals (the highest priced tractor sold at auction this year in the area). The auction profession has been good to the Niemeyer family and we intend to treat it with the respect and high standards that make success.

Sincerely yours,
Ernie Niemeyer
Lowell, Ind.

Dear Col. Bernie:

Just a note to let you know that I have been getting THE AUCTIONEER for twenty years which I have enjoyed very much. It has been very informative as well as many of the articles were instructive.

The thing that I shall miss is the articles by the late Pop Hess for it was those that I would read first.

This man, to me, was an auctioneers' auctioneer with his down to earth writings of which the country today needs so badly. I am sure that he is going to be missed by many for he had so much to offer. I for one shall miss him.

Sincerely,
George A. Martin
East Lebanon, Maine

Dear Mr. Hart:

Hope you and your family had a nice holiday season. It was pretty good here. We have received some replacement adding machines and other supplies that we really need. We lost our home and office in a fire. The only thing we had left were the clothes we were wearing at the time.

Would it be possible to get a new mem-

bership certificate for 1973-74. Also back issues of "The Auctioneer". This should be a good auction year for us judging from the inquiries and bookings for future dates. We would like to thank some of our local auctioneers for their kindness and generosity after the fire.

Sincerely,
George Felten
Madison, Wisc.

Dear Sirs:

I am sure you would like to know when one of your members perform a rather outstanding Charitable service. Col. Fred Quick, Aurora, Ill., enjoys the gratitude of hundreds of children who have and will benefit from the research of cardiovascular heart disease done at Cook County Hospital.

In 1972 and 1973 he was our auctioneer for our antique benefit . . . today, he offered to be auctioneer for a third time . . . this time a Prisoner artist (Illinois) auction to again benefit Children's Heart Research.

We thought you would like to know that you have a "great guy" like Fred Quick in your group.

I am enclosing our current annual report which might be of interest to you.

Yours Very truly,
Paul Francis
Children's Heart Research
Foundation

Dear Bernie:

Bernice and I were shocked and saddened to learn of the death of Homer Pollock. We have considered Homer and Gertrude as two of our finest friends since the early days of our association. His death is a great loss to our profession.

And now comes the news of the death of Charles Corkle and Ruth Stambler, two more fine people taken from our midst. They will be very much missed when we again gather in July.

Like our good friend, Leon Joy, I can not see why anyone in the auction business would not take an interest in our Association and Conventions. We made our reservations before leaving St. Petersburg. We have attended every one so far and do not want to miss the twenty-fifth. Having known Bob for many years, we know that he will leave no stone unturned in putting a great convention together for us.

Bernice and I plan a trip to California in March to visit my sister. We are going on the train which should save enough gas to take us to Medora.

Am enclosing my dues for NAA and Iowa.

Sincerely Yours,
Wendell Ritchie
Marathon, Iowa

AUCTION

Who would inspect the worn spot of
a rug

Hid by a chair . . . or turn an antique
jug

To find its crack? But now put up for
sale,

The sun lays bare in merciless detail
These flaws a woman's hands and love
once hid.

The sweating auctioneer demands a bid;
The buyers' feet press down a flower
bed

And move among the relics that are
spread

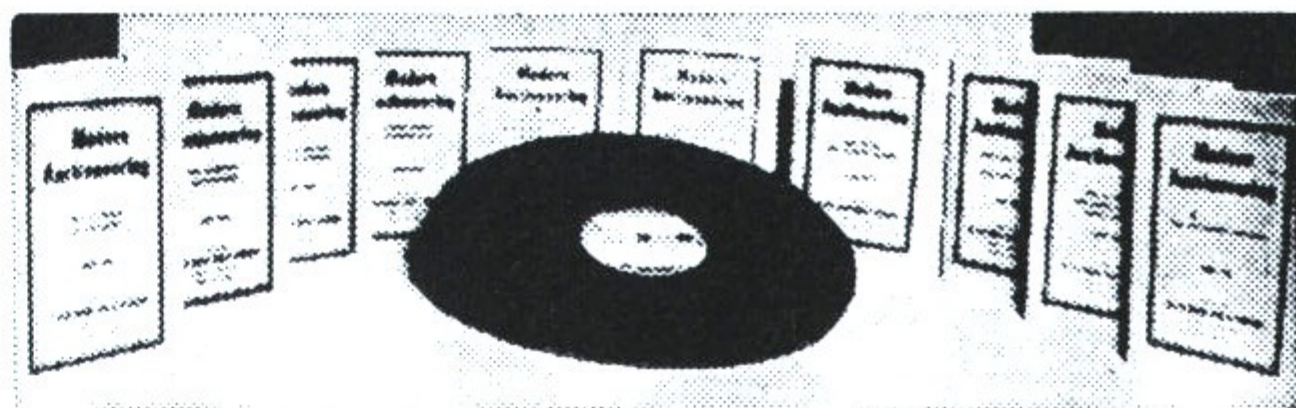
Upon the lawn, their dignity and value
shrunk

To what the buyers look upon as junk.

Mary C. Ferris

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An Auctioneer Appraisal

By Gail Olson Folkers

Daddy had his first auction when I was a young child and I can still vividly recall the excitement of getting him ready to go. It was a farm sale for his cousin. My dad is a self-taught auctioneer. He has always worked with cattle and horses having riding stables during the summer months in our southern Wisconsin area. He also had worked as a ring man in livestock markets; in fact it was during one of these sales that I entered the world and the bidding and auctioneering paused as the late Duffy Leonard announced that "Ringman Willard Olson was the father of a baby girl." Now, he was preparing to launch a career that would invite more and more sales to his call. The day was cold and wintry and my mother and I waited anxiously at home to hear the outcome of the sale which led to other farm, household and livestock market sales.

What I remember best is what I called "the auction circuit." My dad sold at a cattle market for many years in Tomah, Wisconsin. Each Wednesday hundreds of cattle would pass through this ring and my dad auctioneered the complete sale. We drove 120 miles north from our home to this market. As soon as it was over we jumped into our car, my dad would eventually close his eyes and we'd drive 100 miles southwest to a horse market where he would sell from 7:30 or 8:00 at night until 2:00 A.M. or 3:00 A.M. Many times there were from 300 to 500 horses plus tack. Again there would be no break and our drive home was another 70 miles southeast. Upon arriving home I would be able to go to bed, but Daddy had to milk cows, do the farm chores and during the summer months we had two riding stables to manage of approximately 30 horses each. Yes, we had farm and stable help; but somehow like the auction circuit it took my dad's presence to keep things running smoothly.

The two Wednesday sales were not the only auctions my dad embarked upon. He was busy many days and nights and it was not long before long my mother joined forces with him in clerking household sales. During the winter months her hands would get so cold that she kept a handwarmer tucked inside her glove.

My parents donated much of their time and services to benefit sales for churches and clubs. One of the most exciting of these was the county 4-H sale and I'll never forget when I walked into the ring with my milking shorthorn, how I hoped maybe Daddy wouldn't sell her, but like the other cattle she went also.

While I was growing up and going to many of my dad's sales unknown to me so was my husband attending these auctions. When he was about 10, he went to one of my dad's household sales and hoped to buy an iron bank. His allowance of \$2.00 did not quite cover the selling price of \$50.00. His love for auctions has grown along with the rest of us and often I can hear he and my young son in our basement practicing.

I'm happy to say daddy still holds household sales and my mom often clerks them; my husband helps and the first day he did brought back the memory of my dad's first farm sale for his cousin.

It is rewarding to read through "The Auctioneer" magazine and to see my dad's name appear in the Auctioneer Booster Club; it is certainly the sign of a good auctioneer appraisal.

EDITOR'S NOTE: The writer is the daughter of veteran auctioneer and NAA member, Willard Olson, Delavan, Wisconsin.

SAD SYMPHONY

It is only a matter of time before somebody comes up with a cybernetic symphony, but the sad fact is that his best audience will be other computers. At least they won't cough in the middle of the slow movement. — Dave Grayston.

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\$1,200,000.00 inventory includes: Hundreds of living room suites; dinette suites; dining room suites; rocker-recliners; bedroom suites; occasional chairs; mattresses and box springs of all sizes; refrigerators; kitchen ranges; air conditioners; washers, dryers; dish washers; color TV's; lamps; bars and bar stools; china cabinets; hutches; stereos; bunk beds; occasional tables; amounting to approximately 25,000 items.

AUCTIONEER'S NOTE: We are using this ad to reach Auction House operators and Wholesale Dealers because of the large volume of inventory. The majority of the furniture is well-known, name brand, merchandise. All from six months to less than three years old. Most is in good to excellent condition. If you have need for a volume of this type of inventory don't miss this auction. For further information please contact:

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Across The Country

BY BERNARD HART



According to one of the newspapers covering the livestock industry, 118 lots of Blonde d'Aquitaines sold for \$211,200, an average of \$1,790 per lot, in an auction held during the Denver Stock Show. It further stated this was the first "all Blonde" auction sale in North America.

The report caused me to look again at the publication I was reading as I thought it must be some new magazine with respect to feminine charms when the headline referred to "blondes". But on reading farther, I found it was a beef cattle breed, at least the volume buyer was reported as the Calgary Beef Center, Calgary, Alta.

But what interested me most of all was the fact Harold McIlrath, Laurel, Iowa, was the auctioneer at this memorable event. Harold was once a student of mine at the Iowa School of Auctioneering, Ames, Iowa, and it gave me a feeling of personal pride to learn that "someone I knew" received this honor.

Walter Carlson, Trimont, Minn., writes under dateline of February 6, 1974, that it was just exactly 48 years ago that he sold his first auction. For many years Walter was on the teaching staff of the Reppert School of Auctioneering where he specialized in instruction on advertising.

Walter has been a historian much of his life and has made a hobby of collecting and maintaining interesting bits of news. He was first elected to the Martin County (Minn.) Historical Society in 1949 and has been board secretary for the past 15 years. During the past year he has been sharing his gleanings of local news with the area residents. He has maintained a column in the local newspaper in which he has recounted interesting happenings from his files that date back more than 100 years. Walter has a "salty" manner of reporting these happenings that make them doubly interesting to the readers. During the year he had dug up some 2,000 items. He said it only took a few minutes to read each column but an hour in researching each

of the 2,000 happenings.

Following the Minnesota State Convention, Walter sent a note saying he was pleasantly surprised to see Orlin Cordes and myself on the ten o'clock news program of his favorite station. Walter would like to hear from his old friends. Why not write him at Box 272, Trimont, MN 56176. He would enjoy hearing from you.

Just another interesting note regarding our 1974 Seminar Program. Forty-seven per cent of our 1973 seminar registrants attended the 1974 classes. Two others enrolled but cancelled ahead of time or the score would have been over 50%. From the testimonials we have received from the 1974 registrants and going by past history we are assured of 45 or 50 registrants for the next seminar program. Not a very impressive figure when there are more than 3,000 members out there somewhere who should be standing in line for this type education.



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HIGH POINT, NORTH CAROLINA

They sell real estate at auction in Canada, too. Ross Kemp, one of my classmates in auction school, sent me a picture of a six room bungalow, described in the advertising as "humble" that he sold at auction for \$21,350. It was located in Ross' hometown of Stratford, Ontario.

Auctioneers throughout the U.S. are well on their way to another record year. One of the many advantages of being an auctioneer is that a "crisis" helps rather than hurts the auction business. Looking back some 40 or more years I can think of several situations that would classify for the "crisis" heading and everyone benefited the auctioneer. Even during the great depression of the '30s it was the auctioneer who had earning power as well as the means to collect his fee.

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Our government is the potent, the omnipresent teacher. For good or evil it teaches the whole people by its example.
— Justice Louis Brandeis.

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"Living"

Where the Steeple roofs, are on the
house.

Where everything is quiet as a mouse.
That is where I steal away.

With my thoughts I want to stay.

Where we cut the Woodpiles high.
Hoping how soon Winter, will drift by.
When February comes around
Comes the woodchuck from the ground.

Where I awake early in the Morn.
To milk the cows and shuck the Corn.
And every day to look for Spring.
Beautiful flowers and everything.

In the creeks the fish ripple by
And you know that May is standing
nigh,
Just open your eyes and you can see
The birds of Nature in the trees.

Or go walking by the Murmuring brook,
And take with you a fishing hook,
And that is Living my dear friend
As you should have noticed when this
Poem began.

By
Col. A. G. "Dick" Miller
Huntington, W. Va.

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back home.

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The Lighter Side...

PHILOSOPHY

Company had a reputation for being hard on janitors, never being able to keep one. After one old man had been there several years, someone asked him, "How in the world do you manage to get along in this place with so many contrary orders and instructions?"

Old man smiled sweetly and said, "I just put my mind in neutral and let them push me around."

REFERENCE

Marketing manager checking the job references of an applicant for a sales position, asked the man's former employer if he was a steady worker.

"Steady," came the reply, "Why he was practically motionless."

BLESSING

Irishman, down on his luck, was looking for a handout. He sat on the sidewalk and expounded in a most eloquent manner. A well-dressed couple walked by. "May the blessin' of the Lord which brings love and joy and prosperity follow you all the days of your lives," said the beggar. The couple walked on without a pause and the beggar yelled after them: "An' never overtake you!"

CRITIQUE

Young playwright's first play had just opened on Broadway. At a party given in his honor, he noticed a well-know critic was present. Anxious about the success of his play, he couldn't refrain from asking the critic his opinion.

"I found the play refreshing," said the critic, "very refreshing."

"Did you really?" the author asked, surprised and delighted.

"Absolutely," was the reply. "I felt like a new man when I woke up."

FRIENDLY CALL

A prosperous Texas rancher was enjoying a New Year's vacation in Hawaii when the phone operator asked if he would accept a long-distance call collect from a neighbor not noted for his over-

whelming generosity.

"Certainly not," said the vacationer, "but if he wants to pay for the call himself put him on."

The friend thereupon caroled a cheery "hello" and proceeded to gossip for a full 40 minutes. Finally, the vacationer felt he had to say, "I hope you realize this call is costing you a small fortune."

"Think nothing of it," responded the friend. "I'm calling from your house."

VOCABULARY

Vocabulary is an index to a civilization and ours is a disturbed one. That's why so many of the new words deal with war, violence, drugs and racism, and not so many with peace and prosperity. — Clarence L. Barnhart.

BAD FORTUNE

After buying a \$50,000 insurance policy before a plane trip, the traveler stepped on a nearby scale. Out came one of those fortune-telling cards. The message read: "A recent investment may pay big dividends."

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SCHOOL

The mother was having a hard time getting her son to go to school.

"Nobody likes me at school," said the son. "The teachers don't and the kids don't. The superintendent wants to transfer me, the bus drivers hate me, and the custodians have it in for me. I don't want to go."

"You've got to go," insisted the mother. "You're healthy. You have a lot to learn. You've got something to offer others. You are a leader. Besides, you're 49 years old and the principal of the school."

POWER

The power to tax carries with it the power to embarrass and destroy. — Supreme Court of the U.S.

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PATIENCE

In a supermarket, the cart a young man was pushing contained a screaming, yelling, bellowing baby. The young man kept repeating softly, "Don't scream Tommy; don't yell, Tommy; keep calm Tommy."

A woman standing next to him said, "You certainly are to be commended for trying to soothe little Tommy."

"Lady," replied the young man wearily, "I'm Tommy."

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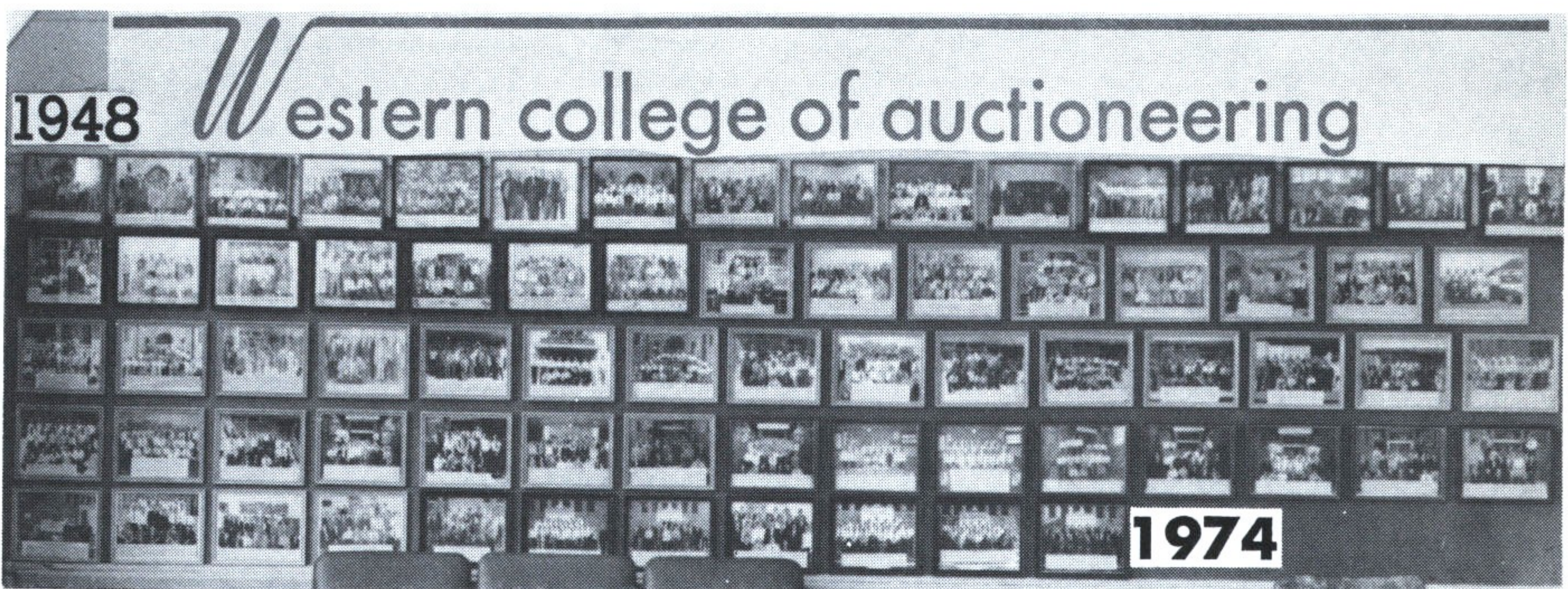
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9,000 Tickets (1/3 White, Green & Card) . . . \$17.50
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STANDARD CLERKING SHEETS . . . Form No. CLS-2

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.

2 part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".

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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".

1,000 Tags \$9.75 5,000 Tags \$42.50

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

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BUYER CARDS . . . Form No. BC-70

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

1,000 Cards \$7.50 2,500 \$17.50 5,000 \$32.50

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.

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

NOTE: No single form or set of forms can fit all situations. Your attorney should advise you in situations not covered by these forms as we can assume no liability for errors, omissions, or local requirements.

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.

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

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.

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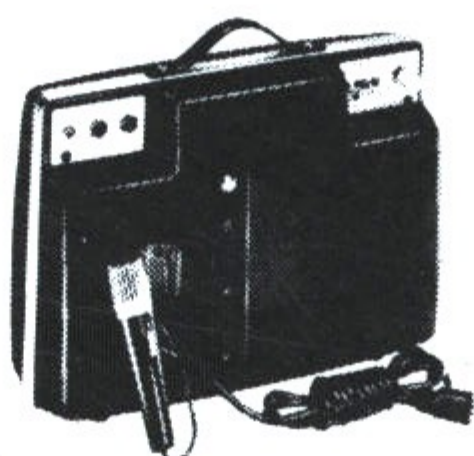


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