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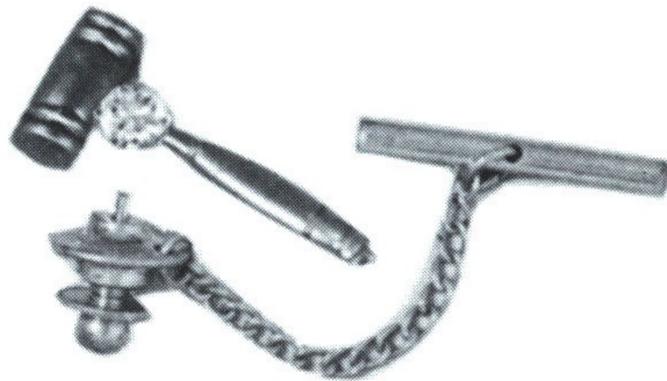
MARCH, 1972

THE **auCTIONeer**





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THE AUCTIONEER

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

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A Board Member Reports on "Education"

By Garth Wilber

Is there a man who can honestly say, "I know all there is to know about my given profession"? Education has to be one of the greatest aims of everyone, therefore this report.

As a National board member, I have been placed on the Promotion and Education Committee, along with two of the brightest young auctioneers I have yet to meet. Both are very dedicated to their chosen profession, and to their job as a director. At the winter meeting on Dec. 28th in New Orleans, these two men, Marty Higgenbotham, Terry Dunning and myself met in my room following an already long day in meetings. We really dug deep to come up with something new to offer the members in the field of education.

We discussed and cussed many avenues, and one them was the possibilities of some type of seminars. Since I first started to write this, it has been brought to my attention that there are some who feel that this would be impossible, and they are entitled to their opinions. I fully realize that the National Convention is, in reality, a seminar of the first quality, but is it the only type possible? I agree that about the only way for a full learning seminar is actual participation in the actual auction. The seminars as such that we discussed were of the type where auctioneers from all over, (hopefully), could attend a large auction of the type they would like to, with the permission of course of the auctioneer handling the auction and actually participate in the preparation, actual sale, and afterwards discuss the entire procedure. This would of course take a lot of work on the part of a few, and might not even get off the floor, but it is worthy of thinking and talking about.

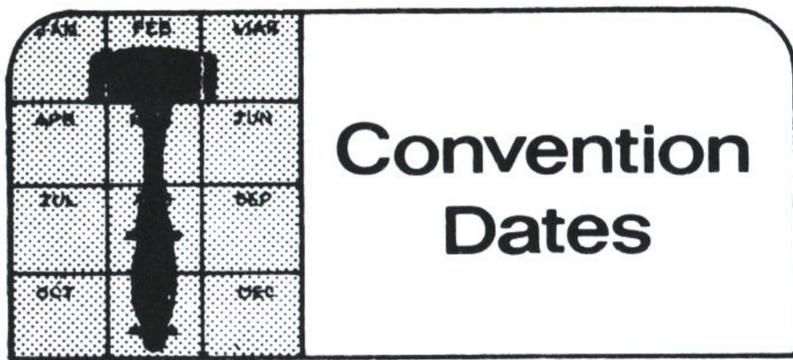
We now have 3,240 members, of which according to some, 3,000 are happy with the way the National is handling its obligations to its members. I wonder if it is the fact that they are happy or just satisfied with letting it stand as such. I feel that the National Association is of the finest calibre and under excellent leadership, and very fortunate to have a man like Bernie Hart handling the work of holding everything and everyone to-

gether. I have always said that until a man has been at least State Secretary, he should not criticize. It is nearly an impossible job to keep everyone contented and must do what is the best for the Association, not just a few.

I also feel that the National should do everything possible to encourage new and renewing members to stay in the fold. Too many members ask what the Association can or will do for them rather than what can they do to help the profession and their fellow auctioneer. Most of the auctioneers that attend the Conventions, are very free with their help to younger Auctioneers, and are to be commended for that. BUT, I still feel that we are not doing all that can be done for the younger man in the profession, and that somewhere lies the answer, or at least some inkling of a program that will do both the job of making a man want to be part of the National Auctioneers Association, and also help raise this same man's ability in the area of auctioneering.

Along this line, I will take it upon myself to state that at the Convention in Dallas, this summer, if anyone wants to talk with this committee about anything along this line, you need only ask and we will be there.

It was stated at the winter meeting that there are reported to be about 40,000 so called auctioneers in the nation, but that only less than 10% are members of the National. Don't ask me where those figures come from as I didn't ask either, but I have to wonder why more do not belong. Some of course, never make it past the first auction, but still leave the shingle hanging out, and some get mad at some officer or director in the Association because they didn't baby them along, and do just what they wanted, but many have never joined. We would like the answer as to why. Is the National lax in getting word to them, or is the approach to them wrong? It can't be the amount of dues, as most of you will agree that the magazine alone is worth the price of the dues. Is it because the members themselves don't take the time and effort to recruit new members, because they don't want their competitors to



- March 11—Louisiana Auctioneers Association - Holiday Inn, Alexandria.
- March 25-26—Kansas Auctioneers Association - Holiday Inn-Plaza, Wichita
- April 9-10—Kentucky Auctioneers Association, Seelbach Hotel, Louisville.
- April 16—Illinois State Auctioneers Association, Jumer's Castle Lodge, Peoria.
- May 6-7—Missouri Auctioneers Association - Ramada Inn, Moberly.
- May 7—Nebraska Auctioneers Association, Albion.
- June 2-3—Texas Auctioneers Association, Austin.
- June 3-4—Auctioneers Association of North Carolina, Holiday Inn, Asheville.
- June 9-10—South Dakota Auctioneers Asn., Chamberlain.
- June 11-12—Minnesota State Auctioneers Association, Slayton.
- June 12—California Auctioneers Association, San Jose.
- June 13-14—Wisconsin Auctioneers Association, Ramada Inn, Madison.
- June 18-19—Tennessee Auctioneers Association, Regency Hyatt House, Knoxville.
- July 27-29—NATIONAL AUCTIONEERS ASSOCIATION, Fairmont Hotel, Dallas.

have the benefits of belonging?

As most of you know, if you do read the magazine, we are trying to get started with the AUCTION LINE, an informative answering service, where anyone can ask questions, either of the membership as a whole, or of any designated person. Questions should be sent to AUCTION LINE, in care of the National offices. I have talked with young auctioneers at meetings that have a lot of questions they would like to have the answers to, but everytime they asked one that was a little silly to the older men, they were laughed at, and would never ask another one.

Again, we of this committee are asking you, the membership, to come for-

ward with ideas of ways and means of offering some worthwhile program for everyone. We know that some things have not been done quite correctly in the past, but at least someone tried.

Hope to see all of you in Dallas this summer and can only say to those of you who have not attended one, that you are the loser in that area. Anyone who goes to a National Auctioneers Convention with the idea of learning and not of having a wild time, can not go home without some new ideas and items that will help him in his profession. Again, if our committee can help you in any way, please ask.

Charity Auction Opens New Automobile Arena

DETROIT — Sam Lafata snipped a bright wide ribbon officially opening his new Aptco Auto Auction in suburban Taylor Township with a charity auction of sporting goods and a Gremlin he donated for charity.

The resulting \$3,100 went to the American Cancer Society. Then the car buying commenced in earnest.

Buyers from as far away as Florida showed up to bid on a 635 car consignment, taking home 383. Among those from distant states was Mel Reid, who operates 166 Auto Auction, Springfield, Mo. Reid predicted a good year for the auction business and the industry. Also on hand was Lafata's competition, Jim Williams, vice-president of Flint Auto Auction.

The new \$1,500,000 auction showplace wasn't completed before Lafata was getting offers to sell out. He declined and the posh new sale opened on schedule.

Louisiana Auctioneers Will Meet March 11

Louisiana auctioneers will meet at the Holiday Inn, Alexandria, March 11, for their annual meeting, according to an announcement by F. E. Fair, the group's Secretary-Treasurer.

Printed programs have been mailed to all members with the request that their wives accompany them. It is hoped that an Auxiliary can be formed. A banquet, name speaker and election of officers highlight the program. All auctioneers are invited.



Here's a collector's item, the first class at the Reppert School of Auctioneering, Decatur, Ind. The late Col. Fred Reppert is the large man in the center of the front row. Immediately behind him and to the left, with his famous smile, is the late Col. Earl Gartin. The late Col. C. B. Drake is immediately back of Col. Gartin. How many more can you identify?

Death Of Col. C. B. "Chet" Drake

Ends Colorful Auction Career

Col. C. B. Drake, Fort Lauderdale, Fla., passed away February 6 at St. Joseph's Hospital in Joliet, Ill. He was 75 years old at the time of his death and had enjoyed a most colorful career as an auctioneer for the past 50 years.

Selling pigeons at the age of ten was his initial experience at auctioneering. After homesteading in North Dakota he attended the first term of the Reppert School of Auctioneering, Decatur, Ind., in January, 1921. He returned to North Dakota where he conducted farm and ranch sales as well as World War I surplus. Later, he moved to Mazon, Illinois, his original home town and sold automobiles while he established his auction business.

In 1927, Col. Drake became an instructor at the Reppert School of Auctioneering and has been on the staff continuously since that time. In fact he had performed his duties at the last December term and was stricken with his fatal illness while visiting his daughter, in Plainfield, Ill., before returning to Florida.

Col. Drake sold all types of auctions and for several years he traveled throughout the United States with Col. Reppert, selling purebred livestock. At one time he was selling most of the Berkshire swine auctions and was also selling other breeds of hogs and cattle. His greatest success came as an automobile auctioneer. He conducted many retail auctions of autos throughout the eastern half of the country before the advent of wholesale auto auctions.

In 1943, Col. Drake established the Decatur Auto Auction at Decatur, Illinois. For many years this was one of the leading wholesale auto markets in the country.

Col. Drake was always a great believer in auctioneers working together for the betterment of their profession. The Illinois State Auctioneers Association and the National Auto Auction Protective Association were formed in the Drake home, in Decatur. Col. Drake was the first president of the latter, the organization now known as the National Auto



Auction Association. He was a Charter Member of the National Society of Auctioneers and one of the group who met in Pittsburgh, in 1949, to organize the National Auctioneers Association.

He hosted the 1951 National Auctioneers Convention in his home town of Decatur, Ill., and served as the organization's President in 1955-56. He was also a past president of the Illinois State Auctioneers Association. After moving to Florida in 1966, he was active in the Florida Auctioneers Association, was a Charter Member and served on the Board of Directors.

Col. Drake's one ambitious dream for the National Auctioneers Association was fulfilled when he took part in the dedication ceremonies of the new home in Lincoln, last July. His family has requested that memorials be sent to the NAA Building Fund.

Survivors include a son, W. P. "Bud" Drake, Decatur, Ill., nationally known automobile auctioneer, a daughter, Mrs. Louis Madison, Plainfield, Ill., seven grandchildren and three great grandchildren.

Instant Confidence

By Grover Howell

These are push button times and our demands are often met in an instant. We have instant coffee for one thing and products from orange juice to frozen vegetables to frozen dinners. Things that slide from the refrigerator to table to our plates almost constantly.

"Instant" is a key twentieth-century word: We save time and energy if we are in tune with the miracles of modern industry and almost everyone is.

Flick the switch of your television set, and in seconds you see pictures of the war, the riots, the disasters, the public figures which make the daily newspaper headlines in our dramatic world, or watch a movie for enjoyment.

Push another button and music fills your room in an instant.

Many people are skeptical of the benefits of all the "instant mechanisms" they wonder if this "progress" is really repression. I think all of us at one time or other question the too-packaged, too-glide, too-instant quality of some of our super-civilized "comforts".

What I would like to talk about for a few minutes is instant confidence. This quality is something we all need, no matter who we are, no matter what our age and our status in life.

It is an inner fire, a quick-flowing sureness that can make our hearts sing, building the positive habits that will flow smoothly into fresh, crisp living.

We all have instant confidence within us waiting to be used. In our lives we have known failures, successes, and mixed experiences. If we minimize the failures, resolving to rise above them and make a habit of drawing upon the confidence of past successes, seeing them in our minds, tasting them again and again, humbly, not boastfully, self-confidence becomes second nature to us, a treasure waiting to be tapped the instant we want it. Repeating, revisualizing, re-emphasizing the winning moments to create in us an ongoing drive-instant confidence.

It is debatable, perhaps whether your coffee is better slow brewed or instant. It is also debatable whether your orange juice is better squeezed by hand or in-



stant.

But there is nothing debatable about instant confidence. It is a value to those who feel it, it is a priceless value, there can be no doubt of this.

You need this feeling of belief in yourself to fully utilize your resources. You need this feeling to accelerate you forward into a dynamic pattern of living. You must train yourself to use self confidence, to rise above fear until it becomes habit, so you may call upon it at a moments notice. Instant confidence is born by continuous repetition. With instant confidence you prepare yourself for success. Henry Wadsworth Longfellow says "The talent of success is nothing more than doing what you can do well, and doing well whatever you do, without a thought of fame.

OUR COVER

A typical American scene, one that takes place many times over throughout the United States. This particular scene is from Alabama, and the picture was furnished to "The Auctioneer", by John Horton, President of the Alabama Auctioneers Association.

Nebraska Auctioneer In Rotary Magazine

A recent issue of THE ROTARIAN, official publication of Rotary International, carried a picture of a well known Nebraska auctioneer, Col. Henry Buss of Columbus. Buss, a member of the Columbus Rotary Club, conducted an auction of handmade artifacts sent to his Club for that purpose by Rotarians of Cucuta, Columbia.

Auction proceeds went to help build a new industry in Cucuta Henry performed his auctioneering chores in front of a huge ceremonial mask from the same country.

Ohio Annual Convention Gets Large Attendance

Members of the Ohio Auctioneers Association met at the Imperial House North, Columbus, January 8 and 9 for their annual meeting. The program got under way at 7:30 on Saturday evening with a panel discussion, "Real Estate at Auction." Panelists were Dick Babb, Frank Weade and Cliff Gorrell.

Entertainment was furnished by the "Metta Larks" followed by the Flowers Family, who played for round and square dancing until 1:00 A. M. A buffet was served to 185 persons.

A business meeting was conducted on Sunday morning. It was voted to continue participation in the Ohio State Fair. Gene Slagle conducted induction ceremonies for 41 new members.

Walter Hartman, Camden, was elected President for 1972. Cal Nethero, Lakewood, was elected 1st Vice President; and Dick Kiko, North Canton, was elected 2nd Vice President. Newt Dilgard, Ashland, was re-elected Secretary-Treasurer.

Named to the Board of Directors were Floyd Rhoades, Germantown; Henry Stanley, Jr., Chillicothe; and Robert Thomas, New London.

Completing the forenoon session, Jim Peddicord and Dick Babb monitored a question and answer period in regard to the operation of the Ohio State Auctioneers Commission. Dinner was served to 205 people after which a very interesting address was delivered by Grover Howell, President of the National Auctioneers Association. He also presented

a plaque to retiring OAA President, Don Standen.

Winners at Expo 71 were recognized as follows: Bill Ford, first; Herb Bambeck, second; and F. S. Brown, third. They received trophies while the following were awarded plaques: Glenn Casto, Cal Nethero, Phil Thompson, Dean Kruse, Harry Campbell, Carl Zimmerman and Walter Hartman. A discussion of ways to improve the OAA completed the day's events.

NEWT DILGARD, Secretary

Maine Auctioneers Mark Their Greatest Year

Members of the Maine Auctioneers Association held their Mid-Winter meeting at the Silent Women, in Waterville, with President Razor Crosman presiding. Attendance was very good, reflecting the all-time high membership of the organization. Eighty-one members were on the roster at the close of 1971.

An Honorary Life Membership was voted to Francis Stevens, who is a charter member and the first president of the association. This dated back to 1954.

New officers elected included: George R. Morrill, Harrison, President; Tom Prindall, Brunswick, Vice President; George A. Martin, East Lebanon, Secretary; and Myrtice E. Crosman, Corinna, Treasurer.

Serving on the Board of Directors are: Razor I. Crosman, Corinna; Gardner R. Morrill, Harrison; Wayne Dow, Augusta; Rene Lavore, Danville; and Richard W. Ward, Limestone.

A tri-state meeting is planned in April, with New Hampshire and Massachusetts joining with Maine auctioneers.

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Yours for only \$2.50

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When ordering specify you want the souvenir item.



The Ladies Auxiliary

Convention Time Is Sooner Than You Think

Here it is February already, only half a year to go until another NAA Convention. Each year they get better.

We have had a very busy year. Don was president of the Ohio Auctioneers until January and was elected to the City Council as Councilman at Large, then was elected as President of the Council, so it will be a busy next two years. Auction sales have been real good and Don has sales booked for all of March and April.

We have had very cold weather, but not much snow so far this winter. Today, February 6th, it is snowing quite hard. There is about 3 inches on the ground and more falling, but the air is very nice and not bitter cold as it has been the last few weeks.

This year will be a nice one for us in many ways. Our son, Don Jr., graduates in June from high school, and our daughter, Debbie, and son-in-law Don, will make us grandparents in August. This is a first for us. We also have Dawn, a 6 year old who is about as active as a child could be. She will keep us young for another 10 or 12 years while we try to keep up with her.

Hope to see all of our old acquaintances in July at Dallas, and also hope to meet many new ones. If you have never been to a National Convention, go this year as each year is better and Dallas should be a really great one.

Eileen Standen,
North Ridgeville, Ohio

SOUVENIRS

Ladies, order your "Brooch and/or Bracelet" which are souvenirs of our new building.

Each \$2.50

There can be no 50-50 Americanism in this country. There is room here for only 100 per cent Americanism. Only for those who are Americans, nothing else.

Theodore Roosevelt

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Death Of A Country School

GRAND FORKS, N.D. — One by one, the little red schoolhouses — and the white ones, too — are disappearing from the land.

How does a country school die?

For Oakville 32, a few weeks ago, an auction spelled the end. It was a white, square school with lots of windows, a swing and teeter-totter — and the American flag.

Within two hours, the school was sold, lock, stock and teacher's bell. It joined the long list of schoolhouses which have become granaries, town halls, homes and kindling.

The people came early for the auction at Oakville 32. They drove their cars close up to the building alongside U.S. Highway 2 about 10 miles west of Grand Forks.

Some of them knew what they wanted. Others wondered what they could pick up.

When it was all over and clerks Mrs. Duaine Lund and Mrs. Eloise Colbert counted up, the sale netted \$750. Assets of Oakville 32 when all bills are paid are to be turned over to Emerado 127 where Oakville's five primary school pupils now go.

The auctioneers saved selling the school building proper until the end. With around 40 people on hand, they started out selling boxes of books. Some of them had flags stuck in for good measure.

Used books like "Earth and Science" or "Your Town and Mine" were going for 10, 25 and 50 cents a box. Someone bought the schools battered old maps for \$2.

Next the auctioneers presented a box containing 20 rolls of toilet tissue.

It brought \$1.

The teacher's swivel chair sold for \$10; the oak desk, \$10. The piano — which had a poor reputation — brought \$15. Even the blackboard was sold off the wall for \$2 or \$1 a section. Someone bought the swing and teeter board from the school grounds for \$5. The flagpole brought \$4.

No one came exactly loaded for bear to the country school sale. Auctioneers could scare up little sentimental value for the Young Citizens League charter

of Oakville 32. In fact, they had to sweeten it with a chart of the Ten Commandments before they got \$1.

It was different, though, when they held up the teacher's hand bell. Bidding became spirited for a while. It finally was sold for \$17.

The buyer said her mother was a former rural school teacher. The bell was to be a gift for her.

There was only one bidder for the schoolhouse. It was Duaine Lund on whose land the building sits. The site had been given originally to Oakville 32 by Lund's grandfather, J. M. Lund. After buying the school he once attended for \$100, Lund said he wasn't sure what he would do with it. He'd think of something.

There were no tears as Oakville was laid to rest. Most everyone involved was willing to yield to progress.

Land Nobody Wanted Sold for \$230,000

A year ago, a certain 1.3 acre tract of city-owned land couldn't even bring a \$5,000 bid to match the "upset" or minimum price for public auction sale, according to Boston Real Property Commr. Joseph Alecks.

Last week, to his surprise and delight, he sold the same 59,641 - square foot tract of land behind the junction of Huntington and South Huntington Avenues, Roxbury-Jamaica Plain, for \$230,000.

And then John F. Murphy, real estate consultant for Boston Edison Co., in more bidding, picked up the adjoining 32,804 square foot piece of land on Colburn St. for \$25,000 more.

Bidding on the major tract involved about five contestants, but it was principally a struggle between the representatives of Boston Edison and the Lahey Clinic, which is expanding on nearby land.

THE CHILD GROWS

You cannot teach a child to take care of himself unless you will let him take care of himself. He will make mistakes, and out of these mistakes will come his wisdom. — H. W. Beecher.



Pop's Ponderings

92nd Birthday Recalls Triumphs Over Conditions

By COL. POP HESS

The date of my pondering for this March Column was jotted down the 7th thru 10th of last month in order to get it ready for my right-hand re-writer to run it through the mill, kill the bugs and shape it up for our editor and his staff so that they may figure out what "Pop's Pondering" is all about for this month, as we do every month.

Yes, yesterday was February 6th, and the day POP began to live 92 years in this great old USA. Weatherwise, the day was a REAL OLD FASHIONED WINTER DAY, COLD and near ZERO with deep snow in our area, roads bad to travel on. The majority of my best wishers who wanted to visit at the Hess Homestead did so by phone, or sent cards, being more comfortable than pushing cars in the deep snow and what have you.

My mail continues to include many cards with best wishes while they sound good, they also serve as a reminder: "YOU ARE GETTING OLD!" This, of course, I realize and it is the way of life for us all. Today the sun is shining, the snow is melting some and being truly white, makes one see the world as beautiful and a joy to live in.

These past few days, my pondering has taken me back many years, where one can see how the world has changed in many ways. Many of the items we used, such as tools and other forms of living, have changed considerably. Your writer can recall that our farm tools and home appliances have come and gone in many different forms during the past ninety years. Our people of both past and present who were and are inventors have reduced farm labor to the point where one man today can accomplish the former work of five! Today's machines are taking the place of "the hired man."

On the farm, we have seen the farm draft horse as the pulling power, to produce food - in place of their bodies. This breed of livestock for years, helped to break the virgin sod, turning it into pro-

ductive land for grain and all other livestock feeds and now today, this great beast of burden nears extinction, except for snow hitches, Fair displays etc. Today, we see many large farms without one head of livestock. The farm is strictly a grain and hay farm sold in the world market, food for humans as well as livestock. Farming methods of fifty to one hundred years ago would not have been possible to accomplish the demands of today's world population to obtain food for survival.

Your writer well recalls the year, 1900, I had completed my first twenty years of living, a farm boy developing into manhood and on my own. In those first twenty years I lost both father and mother, leaving me to make my way in life. That was also the year I fully decided to be at all times a FARMER OR BEING WITH FARM CONNECTIONS and become a FARM AND LIVESTOCK AUCTIONEER. So, as of this writing, beginning NINETY TWO years of living, my roots are still tied to farm life.

We have also seen our way of finance methods make many strides since the first twenty years of my existence and I can safely say that the average general farmer and livestock producer in those first twenty years of my life, that was able to avoid debt, owned his farm and could show a clear total of \$5,000, was considered a man of wealth and in a comfortable credit position. The next twenty years would show the same man in the TEN THOUSAND bracket. (Still a man of wealth)

The following ten years to 1930, we the people experienced the big DEPRESSION and what we had built up went through the financial wringer! A situation not caused by any one business, man or farmer. A general letdown in purchasing power may have been a cause.

Those of us engaged in business and those of all lines of work were astounded to find that they were about as poor as to possessions as when born. How-

ever, we rolled up our sleeves and began all over again. The experience in the long run may have been worth while to help us in our present situation where prices for everything is at an all time high, whether it be food, manufactured products, transportation etc., not to forget livestock and grains on farm markets, plus all types of labor.

We now have the last word in modern homes, inflation, unemployment to an extent. More people over twenty in debt that can average as high as \$20,000, paying 8% or more in interest, but the wheels still turn. To one of my age, being a farm boy at birth and with an Auctioneer's point of view these are my impressions of this ever changing world that effects our life's work and makes for pondering on life past and present.

One could dig deep into the details of many of the points I have not mentioned, but I feel many of my readers, on the basis of their own past experiences, are in a position to do their own pondering on these subjects. I hope you as a reader will not conclude from my past experience that ninety years of living was all rough. On the contrary, it was very interesting and worth while when all

summed up. I recall a fine old gentleman make this remark on life's experience: "It can give one the best education of any schooling, but it takes longer and life is too short to enjoy it all!"

The February issue of this publication arrived on my desk the fifth of last month. I am sure our Auctioneers of the various states where we have members will note that if at anytime they are skeptic on the STATE AUCTIONEERS ASSOCIATIONS we have, it is pointed out that we have at this date thirty seven State Associations with others pending to be organized.

Our great National Organization at this writing shows membership from all our fifty states and Canada. Several states show over a hundred members with Ohio at 242; Illinois at 216 as an example. With the N.A.A. at it's highest total in membership in it's history, your writer is quite sure our leaders of today in our STATE AND NATIONAL ASSOCIATIONS that stand for the betterment of our Auctioneering profession and the leaders of tomorrow, are aware of the benefits derived from organizational strength. This fact places in the line-up of National Business Organizations, a



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Liquidation By Auction Makes Way For Progress

BUFFALO, N. Y. — Another page in the history of Buffalo was closed December 11; when the firm of J.V. Trageser Auctioneers; auctioned the Machwirth Bros. Inc.

The business was established in 1846, and located at 201 Oak St., Buffalo, N.Y. Ownership of the business changed hands many times in the past 125 years but the firm remained at the same location. The firm specialized in roofing, sheetmetal work, flooring, store fronts and ornamental work.

The block long building occupied three floors plus the cellar. Packed with the tools, machinery and inventory used in the business. One of the most interesting items found was an old invoice, Dated, June, 1901 for a sheetmetal job done for a customer in Buffalo, itemized as follows: "Mechanics wages, 3 hours, at 25¢ per hr.; Helpers wages, 3 hours, at 13¢ per hr.; the material was itemized accordingly and the total bill came to \$3.40."

Many changes have been made in Buffalo and history must make way for progress. Many other old papers and articles were found in the old building at 201 Oak St. Including catalogs of; "Architectural Sheet Metal Ornaments, from

the Miller & Doing, Inc., of Brooklyn, established in 1892". In an attic room in the old building were found some remnants of the past such as were advertised in these old catalogs, "festoons, ribbons & bows, lions heads, available in copper and zinc."

The auction started at 11:00 AM and was over by 5:00 P.M.; in a few hours — 125 years of history making business was brought to a close.

The firm, over the past hundred years, has worked on most of the larger buildings in the Buffalo area. Dating back to the time when they kept horses in the old carriage house which is still standing.

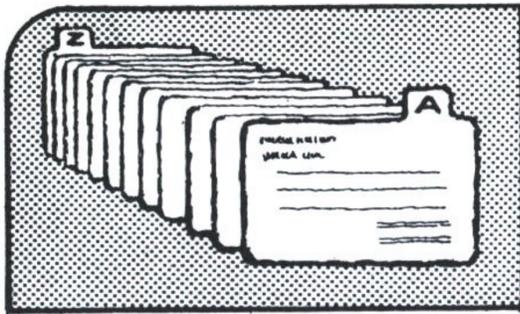
The auction of the machinery and tools went very well. There was a large crowd and bidding was brisk. The metal lathe, drill presses and other machine shop equipment went exceptionally high. The sheet-metal equipment, press brakes, shears, rolls, welders, etc., went at average and above prices. Some of the older equipment or antique items brought prices that surprised everyone.

The firm of J.V. Trageser Auctioneers & Appraisers is one of the leading Industrial & Business Auctioneering firms in the country. The home office and warehouse is located in Java Center, N.Y. As the day went on the Auctioneer's chant could be heard throughout the old building. The sale progressed — everything was sold — rolls of roofing right down to the scrap. As the day ended the building slowly was emptied. In the weeks that follow the heavy machinery — the brakes and shears will be removed. The building at 201 Oak Street will be demolished to make way for progress.

"Within sound of the incessant roar of the Mighty Niagara lies a city of over a quarter of a million inhabitants, to which the whole world pays tribute as Queen of the Empire State and Mistress of America's inland seas. This is Buffalo," quoted from "Buffalo of Today — Queen City of the Lakes", 1892.

Accident Takes Life of New York Auctioneer

Col. Robert B. Langley, Liverpool, N. Y., met his death in an automobile accident, December 29. Langley was a member of the National Auctioneers Association and a graduate of a Des Moines, Iowa, auction school.



Membership

Memberships processed Jan. 16, through Feb. 15:

- Robert Schnell, South Dakota
 Max Dubin, Delaware
 James E. Bell, Missouri
 Joseph Leger, Massachusetts
 Clem Long, Ohio
 A. Tirella, Connecticut
 Blondell Driver, Indiana
 Ferrill Slone, Florida
 Raymond W. Henley, New York
 Harold Pick, Illinois
 Herbert L. Beitzel, Ohio
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 Robert E. McPherson, California
 Paul Lavengood, Indiana
 Emil J. Konesky, Ohio
 T. Lynn Davis, Georgia
 William F. Artrip, Jr., Virginia
 Bill Heaverlo, Washington
 Bob Heaverlo, Washington
 Vance J. Vantassell, California
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 Donald E. Perry, Oklahoma
 James E. Jones, South Carolina
 * Lawrence Wilson, Indiana
 * Lew Riddle, Indiana
 * Fred A. Richards, Indiana
 * Clair Archer, Indiana
 * Leon Keister, Indiana
 * Nick Stayanoff, Indiana
 * Rex D. Schrader, Indiana
 * Clark Levell, Indiana
 * Robert L. Chapple, Indiana
 * William E. McIntosh, Indiana
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 * Marlan P. Maddux, Indiana
 * Gilbert D. Lambert, Indiana
 * Charles W. Ashton, Indiana
 * Herman J. Winger, Indiana
 * Dallas Sparks, Montana
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 Watson Van Sciver, New Jersey
 Norm Ahrens, Illinois
 Wendell Christopher, South Carolina
 Henry Jones, Kentucky
 H. H. Lacy, Kentucky
 Loyd Mayes, Jr., Kentucky
 C. E. Schreiger, Kentucky
 W. Hugh Ownby, Virginia
 Lawrence Oaks, Illinois
 Jerry D. Vaughan, Georgia
 Harold Herman, Missouri
 Carl Setterburg, Iowa
 John Steinberger, Jr., Ohio
 Dewey C. Martin, Virginia
 Robert E. Mason, Ohio
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 * William E. Stevenson III, Oregon
 King Copeland, Texas
 Dusty Adams, Texas
 Frog Adams, Texas
 * Ronald L. Burnell, Kansas
 * James E. Martin, Kansas
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 Gerald Sterling, New Jersey
 Earl Hardeman, Wyoming
 Hugh MacNeil, Maryland
 Richard K. Knipple, Missouri
 Howard Huber, Missouri
 Newton Cox, California
 James Marshall, Ohio
 Guy Jageman, Missouri
 Marshall Lashway, New York
 Billie Fitzpatrick, Connecticut
 Albert A. Kodner, Illinois
 * Jay Kodner, Illinois
 * Walter Courtney, Indiana
 Pamela Moore Epstein, New York
 Edmund E. Kueker, Illinois
 Grover Howell, Texas
 Arthur Bunnell, Texas
 Preston Bunnell, Texas
 K. L. Espensen, Texas
 John W. Wilson, Texas
 Roy E. Cagle, Texas
 Keith Carey, Texas
 Dub Bryant, Texas
 Lee Ledbetter, Texas
 Razor I. Crosman, Maine
 George H. Wenmoth, West Virginia
 Stephen Winternitz, Illinois
 Lester Winternitz, Illinois
 Harold Spoor, New York
 LeRoy Longberry, Arizona
 Bill Lefty, California
 Bill Miller, Indiana
 Morris Schwartz, California
 Harold Wehr, Indiana
 James Priest, New Mexico

Ferrell E. Taylor, Indiana
 Charles C. Axley, Mississippi
 Jim Merrigan, Missouri
 Virgil Straeter, Illinois
 Vernon Cole, Michigan
 Mary Cole, Michigan
 John Carlile, Texas
 Ray Patterson, Texas
 * Benjamin Fish, New Jersey
 * George C. Westover, California
 George Michael, New Hampshire
 Durwood E. Zedd, Virginia
 Howard Vos, Iowa
 Ed Beecher, Iowa
 * Bill Boren, Oklahoma
 * Bill Englert, Missouri
 William Hosey, Indiana
 Edward E. Bilbruck, Illinois
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 Jack McCarthy, New York
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 C. E. "Ken" Reed, Colorado
 Howard Roland, Colorado
 J. Lee Sears, Colorado
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 * Earl Roy Williams, Kansas
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 Earl Crossley, Texas
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 Owen Thomas, Virginia
 Irvin Eilers, Idaho
 Anthony DiBenio, New York
 Harry D. Berry, South Carolina
 Ray G. Houle, New Hampshire
 * Charles W. Hoffman, Indiana

* Denotes new membership

New Jersey Auctioneers Elect 1972 Officers

The regular bi-monthly dinner meeting of the New Jersey State Society of Auctioneers took place Monday evening, February 7, at the Old Orchard Inn, adjacent to the Monmouth Park Race Track, in the Eatontown-West Long Branch section of the state. Approximately 100 auctioneers, wives and guests attended with all sections of the state represented and also members from New York and Pennsylvania.

New officers and directors were elected as follows: President, Robert Koty, Flemington; Vice President, Howard E. Wikoff, Saddle River; and Ralph S. Day was elected to his 18th consecutive term as Secretary-Treasurer. Directors of the Class of 1975 are: Clare H. Brown, Jr., Staten Island, N. Y.; Melvin E. Sickler, Williamstown; Donald L. Castner, Branchville; and Esler G. Heller, New Egypt.

Hon. Harvey D. Leuin, retired manager of division offices of The United States Chamber of Commerce, Washington, D.

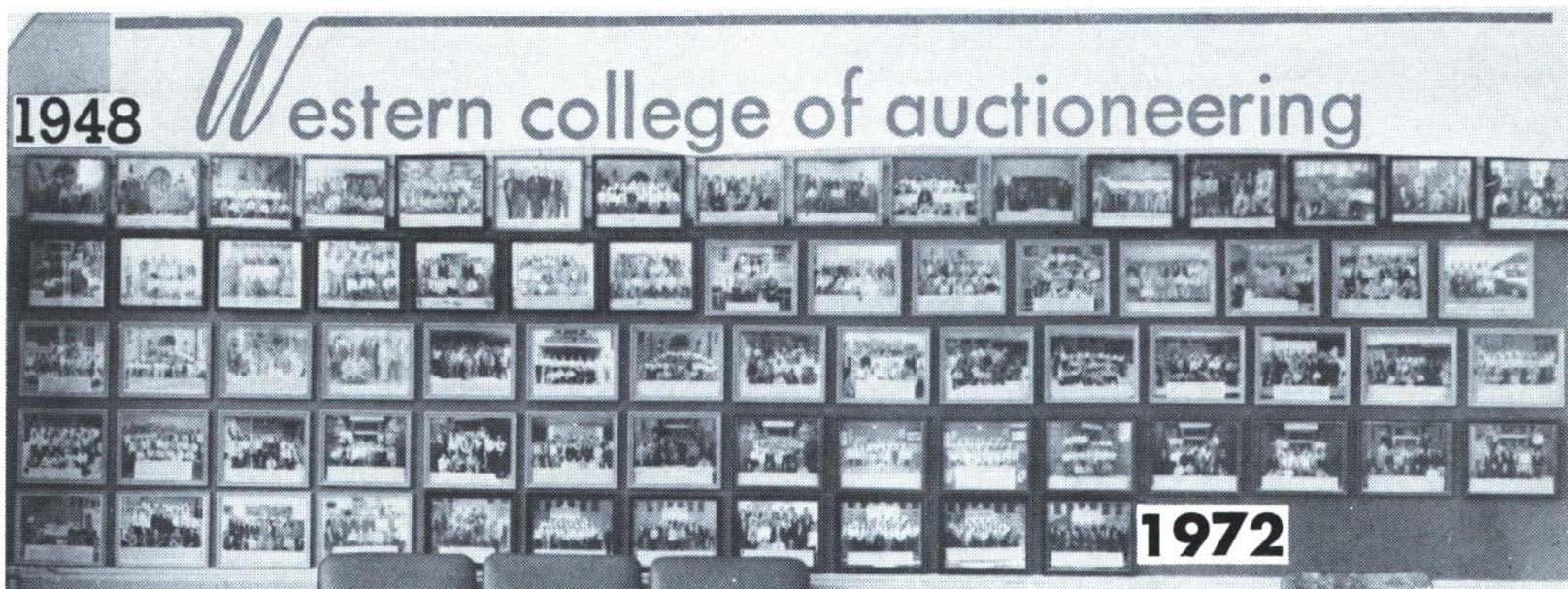
C. He is now serving as Assistant to the President and Co-ordinator of Special Events of Brookdale Community College. While Judge Leuin's discourse related principally to our State License Act, it was nevertheless directly applicable to the businesses of all auctioneers. His subject was most interesting and well received, as was the question and answer period that followed.

Welcomed back, following his second tour of duty in Viet Nam, was U. S. Army Sergeant First Class James W. Hess, presently stationed at his old headquarters at nearby Fort Dix.

Many fine items were contributed by members for the fun auction which followed and refurbished our "Welfare Fund" treasury considerably. Adjournment was taken to April 3, 1972, at the Watchtung View Inn, N.J. Routes 202-206 North, Somerville, N. J.

RALPH S. DAY, Sec.-Treas.

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Al Dunning Cited By Real Estate Board

A. C. "Al" Dunning, Elgin, Ill., has been presented with a special citation for his 22 years of service to Elgin area realtors by the Elgin Board of Realtors. Presentation was made at the group's annual installation banquet.



Elected president of the Elgin board in 1951, Dunning has served on 14 committees for the Illinois Association of Real Estate Boards as well as in numerous capacities on the Elgin board. The Elgin board membership doubled in 1951 from 15 to 30 members during Dunning's presidency.

Al Dunning is equally respected by members of the auction profession. He is a past president of the Illinois State Auctioneers Association, a former member of the Board of Directors of the National Auctioneers Association and was honored by the latter group, last July, when he received a plaque in appreciation for his great contributions to the profession of auctioneering and to the National Auctioneers Association.

THE FLU BUG

Would sent the dues sooner,
My good fellow man,
But the Flu Bug bit me,
right where I am.

Had some fever,
had some chills,
Took numerous remedies,
including some pills.

Took Castor Oil,
for the cough to part.
Was afraid to cough,
right from the start.

Wheezing and sneezing,
blowing the sore nose.
Every bone aching,
eyes red as a rose.

Makes a fellow wonder,
if he will ever get well.
To smile at the crowd,
and begin to sell.

Then came the AUCTIONEER,
in the morning mail.
Read The Lighter Side,
and ceased to bewail.

The Flu Bug left me,
the parting was glad.
Took off up town,
not one bit mad.

Walking down the street,
feeling tall as the trees.
This scribbling was wrote,
by one Turner Kees.

The poet from Hickory, N. C.

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These Auctioneers attended the 1972 Annual Convention of the Pennsylvania Auctioneers Association, at Hershey, Pa.

Pennsylvania's Convention

Attracts Many Auctioneers

The annual Pennsylvania Auctioneers Association convention was held at the Hershey Motor Lodge, Hershey, Pa., on January 14 and 15. As in the past, every convention has grown bigger and better, this convention was no exception. Our Association along with the convention is growing larger and stronger every year.

This year invitations were sent to every licensed Auctioneer in Pennsylvania. This brought out a very good attendance for Friday, opening night of our convention. There were an estimated 135 Auctioneers in attendance on Friday Evening. Along with the auctioneers were many of their wives and children. We were very much pleased to have a recording sent to us by Ronnie Woodward, from Broken Bow, Nebr. That recording was enjoyed by everyone in attendance.

Three seminars were conducted on Friday Evening also, including a Bid Calling Seminar, Professionalism, and one on Advertising. The evening ended with refreshments and what every auctioneer enjoys most, a "FUN AUCTION", from which we received a very sizeable donation.

Saturday our convention was in full swing again with a seminar on "Knowing People" by Grover Grouker, Dale Carnegie Instructor, followed by Andrew Lewis, President of Snelling and Snelling. Also with us for the morning session was our legal advisor, Clark Hess. A question and answer session was then conducted by Mr. Hess on legal matters, and Wylie Rittenhouse on insurance matters pertaining to auction business. Everyone was enlightened in matters concerning these auction problems.

A very delicious lunch was served followed by the business meeting conducted by our retiring president, Ralph Horst.

New officers were elected for 1972: They are: Clay Hess, President; Wylie Rittenhouse, Vice President; and Sec.-Treasurer, Larry Reed.

The Grand Banquet was served at 6 P.M. It was our extreme pleasure to have as our guest speaker our N.A.A. President, Grover Howell from Dallas,

Texas. Along with Grover we enjoyed James McHale, Sec. of Pennsylvania Agriculture. No one left the banquet hungry for food for the mind or body.

The theme of our convention was membership, and we are proud to say that after the first day of the convention we had seven new members in our association. As our Association grows in size it can and is accomplishing more for its new and old members alike.

The next state meeting will be held in June. We would like to invite all of our fellow members in the N.A.A. to attend.

LARRY REED, Secretary

North Carolinans Meet, Plan Annual Convention

The Auctioneers Association of North Carolina held their semi-annual convention at the Downtowner Motor Inn, in Raleigh, January 23. A Board of Directors meeting was held at 11:00 A.M. and the members convened at 2:00 P.M. An engraved gavel was presented to the president, G. T. Gilbert, of Lincolnton.

Dates of the annual meeting were set as June 3 and 4, to be held at the Holiday Inn, in Asheville. A goal of 100 members was set by those present for convention time. There are presently 74 names on the roster of members.



Be proud of your state and National Association. Display the emblem or the words "Member of (state) and National Auctioneers Association" in all advertising and promotion.

When Hotels Check Out

Clem Long Buries Them

By **DICK DANIS**
Daily News Staff Writer

Sometimes people ask Clem Long if he doesn't suffer nostalgic twinges when he is coolly selling an aging and, perhaps, historic hotel bare to its walls. Auctioneer Long, a dapper veteran at liquidating inns, replies with a hell-no. "I love it," he blurts, grinning. "I wish they'd all close."

In less than a decade, Long's Dayton-based auction and real estate firm has peddled the assets — down to the rugs, wallpaper and bathroom fixtures — of more than 50 hotels in the United States. "Nobody else in the world has sold more hotels than we have," says the tanned, bald business man with the graying, mod hair stalking his collar.

Skipping to a pace that would delight a travel agent, Long personally surveys the stock of each hotel he may bid to liquidate. "Monday I was in Long Island. Tuesday in Atlantic City. Wednesday in Harrisburg. Saturday in Jacksonville. Tuesday in Chicago. Wednesday California. I'm supposed to be in Florida again tomorrow."

INSISTING ON handling the chore himself, Long strolls the corridors, rooms, kitchens of the hotel, telling a tape recorder an inventory of furnishings. "If I guarantee a seller a hundred grand, I want to be sure there's a hundred grand in there," explains Long.

Though he won't quote receipts on any single sale, he fixes the range at \$10,000 to \$500,000, depending upon the quantity and the quality of a hotel's contents. And "contents," in Long's parlance, means all of it: phone book covers emblazoned with a famous hotel's insignia, doorknobs, elevators.

Long says he looks at an average of five hotels monthly. "I wish we had 100." He is virtually alone in this facet of auction work, he says, because "it's a pain . . ." There's the constant, quick travel, financial snarls, such as hotel owners' bankruptcies, that entangle sales. Then there's the rush to get a hotel sold.

HE RECALLS one hotel seller in the South whose gripe is unique to Long. The

seller complained that Long was making him too much money.

"He even called me into a board meeting to tell me the prices were too high and I was damaging his reputation with the local community. I never heard that one before," says Long, shaking his head and mumbling incredulously. "Too MUCH money."

Long's first sale, in 1962, was the old Gibbons hotel, which eventually gave way to the Dayton Inn, in downtown Dayton.

Erected at the turn of the century as the Algonquin, the 400-room hotel was acquired by Michael J. Gibbons in 1918 and passed from the Gibbons estate to the Dayton Inn developers. Long sold it naked. By the year's end the Gibbons had been reduced to a 50,000-ton rubble heap. A year later, the Inn opened, a 12-story, 250-room, \$3.9 million building.

HIS LATEST hotel liquidation, Long's fourth in downtown Dayton, now is denuding the Holden at 200 W. Fifth St.

The nine-story, 152-room inn, built in 1916 and a favorite stopover for railroaders and salesmen through the years, is to be converted to 96 one-bedroom and efficiency units to house low-and moderate-income elderly.

Long is a man in the middle in hotel sales. He arrives after, for varying reasons that generally translate as bad business, a hotel's ownership has chosen to quit. And he's there, sometimes, before final plans for use of building and land have been sculptured.

Unfamiliarity with the before-after scope, in fact, is what cost Long a major hotel contract in New York City.

"MEET ME at the Astor" is a whisper now of Gotham's social vocabulary of another era. The Astor. Built in 1904. Where John J. Pershing ate his last American meal before leaving to command the U.S. expeditionary force in France. Where military cadet Dwight D. Eisenhower had to borrow money to pay a check. Where Will Rogers resided. . . . Where Charles Evans Hughes went to sleep thinking he had won the presidency from Woodrow Wilson, and a New York World reporter, telephon-

ing for comment on Hughes' losing, was told by a valet, "The president has retired." Replied the newsman, "When he wakes tell him he's no longer president."

Long lost, too. "I lost the Astor because I wasn't smart enough to know what was going on," he says. "They had three-quarters of a million dollars in that place to sell. I wanted 90 days to sell it, but it went to another guy on a 30-day contract."

Adds Long, "The money I could've made them in the extra time was no object. They wanted to quickly raze the building and get an office-bank built."

The Astor, sold at age 62 in 1966 for \$10.5 million to make way for a 50-story office building, fits snugly with the comment of Albert E. Kudrle, spokesman for the American Hotel & Motel association, on why hotels sometimes get peddled.

SAYS KUDRLE, "Very frequently, some of these in-city hotels (are) torn down simply because the real estate value of the land exceeded the value of the building, especially in the case of areas suitable for the construction of high-rise office buildings."

Fumbling the Astor taught Long to tailor his efforts — a 30-day rush job to an indefinite-length sale contract — to satisfy the specifications of the hotel

people who hire him.

Long employs an office staff of 36 persons. He'll hire additional help, usually from the city where the job is located to smooth the actual auction work."

(Reprinted from the DAYTON, (Ohio) DAILY NEWS)

THIS ELDERLY LADY BOUGHT A FEMALE PARROT which could say only one thing: "Hi, honey . . . I'm a swinger!" It was most embarrassing whenever the other ladies dropped in for tea. Learning that her priest had much patience with birds, she went to him for advice.

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Tom Berry

Who passed away, March 28th, 1962.

Wife Margaret & family.

**\$1,000 Paid For Texas
Grand Champion Rabbit**

The 37th annual Nueces County (Texas) Livestock Show and Sale was closed with a dramatic auction sale that has everyone talking. This event will certainly go down in the books as the most successful in the nearly 40 years of the show.

Record crowds, one of the best parades in years and a record 1,100 entries all added up to make the show a success. But the most unusual event of all came during the closing auction sale when a Columbus, Ga., firm paid \$1,000 for the grand champion rabbit of the show. Jet-Set Rabbitry purchased the champion rabbit from Jimmy Prewitt of the Oso 4-H Club to steal the spotlight of the show.

The grand champion steer, shown by Richard Gallagher of the West Oso 4-H Club, was purchased at \$1.50 a pound or \$1,435.50 by Coastal States Gas Producing Co. The Perry Foundation of Robstown paid \$1.30 a pound or \$1,276.60 for the reserve champion steer shown by Kevin Campbell, also of the West Oso club.

Other champions and prices paid included \$130 for the reserve champion rabbit; \$5.65 a pound for the champion lamb; \$2.00 a pound for the reserve champion lamb; \$2.50 a pound for the champion hog; and \$2.15 a pound for the reserve champion hog.

The grand champion capon brought \$229, and the reserve champion broiler sold for \$155. The grand champion broiler brought \$165 while the top bid on the reserve champion capon was \$210. The reserve champion turkey brought \$295.

Marcel R. Maranda, a member of the Texas and National Auctioneers Associations, served as Chairman of Publicity and as auctioneer.

THE ROBSTOWN (TEXAS) RECORD

OUR DUTY

It is the duty of every individual to make himself a tiny fragment of good influence on the right side of this eternal tug-of-war, progress one way and chaos the other. — Luther Burbank .

I like the dreams of the future better than the history of the past. — Thomas Jefferson.



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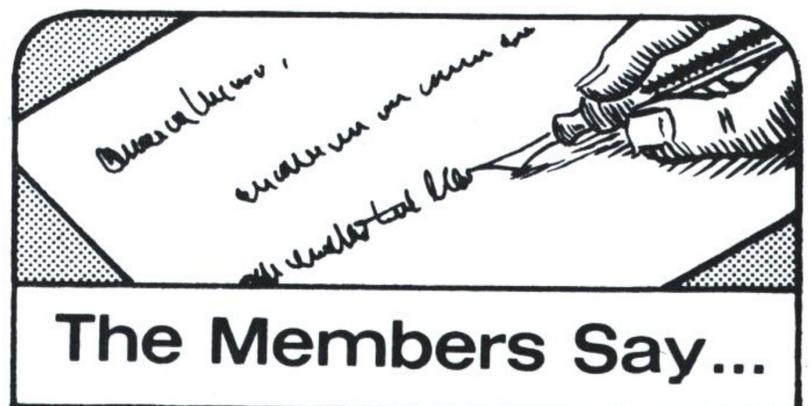
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 Ladies Auxiliary to the NAA



Dear Friends:

I am very late in writing, but here I go.

I would like to say a job well done in the finished building, by all that helped to make our Headquarters a reality instead of a dream.

Maybe our Association needs a goal every year because in the years I have attended the Convention, I think Lincoln went along with very little or no dissatisfaction. If this is true let's start something else.

I was very fortunate to spend some time with our President, Grover Howell,

when he attended the Pennsylvania State meeting in January. He sure instills in you a wish to go out and try to make everyone a member. I also would like to thank the National for the Membership Directory we received. It is very often through the year you would like to contact an out of state member and this makes it possible.

In the November magazine I was pleased to see the ladies getting in the news. Ten years ago, when I was the first lady to hold a license, the men were very reluctant in having a lady auctioneer. I do not believe in women's lib, but if the lady does all the work please give her some credit.

On Jan. 27th, I received a very welcome honor. I had a Great Grandson.

Best of all to all the National members.

Margaret Berry,
West Newton, Pa.

Dear Mr. Hart:

We are pleased to enclose our check to the order of the National Auctioneers Association in the amount of \$100.00 as a contribution to the Building Fund. Perhaps this check should have been forwarded some time ago, but if the old bromide "Better late than never" still stands, then the contribution will not have been in vain.

With best wishes for the continuing good work of the Association, and in particular for your unflagging efforts.

Cordially,
Alfred Traiman
Philadelphia, Pa.

Dear Bernard,

Enclosed please find my check for the balance due on the building fund pledge. I had hoped to be at the convention last summer and remit the balance at that time. It so happened that during the convention time, I had booked three sales that week, one which was my twentieth consecutive year.

1971 has been a busy year and I look forward to 1972 and sincerely hope that Mrs. Straw and I will be with all you good people at the Fairmont Hotel in Dallas this next July.

Sincerely,
Merle Straw, Jr.
Seabrook, New Hampshire

Dear Bernie:

As another year draws to an end I truly count my blessings. The auction business has been good to me and the year 1971 was a very satisfactory one. My greatest thrill was the honor of being named "Man of the Year for 1971" by the Sertoma Club.

I am glad to see the progress made by the National Auctioneers Association and especially appreciate the interest shown by the men in my own state of Oklahoma. The promotion of the professional auctioneer is beneficial to all business.

Bernie, enclosed you will find a check for \$100.00. My wife, Gladys, and I want to be called "Friends" to the Building Fund.

Sincerely yours,
Orval Free
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Michigan Auctioneers Hear Grover Howell

Lansing, Michigan, was the site of the Michigan State Auctioneers Association Annual Convention on January 21. Sixty auctioneers, wives and guests were present. Richard Brodie, 1st Vice President, served as convention chairman.

Many highlights made the entire day a very interesting one. A report was given by one of the auctioneers who assisted with handling the Dodge estate auction, in Detroit. He explained the trials and tribulations of attempting an auction of that size with thousands of people wanting to preview the items. Heart attack victims, sprained ankles and other things one encounters in large crowds were all a part of the auction.

Probably one of the best parts of the entire day was the address given by NAA President, Grover Howell. He spoke on the auction profession as a whole and the national association's part in this profession. Added to this was a talk by NAA Director, Roy Crume, well sprinkled with humor.

Panel discussions were held on "Bid Calling" and "How to better my business."

At the regular meeting the following men were elected to offices: Richard Brodie, Westland, President; Edward Belcher, Marshall, 1st Vice President; Leo "Red" Merritt, Greenville, 2nd Vice Pres-

ident; and Garth Wilber, Bronson, Secretary-Treasurer. Elected to the Board of Directors were: Frank Gates, Litchfield; Carl Allen, Cassopolis; and Jim Brannen, Boyne City.

The next regular meeting will be held in the Kalamazoo area with William Po-dell as Chairman. The annual convention for 1973 will be in Lansing, on January 19. All auctioneers as well as others interested in the profession are urged to attend.

GARTH WILBER, Sec.-Treas.

Missouri Auctioneers Will Meet May 6-7

The Spring Convention of the Missouri State Auctioneers Association will be held at the Ramada Inn, in Moberly, May 6 and 7. Registration will take place on Saturday, May 6, followed by entertainment in the evening. There will be a Board Meeting on Sunday morning, May 7, and a group luncheon at noon.

Rev. Charles H. Willey, Moline, Ill., will lead the afternoon's program. Rev. Willey is an outstanding speaker and there will also be an election of officers and a fun auction.

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

FIRST ROW LEFT TO RIGHT: Paul Gates, Miss.; Fred Folk, Jr., N. Y.; Herbert Punchedard, N. Y.; Boyd Michael, Mo.; Registrar; Delbert Winchester, Okla., Instructor; Richard W. Dewees, Mo., President; Dean Cates, Mo., Instructor; Bob Bricker, Mo., Instructor; George Stephens, Mo., Instructor; Lafair Harget, Jr., Penn.; Harold Mugler, Kansas.

SECOND ROW LEFT TO RIGHT: Eddie English, Jr., No. Caro.; Benjamin L. Fish, N. J.; James Parten, Texas; Derby Boller, Ohio; David L. Reynolds, Ky.; Curtis D. Moore, So. Caro.; Ike L. Hoy, Va.; Bob Amendola, N. Y.; Rick Amendola, N. Y.; Leon Dalton, Ill.; Doug Bunting, Ill.; Jerry Register, Fla.; Jack Littlejohn, Kansas.

THIRD ROW LEFT TO RIGHT: Bud Barwick, Mich.; Lewis King, Okla.; E. W. Patton, Ala.; John W. Kline, Mo.; Russ Wilkerson, Mo.; Bill Harned, Ky.; John R. Chipman, Mo.; Patrick L. Breeding, Ks.; Bill Linnemann, Mo.; Terry C. Blevins, No. Caro.; Ron Plattner, Ill.; Hal Gearhart, Va.; Randal A. West, Missouri.

FOURTH ROW LEFT TO RIGHT: Roy L. Forman, Texas; Jim Fenn, N. J.; Joe Mann, Md.; Robert E. Shank, Ks.; George C. Etherington, Ks.; Stewart R. Etherington, Ks.; Bill Smith, Tenn.; Sam Houston, Ark.; Monte Elam, Mo.; George McMillian, Mo.; Clifford Arnold, Mich.; Joe Clarey, Iowa; John Conover, Ill.; Joe Mosbey, Ill.; Marcel Lamontagne, Quebec; John R. Van Keppel, Ks.; Julian Williams, Ks.; J. Wayne Taylor, Florida.

FIFTH ROW LEFT TO RIGHT: James W. Bishop, Mo.; Elias Joe, So. Caro.; Bryce Gibbs, Mich.; Steve Gearhart, Pa.; Craig M. Brown, Pa.; Conrad J. Thompson, Ala.; Edwin L. Reynolds, Ky.; F. Larry Lunt, Ill.; Bill Howell, New Mex.; Don Winslow, Mo.; Mike Nugent Wisc.; Donald J. Smallwood, Mo.; James L. Marshall, Va.; Alain Bernard Quebec.; Bill Mann, Mo.; Michael Baker, Calif.; Bart Hampton, Canada; Ken Guthrie, New Mex.; Jack Bernard, Nebr.

Across The Country

BY BERNARD HART



Since the advent of television, reading has become a neglected portion of our education. With all due respect to the educational features of TV and the fact that among our population there remain a portion who are avid readers of newspapers of periodicals. Your own writer is as guilty of lack of outside reading as many others. Yet, during the past couple of weeks we have read several articles that are wonderful testimonials of the auction method of selling.

Did you know that nearly \$4,000,000 in registered Hereford bull sales were reported in the January issue of the American Hereford Journal? To be exact, 4,616½ bulls were reported sold at auction to total \$3,890,679 thus averaging \$843 per head. In this same issue 1,746 females were sent to new homes at an average of \$541 per head. They totalled nearly \$950,000. Thus in the 89 auctions reported in a single months issue showed nearly \$5,000,000 had changed hands. While the American Hereford Journal scored it as a triumph for the breed it is my opinion that it was a great testimonial of the auction method of selling.

Another item that caught my eye was a Duroc sale in Alabama, where the top figure was \$4,250 for a boar, a half dozen other boars and gilts in this same sale sold in the thousand dollar range. While none of these figures were records it gave me a personal thrill to see that a former NAA president, Carman Potter, was the auctioneer. In my opinion, one of the greatest of all swine auctioneers until he discontinued his auction practice and went into the production end of the business, his decision was a loss to the swine breeders and the auction profession. He will also be remembered as one of our finest NAA leaders.

And speaking of former presidents of the NAA, it was my good fortune to arrive in Albuquerque, N. M., a few evenings back and find John Overton conducting one of the auctions of New Mexico's largest and most successful furniture and merchandise plants. As many of you are aware, John built a tremen-

dous business in Albuquerque, operating as "New Mexico Auctioneers, Inc." He has recently sold the business but continues as auctioneer and buyer for the new firm. Accepting his invitation to sell a few items, never have I experienced so many eager bidders at an auction of this type.

Back to the newspapers, Pete Horton, son of Mr. and Mrs. John Horton, Huntsville, Ala., athletic trainer for three years at Butler High School, has received a scholarship from Florence State University. It marks the first of its kind ever presented by the university. For you that do not know, John Horton is the first president of the Alabama Auctioneers Association.

Those attending the funeral services of the late C. B. Drake were reminded of their own auction experiences as well as those of others. Four of the pallbearers were auctioneers, namely, Jim Kirke-minde, Jimmy Franks, J. E. Russell and Don Hayden. Chet's many students at the Reppert School of Auctioneering number well up in the thousands. And how many of you knew that his roommate at the first class at the Reppert School was none other than another former NAA president, the late E. T. Sherlock, St. Francis, Kansas?

National Auctioneers Week is just around the corner. Some material is enclosed in this issue of THE AUCTIONEER. Your own success in promoting the "WEEK" depends upon YOU!

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The Lighter Side...

NOT ABOUT TO WAVER

A wealthy man who had never contributed to the fund drive was approached by the chairman of the drive, who tackled the non-giver with this: "Our survey shows you made \$100,000 last year. We hope you will want to contribute substantially to the fund this year."

The wealthy man countered with this: "Did your survey also show that I have a mother with no means of support, that my sister's husband died and left her with four small children, and that my younger brother was badly injured in the war? So, if I don't give anything to them, why should I give to your fund?"

EXPERIENCED

The child swallowed a dime and his mother was panicky, calling for help. A stranger, hearing the situation, promptly seized the child by the heels, gave him a few shakes and the coin rolled out on the floor. The grateful mother thanked the stranger and asked, "Are you a doctor?"

"No, ma'am," he replied. "I work for the Internal Revenue Department!"

PREREQUISITE

The couple bought a new television set and the installer drove out to their home in the backwoods to install it. "Now," he said, "this antenna will have to go on the roof."

"Like I said, Zeke," the woman sighed, "one thing leads to another. We bought the TV, now we have to put a roof on the house!"

MAYBE

A couple of youngsters had been to Sunday School and as they walked slowly home, they talked about the Devil — the subject of the day's lesson.

"What do you think about that Devil stuff?" asked one.

"Well," mused the second, "I don't know, but I do know how the Santa Claus story turned out — the Devil is probably just your Dad, too!"

HIS BIG MOMENT

The rookie end on the pro football team longed to get into a game. Day after day he practiced hour after hour catching passes, and he felt he was really good. But still, as the season dragged on, he only held down the bench.

One day, however, his heart leaped when the coach called his name. It was the last quarter of the game; his team was behind and they needed another score badly. He threw off his warm-up togs and ran to the coach for instructions.

"Jones, we've run out of timeouts," barked the coach. "Get in there and get hurt!"

IT'S THERE SOMEWHERE

It was the morning after the big snowstorm and the businessman looked out of his apartment window at the street below. He noticed an elderly fellow poking around in the snow with a cane. Some time later he looked out again, and the old fellow was still poking around in the street with his cane, so the businessman went downstairs to see if he could help. Assuming the man might be blind, he said, "Here, sir, let me help you across the street."

The old fellow looked up. "I can see fine, sonny," he said. "I was just looking for my Volkswagon."

SHORT AND SWEET

A third-grader told his parents his class had been enduring a substitute teacher while the regular teacher was ill.

"She's got just two rules," he said. "Sit down — and shut up!"

SLIGHT VARIATION

At middle age, your tripping becomes less light and more fantastic.

REAL ATHLETE

"What do you do for exercise?" asked the doctor.

"Well," replied the ailing patient, "I shake the aerosol shaving cream can in the morning!"

JUST HIS TYPE

The Scotsman with the usual thrifty characteristics telegraphed his proposal of marriage to the lady of his choice. After waiting all day at the telegraph office, he received an affirmative answer that evening.

"Well," said the telegraph operator who delivered the message, "if I were you I'd think twice before marrying a girl who kept me waiting so long for an answer."

"Na, na," smiled the Scotsman. "The lass for me is the lass who waits for the night rates!"

SURE ENOUGH

Having a big family at home is a good way to make sure there'll always be someone to answer the phone — and forget to give you the message!

TRANSPLANT

Marketing executive was being offered a heart transplant. The surgeon suggested the heart of a young athlete or a salesman.

"If you don't mind," said the exec,

"I'd rather wait for the heart of a mortgage banker, one that hasn't been used much."

GREAT IDEA

The new bride called up the gas company's test kitchens. "How can I improve the taste of salt?" she inquired.

The voice at the gas company was silent a moment, then replied solemnly: "Try slipping a piece of steak under it!"

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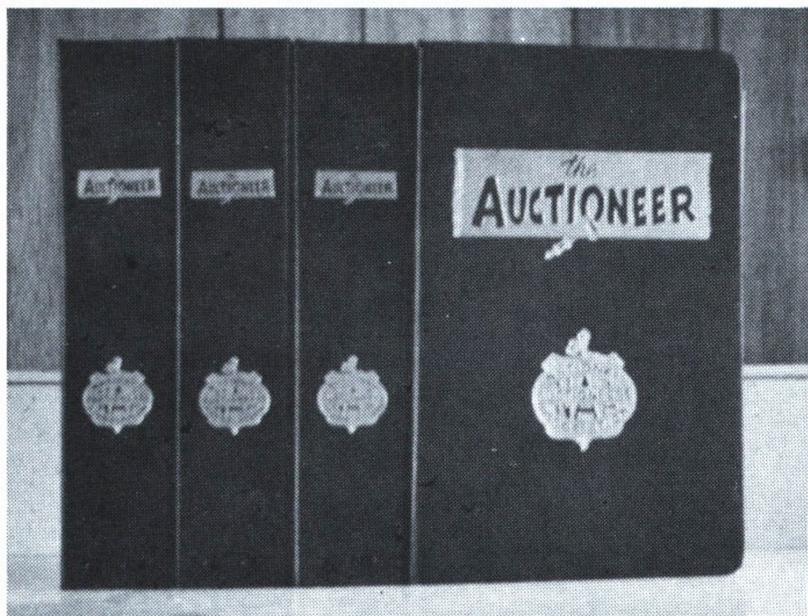
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MIXED UP

The younger generation confuses us. Half of them extol the virtues of putting it all together, while the other half are busy taking it apart! — Robert Fuoss, Wall St. Journal.

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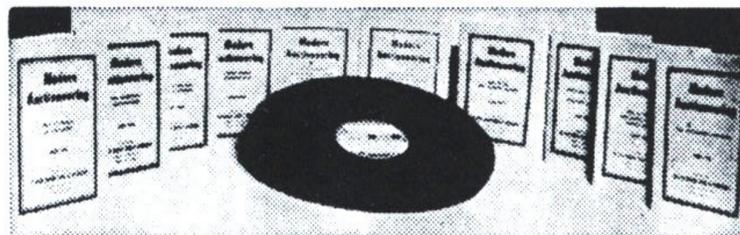
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Muttonchop sideburns are appearing on all ages — from young kids to old goats.

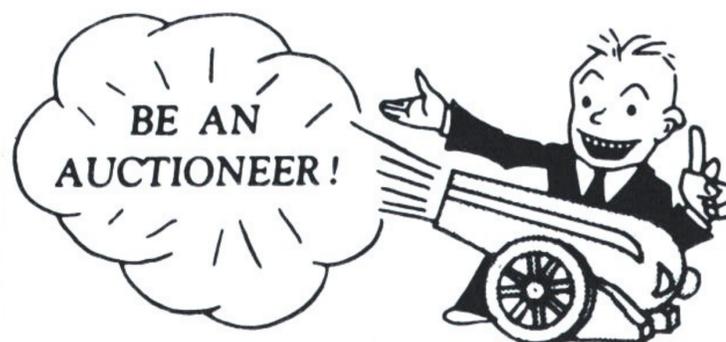
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3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".

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

FINAL SETTLEMENT FORMS . . . Form FS-69

8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchantable title to all items sold and deliver title to purchasers. Auctioneer keeps original and seller keeps the copy.

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

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

8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

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

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

8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Auctioneer signs that he received the items listed and seller signs that he has good title to all items and the right to sell. Auctioneer keeps the original and second copy and seller keeps a copy. Consignor receives second copy from auctioneer with his payment check. Space to list a number of items on each form.

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

PERSONAL PROPERTY AUCTION CONTRACT

. . . Form No. PPC-69

8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell and will have everything ready and available by Sale time. Original to auctioneer and copy to seller.

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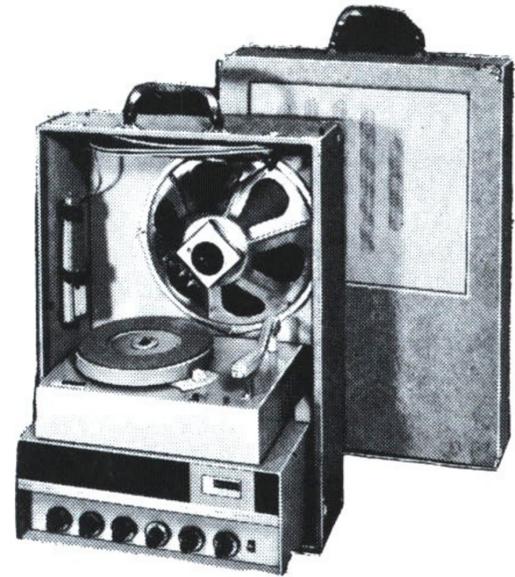
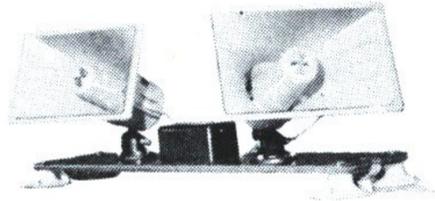
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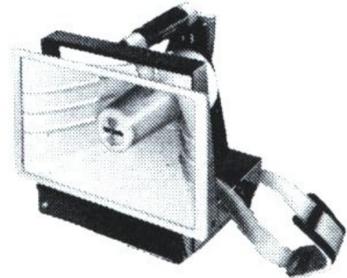
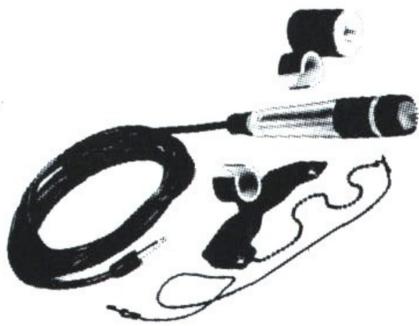
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