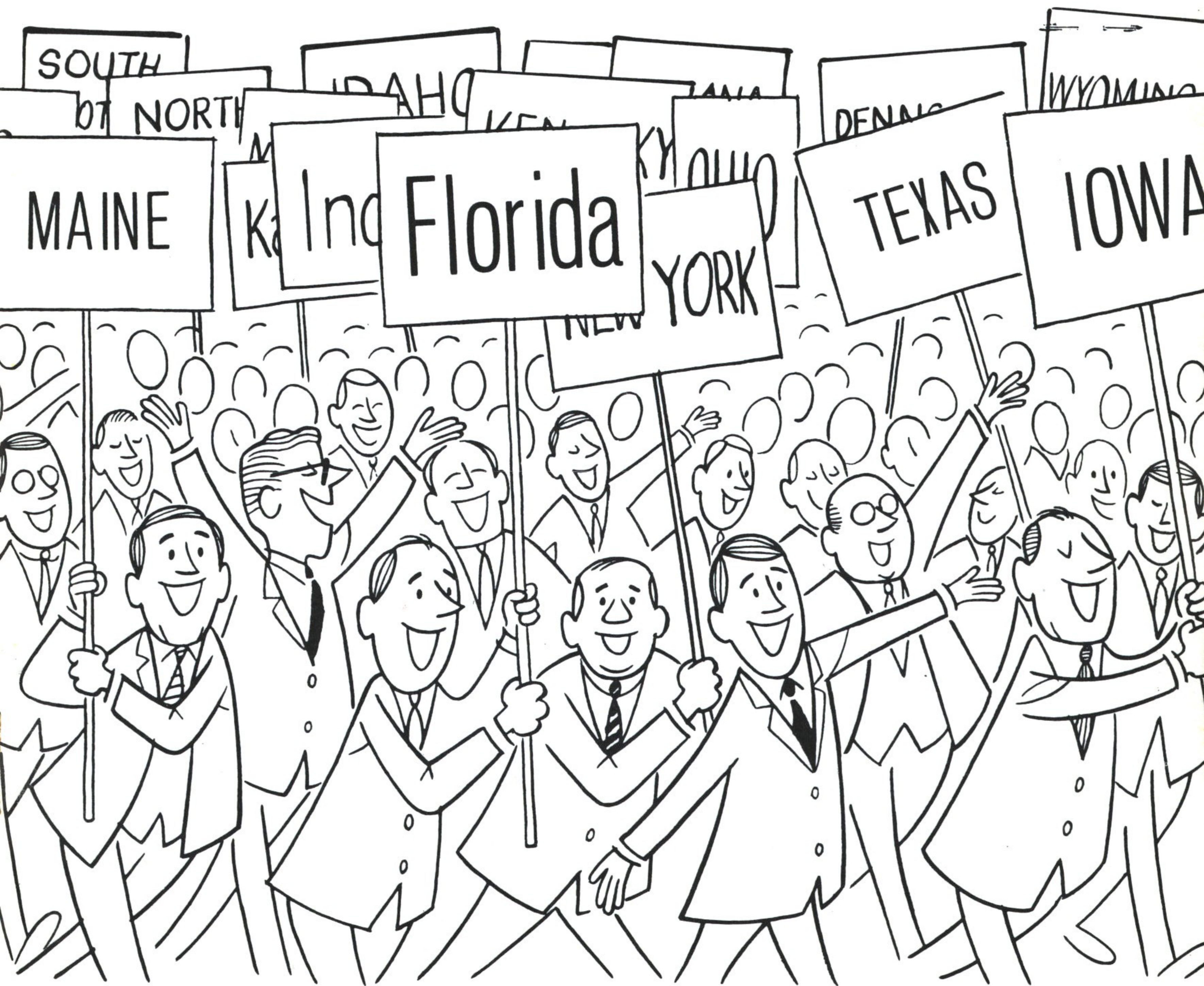


# THE **auCTIONeer**



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*who is in charge of the sale!*

SPRING IS HERE!!! Straw hats are now in fashion. We have the straws in stock. The National Sales Manager with the company who manufactures "The Auctioneer" hat was down to see us from New York and we decided to change the summer straw auctioneer hat just a little bit and it really looks good. It still comes in the same brim widths 2", 2-3/8", and 2-5/8"—and the red satin auctioneer emblem is in the inside top as well as the emblem on the outside as shown above.

Get your order in right away so you will have this beautiful hat to wear all summer. We are still shipping the winter felts (silver belly) in the same brim widths mentioned above. We are also able to furnish the really western style, wider rolled brims in various colors by special order if any of you are interested. I have seen the samples for next year and they are really nice felt hats.

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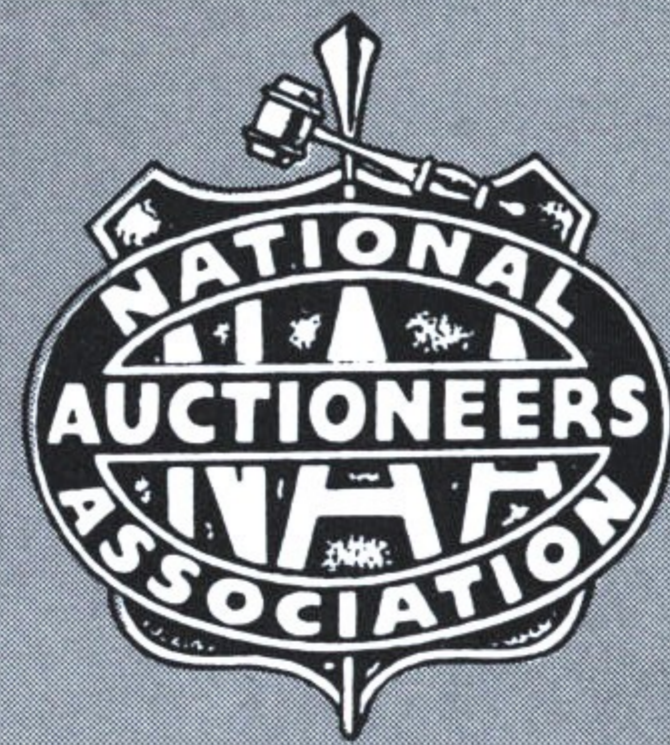
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# THE **auctioneer**

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# Morris Fannon — Virginia Cattleman Of The Year

By G. W. Litton

“Little man you’ve had a busy day.” About the time Morris Fannon was born his mother undoubtedly crooned this lullaby as she rocked him to sleep. It was



**COL. MORRIS FANNON**

all the rage then. The reason the Virginia Cattlemen’s Association and the Livestock Breeder Journal have named him man of the year is because he translated the “---You’ve had a busy day” into his every day life in service to mankind.

Born and reared in Lee County, Virginia, where he grew to a mere 5 feet 8 or so and to a soaking wet weight of 135 pounds, his service to Virginia and the nation is such that Lee County actually carved itself a giant. On his Lee County farm he is first a cattleman that breeds both Registered and Commercial Herefords. Enough of an accomplishment in its own right, but his major contribution is in the field of merchandizing and marketing.

A graduate of the Reppert School of Auctioneering, class of 1947, his first sales were as a tobacco auctioneer. His

success was assured and his future secure in the tobacco trade, but the trouble was it took him away from the livestock industry and the people whom he loved and wanted to serve. So in order to learn their business better and to acquaint himself further with their problems and opportunities, he gave up tobacco auctioneering to become Secretary of the Virginia Hereford Breeders Association. When he had indulged himself sufficiently with the purebred breeders, he decided the best thing for him was to learn the business from the grass roots up, so he started working for the Virginia Beef Cattle Association and helping with their feeder cattle sales program.

To decide whether he learned his lesson well enough, a reader has only to follow his career as reported in the quality livestock journals. In 1969 we’ve read of his activities in cattle marketing in the states of Pennsylvania, Florida, Indiana, Maryland, Tennessee, West Virginia, Georgia, North Carolina, New York, and, of course, Virginia.

His knowledge of the needs of the livestock industry led him into leadership rolls with the Virginia Association of Market Operators of which he is a past president. Moreover, he helped start and was active for several years in the Roanoke-Hollins Stockyards and still owns stock in this important organization.

During his association with the weekly market operators, he saw a place of service in a possible Organization for the Salesmen of Livestock. His efforts paid off in the coming together of Virginia auctioneers into an association called the Virginia Auctioneers Association of which he is a past president. In 1969 he won this association’s highest award called “The Outstanding Auctioneer in Virginia 1969.”

When this Virginia association became strong and moving, it affiliated with the National Auctioneers Association, and immediately Morris Fannon was elected to the National Board of Directors. At his invitation and insistence the National Association held its 1969 convention in Roanoke, and he was National Program Chairman. Results, all former attendance records broken and Fannon became the "toast of the town" for the excellent quality program he produced. Mrs. Fannon of course helped with the womans auxiliary program and is now a National Director and on the Program Committee of the ladies organization.

Earlier in his career, he worked for the Virginia Extension Service of Lee County, which may account for his family's activities in 4-H and community affairs. In 1969 he was honored by the Lee County 4-H Council as an outstanding leader and was presented the 4-H Alumni Pen. Daughter, Cynthia, and son, Sidney, are both important 4-H steer feeders, and have won ribbons each of the last 5 years. Cynthia is so versatile as to have won a trip to the National 4-H Congress in Chicago in 1969 as Achievement Winner in Foods and Nutrition. Her project this year is to win next years trip in General Activities so she can become well rounded. Her application is in to go to college in the fall of 1970. She is one of Lee County's most valued All Stars in 4-H. Sidney is a farmer mostly yet, but such ideas fly through his mind as flying airplanes, space ships, auctioneering and many more. He has plenty of time to sort out the one he really wants to do.

It is easy to understand how the Editorial Board of Community Leaders of America awarded Morris Fannon their 1969 plaque for Outstanding Community Leadership when the man they chose is President of the Ruritan Club, with its many community services. Also, the Fannons' added an international flavor to their family life in 1969 when they kept an Equador exchange student, an IFYE named Hernan Gutierrez.

Make no mistake, the lady behind the Fannon scenes, the former Velda Myers, an accomplished school teacher, is the

spark plug that makes all the community service go. In fact, she helped make Virginia's Cattleman of the Year as wife and mother in one of the really accomplished Virginia families.

Earlier, in 1967, the V.P.I. Block and Bridle Club, which selects an Honor Award winner each year of an individual who has made a significant contribution to Agriculture, selected Mr. Fannon. One of the students wrote up his accomplishments and said, "His enviable reputation in the field of merchandizing is based on his ability, concern, honesty and fairness to all." I couldn't say it any better.



## Hotel Contents Sold In Three Hour Period

More than 400 people from all parts of Arkansas were on hand for the liquidation of the furnishings of Hotel Pine, Pine Bluff. According to B. L. Wooley, Little Rock auctioneer, 478 items were sold in the auction which started at 10:00 A. M. and lasted about three hours.

Wooley said that some 100 buyers took home the contents of the 160 rooms consisting of bedroom suites, television sets, air conditioning units, office machines, the original hotel safe and an old-fashioned time clock. As the gas had been cut off there was no heat in the building which probably aided in the speed of the auction.

This was the third auction conducted in the hotel by B. L. Wooley and Associates in the past few years but the other two were to settle estates. A spokesman for the Trust Department of the National Bank of Commerce, Pine Bluff, said they had no future plans for the building which had been a hotel since 1913.

### THOUGHT FOR THE MONTH

"The trouble with remaining calm these days is that people suspect you don't know what's going on."

JOHN R. FISHDICK

# Dan Fuller's Death Ends Illustrious Auction Career

Death on February 21, 1970, of Col. Dan J. Fuller, Albion, Neb., removed from the earthly scene a man who made an indelible impression upon all who knew him and to the auction profession in general. Few men have been better supporters of the American way of life, their fellow man, their home community and their business and profession, over a lengthy span of years, than Dan Fuller.

Those of us who knew him through the auction profession and the National Auctioneers Association need not be reminded of his impact upon the auction method of selling. Col. Fuller never missed a National Auctioneers Association convention as long as his health permitted and he always said that he never attended one of these meetings that he did not come home a better man and a better auctioneer. This is only the part of the story that he related. Those who had the opportunity to visit in the hotel lobby with him or share a table at meal time were those who gained the most. It was next to impossible to visit with Dan Fuller and not come away with an inspiration to go back home and do a better job.

Col. Fuller realized early in life the great challenge the auction profession offered and he further realized that to enjoy the profession to the fullest it must be shared with others. When he entered the profession nearly 70 years ago it was in partnership with his brother. Since World War II he had been in partnership with Leon Nelson and Ray Flanagan. He was always ready and willing to lend a helping hand to other auctioneers, young and old, and many of today's successful auctioneers can look back and say it was Dan Fuller who helped them along the way.

He was a strong believer in organization of business and professional men and his contributions to the Nebraska and National Auctioneers Associations were many. He served as President of the



Nebraska Auctioneers Association in 1954-55 and was always an active participant in the organization. It was during his term of office that legislation was sponsored by the hardware merchants relative to the selling of new merchandise at auction that placed restrictions upon auctioneers. When the Bill came up for public hearing on March 21, 1955, Nebraska had been the victim of a severe blizzard the previous day. Although other auctioneers had been alerted it was Col. Fuller and Leon Nelson who braved the weather and the roads and drove to Lincoln for the hearing. There, they were joined by one other auctioneer. It was the three of them against fifteen from the hardware group. However, they were successful in adding an amendment to the Bill, removing the responsibility of the auctioneer. This is only an example of his many contributions to the profession.

He was also active in the Nebraska Real Estate Association and was a former President of the Norfolk Realty Board. In recognition of his contribution to the auction profession, Col. Fuller was awarded the highest honor of the National Auctioneers Association, in 1963, when he was a recipient of a special

plaque that is given only to those who have served their profession in an outstanding manner.

Dan J. Fuller was born on a farm near Woodland, Ill., May 6, 1881, and was 88 years old at the time of his death. He was married at Woodland to Helen Grace Cavitt, Feb. 26, 1902. Mrs. Fuller passed away May 19, 1969, after they had celebrated their 67th wedding anniversary. Three daughters survive and he was preceded in death by one daughter.

Immediately following marriage, the Fullers moved to Oxford, Ind., and it was here that he embarked on his long career as an auctioneer. He was a graduate of the Jones School of Auctioneering, Chicago, Ill. In 1910 the Fullers moved to Albion, Nebr., and excepting for a period of residence in Oklahoma, they resided in Albion all their lives.

Dan Fuller is credited with pioneering the land auction business in the State of Nebraska. He was considered an outstanding appraiser of land values and his judgement was respected by both buyers and sellers. He and his associates sold many, many farms at auction.

Active pallbearers at Mr. Fuller's funeral were all auctioneers, Leon Nelson, Tom Johnson, Henry Buss, Ray Flanagan, John Ryan and Frank Fitzgerald. He will never be forgotten. He gave Albion its only public park and a street in the city is named after him.

## **Real Estate Auction Brings In \$4,000,000**

Overland Park, Kas.—More than 4 million dollars was paid to James Zarda after he auctioned 34 properties he held in Greater Kansas City, Jan. 27-28.

Among the properties sold in the 2-day auction at the Glenwood Manor Motor hotel were the Shangri La Villa apartments at Sixtieth street and Nieman road, Shawnee; the End Zone cocktail lounge at 4739 Belleview avenue, and several duplexes and single-family resi-

dences he had acquired in the last 15 years as a real estate dealer.

The highest price for a single piece of property was \$600,000 for the Meadow Park apartment complex at 10300 West Sixty-second street, Shawnee.

Zarda said he sold the property to raise funds to construct government housing for low-income groups in the Greater Kansas City area.

"I was just a dumb kid with an eighth-grade diploma but I worked hard to build up a good business," Zarda said. "I want to devote all of my time now to building the low-income housing.

Zarda said he would build several 4 and 5-bedroom houses that he will lease the Housing and Urban Development department for 20 years.

"I am very satisfied with the sale," Zarda said, "and I encourage everyone to do what they can to help persons in low-income brackets."

The auction, conducted by Duggins & Associates, lasted more than 11 hours. More than 500 persons, some of them from outside the Kansas City area, attended the auction.

## **Wedding and Fire All Part of Auction Night**

Anything and everything happens at public auctions. An illustration of this fact was a recent auction at Gardner's Auction Barn, Hamilton, Mont. In addition to their regular auction they also had a wedding and a fire.

A minor fire broke out in an electrical panel about five minutes before the ceremony was to take place. However, the Hamilton Fire Department soon took care of this. Mrs. Trudy Shatzer, an employee of Gardner Auction Service, was united in marriage to Robert Prewitt, Sr., a local resident.

Completing the evening's activities was an auction sale and a wedding reception.

# Introducing Our 1970 Convention Chairman

Col. Joe Donahoe, Darlington, Wisc., has been appointed to serve as Chairman of the National Auctioneers Convention, as Wisconsin is making preparations to act as host to the many people who plan to attend the event at Milwaukee, July 30-31 and August 1, 1970.

Joseph Donahoe graduated from Reppert School of Auctioneering, Decatur, Indiana, in 1940, and has been engaged in real estate and the auctioneering profession since, with the exception of a tour of four and one-half years with the Army during World War II. He served with the Army in the South Pacific for 3½ years attaining the rank of 1st Sgt. and participated in the battles of New Guinea, Bismarck, Archipelago, Southern Phillipines and Luzon. His awards included the American Defense Service Medal, Asiatic-Pacific Service Medal with four bronze stars, Phillipine Liberation Medal with the bronze star, American Victory Medal, Good Conduct Medal, Meritorious Service Unit award and five overseas service bars.

After his discharge, Col. Donahoe returned to real estate and the auction business in Darlington and became interested in community affairs. His talents were used to serve in several capacities including Alderman and Mayor of Darlington for six years, two terms as supervisor on Lafayette County Boards, Chairman of County Condemnation Commissioners, Jury Commissioner, member of Knights of Columbus, American Legion and the VFW having served as Commander of both organizations.

At present he is serving a three year term as director of the Wisconsin Polled Hereford Association and the National Auctioneers Association. Joe is a highly regarded member of the Wisconsin Auctioneers Association and served as its president for two years and secretary for four years.

Some highlights of his auctioneering profession are serving as auctioneer at the



Junior Livestock Show sale in Madison for the past 25 years. He built and operated, as a partner, the Belmont Livestock Market for 15 years and at present is selling weekly sales at the Milwaukee Stockyards. He is well known in Southwestern Wisconsin having participated in many farm sales, livestock and real estate sales. Since 1959 he has auctioneered for the Southwestern Feeder Cattle sales.

Joe and his wife, Ann, have eight children, four girls and four boys and presently are residing at 627 Harriet St., Darlington, Wis.

ROBERT BRANEAU



Thomas said it best in 1887, and I quote:

*"Degrees are taken to be used. The degree or title becomes a part of one's name, and should be used just as much, and serves just as much to identify a person as his Christian name. In writing to a stranger, it indicates your attainments, and is a better introduction to him than a whole letter of explanation."*

*A certain man is mentioned by Lewis Albert Banks in his book Fresh Bait for Fishers of Men, who had an impediment in his speech. Although at times he was quite eloquent, he stammered occasionally. The day came when he found it necessary to move away to another city. After some months he made a long-distance business call to a former ac-*

*quaintance in his old hometown. When their conversation was just about finished, the friend at the other end of the line said, "You sound great! You talk better since you've moved. You don't stutter like you used to." "No," said the other, clear and plain, "a man can't afford to stutter when he's on the telephone paying long-distance rates!"*

---

—FELLOW AUCTIONEERS:

In planning for the upcoming N.A.A. Convention to be held in Milwaukee, I would like to announce the activities planned for those arriving early. July 29, 1970, we will be "kicking off" the convention with a talent contest and Early Bird Party.

The talent contest will be open to the sons and daughters of auctioneers. Those competing will be eligible for the \$100.00 in cash prizes. **All participants will receive a prize.**

If a member of your family is interested in competing simply fill out the following entry blank and return to: Col. Jim Appleman, Cashton, Wisconsin, 54619.

**\$100.00 IN CASH PRIZES**

**NAA Convention Amateur Contest  
For Sons and Daughters of Auctioneers**

*Mail Entry Blank Now  
To Get In On The Chance To Win*

NAME: \_\_\_\_\_ AGE: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

TYPE OF ACT: \_\_\_\_\_

*Return entry blank to: Col. Jim Appleman, Cashton, Wisconsin, 54619.*

Sincerely yours,  
COL. JIM APPLEMAN  
Cashton, Wisconsin

# NATIONAL AUCTION WEEK

## April 6 - 11, 1970

### New Guinea Auction Off To Good Start

Port Moresby, New Guinea—About 200 Lae people tried to outbid each other for household goods in the town's first non-government auction.

Items ranged from bottles of wine to hi fi equipment, and prices from 50 cents to about \$100.

Auctioneer was Mr. Cliff Newman, who has started a real estate and auctioneering business in Lae.

A specially designed shed for the auctions is on Butibum Road opposite the Institute of Technology buildings.

The warehouse and surrounding land is valued at \$14,000.

Sliding doors at each end of the building give ventilation, while providing a drive-in, drive-out area for vehicle auctions.

The sales are held each week, with household goods and cars being sold alternately.

Among the items which drew keen bidding at the opening auction were two Pakistani brass lots.

A Pakistani ash tray and nutcracker

**EDITOR'S NOTE:** "The Auctioneer" is indebted to Herb Bambeck, Dover, Ohio, for the forgoing article. It was sent to Col. Bambeck by a missionary friend, currently serving in New Guinea.

brought \$15, while a Pakistani liquer set reached \$42.

Somebody took away a sewing machine described as "capable of every kind of sewing" for \$65, while another buyer paid \$1.60 for a tall-necked wine glass and paper rose.

About 80 per cent of the 300 lots were sold, many of them being smaller items like bundles of books or records.

Among the objects which did not reach their reserve was a table and chair set and a photographic enlarger.

Mr. Newman said he thought the auction had "gone according to plan."

Mr. Newman, Welshman, was director of the British Merchant Trade Organization in Nigeria before the Biafran war.

He arrived in the Territory less than two years ago.

### Everybody's Business

A strong, active association is the best answer to many industry problems, especially those which cannot be solved by individuals alone. But every organization's strength is in proportion to its membership; unless most eligibles join the ranks, any group is below par in effectiveness. Their absence deprives the association of needed funds and manpower and also forces its manager to spend time on membership building which should be spent serving those who already belong.

Here is what one executive vice president—Robert E. Crozier of the Texas Retail Grocers Association—said about

this matter: "An association manager is behind the 8-ball as long as a major portion of his time must be devoted to building membership. Building membership is a challenge to the individual member and a task which everyone in an industry should accept as a primary responsibility."

Everyone who joins an association should do so with the intention of belonging for a long time. He should also exert his full influence with others to build a collective future that will be brighter for all—pooling their resources to finance a worthwhile future.

"It is illogical to expect worthwhile results from association work," this manager concluded, "unless every member supports the program by contributing freely of his personal time, thought and counsel."

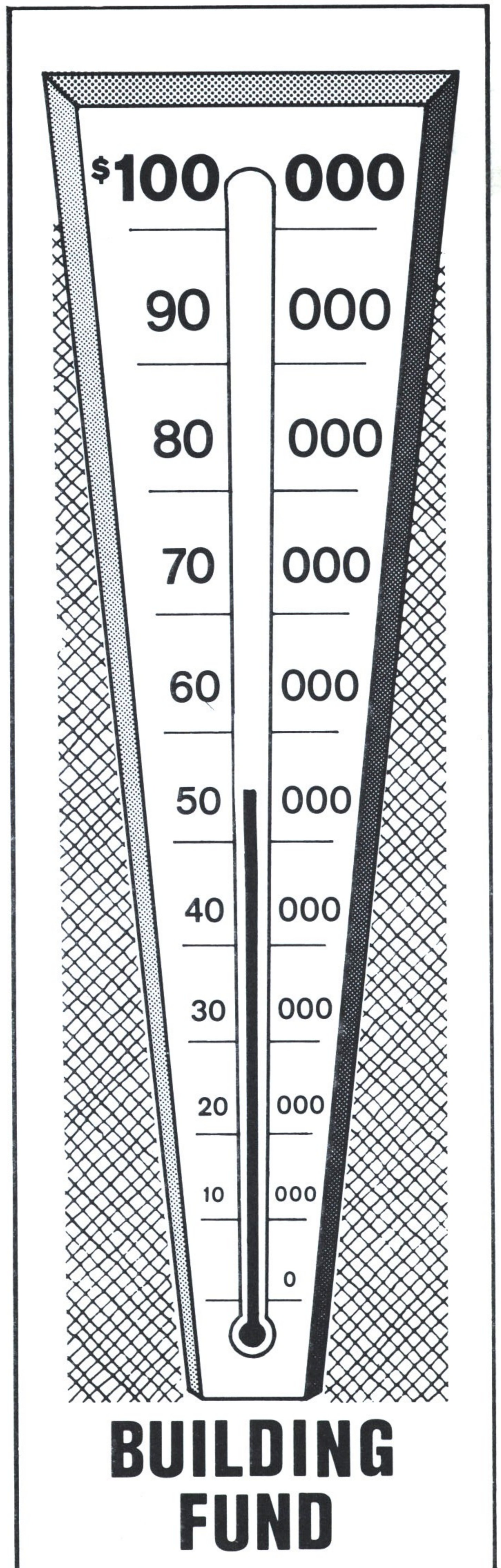
## Berry Memorial Fund

In their February meeting, the Western Chapter of the Pennsylvania Auctioneers Association voted to establish a "Tom Berry Memorial Fund" to be added to the NAA Building Fund. The late Tom Berry was one of the founders of the NAA, a former member of the Board of Directors and at the time of his death he had never missed a Convention of the National Auctioneers Association or its forerunner, the National Society of Auctioneers.

An auction for the benefit of the Fund will be held Monday, April 13. Anyone who wishes to donate to the Fund should send their donations to: Margaret Berry, Secretary, Western Chapter, PAA, R. D. 1, West Newton, Pa.

Tracy Brothers Auctioneers, Inc., Pavilion, N. Y., has been added to "Builders" column of donors to the Building Fund.

Kansas Auctioneers Association has been erroneously carried under the "Friends" heading. Their listing should be under "Sponsors".



# Carlson's History Sells Like Hotcakes

Trimont, Minn.—When it comes to Martin County history there is one man who is perhaps better informed than any other. He is Walter Carlson of Trimont who has been a member of the Martin County Historical Society since 1947.

Since that time, Carlson has spent countless hours compiling information on county history. "It's like eating salted peanuts," remarked Carlson. "You never stop. You just keep hunting. And after all, the memory of the departed and what has been done by them depends on what is done by the living."

This sparked the idea for "Happenings in Our Neighborhood," which Carlson had published in November of 1967.

The book deals with happenings in Cedar, Galena Elm Creek and Fox Lake townships. The happenings include government, Indian and fur traders, mail and post offices, schools, blizzards, grasshopper invasions and prairie fires of the area.

"The book took three winters to complete," said Carlson. "That's the only time I had to do research."

When his three winters of work were completed there were 250 pages to be published. The only thing that Carlson and his publishers were unable to predict was the popularity of the book. "We only published 225 copies and they were all sold out in 10 days." Now we're trying to buy some of them back, but no one will let go," commented Carlson.

One volume of happenings led to another, Volume 2 which was published

**EDITOR'S NOTE:** In connection with this article, Walter Carlson has this to say: "Here's one business anybody can get into and never have to worry about competitors working overtime to run you out of it."

in November 1969 after two winters of work. This time Carlson and his publisher played it safe and made up 500 copies. Carlson estimates that some 300 of the copies have already been sold.

Carlson now is working on a third volume of "Happenings in Our Neighborhood" which will pertain to roads and drainage. "Our house looks like a national disaster area," chuckled Carlson, "especially two bedrooms. I got material piled over the bed, under the bed and on any available spot. If we get warning that company is arriving, it takes three days to get the place cleaned out so that we have a place for them to sleep.

Practically all history has been recorded somewhere. When some part of it is wanted for review, it's only necessary to know where to look for it.

And look for it is just what Carlson does. This involves digging into official records, newspapers, journals and diaries, as well as reading books, pamphlets and other publications by historians. There are family scrapbooks that reveal a great deal of information. Personal interviews help also. Letters to Congressmen, both state and national, as well as letters to the historical archives at St. Paul, Chicago and Washington, D.C. have provided a wealth of information for Carlson. "If I were to tell how each paragraph in the various volumes came about, each one would be a story in itself."

The three volumes of "happenings" are not the only project that Carlson has been occupied with during his years with the Historical Society.

About four or five years ago the Society asked him to prepare a directory of all the rural school teachers of Martin County from 1862 to 1969. This took one whole winter of digging and delving. One directory was composed for the museum and one directory Carlson has

for his own. This was one job that Carlson received pay for. All of his other projects have been done merely to record and preserve historical events for posterity.

Carlson also has compiled a history of the Martin County Historical Society from its organization in 1929. "I'm about two years behind in bringing this history up to date." One hundred mimeographed copies were made but these too have been exhausted.

At the time of the 1958 Centennial, Carlson got busy on "This Day in Martin County" in which he listed some 1,000 events that took place through the years, even to the first automobile-pedestrian accident that occurred Aug. 14, 1910 and was written up in the newspaper as follows:

"Arthur Padberry, an English sailor cruising on a heavy sea, at a point between Fox Lake and Sherburn, failed to make allowance for the bow of Banker F. S. Schwalen's automobile suffered star-board injuries. This appears to be Martin County's first automobile-pedestrian collision where injury to person required doctors repairs."

After a bit of searching, Carlson found a picture of the car involved in this accident and it will be included in his volume 3 "happenings."

Still another project that was the brainchild of Carlson's is the memorial roster that is on display at the museum. Listed on the roster are 150 deceased members of the society. "This is of great interest to visitors to the museum," said Carlson. "Oftentimes visitors seeing the name of their grandfather, uncle or aunt, are prompted to buy a membership in the society."

For his many hours, days, years and yes, even winters of work, Carlson's only comment is "It's nice to be admired for all the work I've done. I only hope that it inspires someone else to continue the work when I'm gone."



*No one was ever blinded by looking at the bright side of things.*

IN UNITY THERE IS STRENGTH

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**Get the Most from Belonging**

There are some things every member can do to insure a maximum return on his dues investment:

*Get involved.* Add your own information to what the speaker is saying. Try to maintain a mental summary of his points. Listen for the personal pronouns, *you* and *your*—intended to help you "get into the act."

*Ask questions.* Take advantage of the question period to get obscure points clarified. If you spot a contradiction or ambiguity, call it to the speaker's attention. He will welcome the opportunity to explain, and the rest of the audience will be glad you inquired.



## Pop's Ponderings

### Our Goal - Building Fund By July - Lincoln In 1971

By COL. POP HESS

Here in our great state of Ohio, the date of my ponderings to be read in this publication is Monday, March 9th. Your writer is quite sure some of his ponderings could sound a small trend toward the month of April Fools we often encounter in this month. However, if any of my leads could lead to April fool, it was not intentional. I have already found out since I have passed the ninety-year mark, I catch myself April fooling myself in March before we get to the Fool's day.

I had a fine letter from our new Ohio Auctioneers Association President, Ford Good. Back in my early hay days of auctioneering, when located around Summit and Portage Counties I would often get into Ford Good's home area. At that time he was just a small boy, I think the first time I observed him he was dressed like a baby should be with the usual safety pins all in place, and he, in his mother's arms, squalled so loud we closed down the sale lingo until his mother could move her sitting position. As back in those days, Ford Good's father was the leading farm sale clerk of that area, and the Banks would, without question, honor any farm sale note Mr. Ford Sr., would accept at any farm sale where he was clerk. Ford Jr. grew up visiting each sale he could get by with getting out of school. To become an auctioneer took root and this young man journeyed over to Fred Reppert's Auction School and came home with a sheep skin that had real wool on it.

When this all took place I had closed out my Northeast Ohio home and business location and located at London, Ohio, where the farms were larger plus all breeds of livestock herds were in production and sales held. It so happened, as Col. Good got his diploma and needed to

get a sale to conduct, one of my old time farmers had me come back to his area that was in the Good home area and Ford Good introduced himself to me. I could see he needed a boost, also I found I could use a good helper around the sale ring so I got the owner's OK to put him on. I had the pleasure of introducing Col. Ford Good as their home town boy who now was to be their local auctioneer. He has proven his work and conduct has now put him in the class of an Auctioneer in Demand. His goal and plans was to be of real service for his home area and his name is not a stranger throughout his home and adjoining counties. I am sure the Ohio Auctioneers Association will be well groomed during his term as their President. Ohio holds and leads in total memberships in both State and National.

In my March column, I mentioned, due to many questions mailed to be for my opinions, I might run in my April issue a question and answer program. However, as I looked over many of these requests I could give the best answer as most requests came from new beginners who have just returned from Auction School or a beginner who has worked in a few sales and considering going to an Auction School for a diploma. Some of these I have personally answered direct and all who have written and not received my reply can rest assured I will in time answer them, or do not fully know what is a correct answer to the problem they are working over.

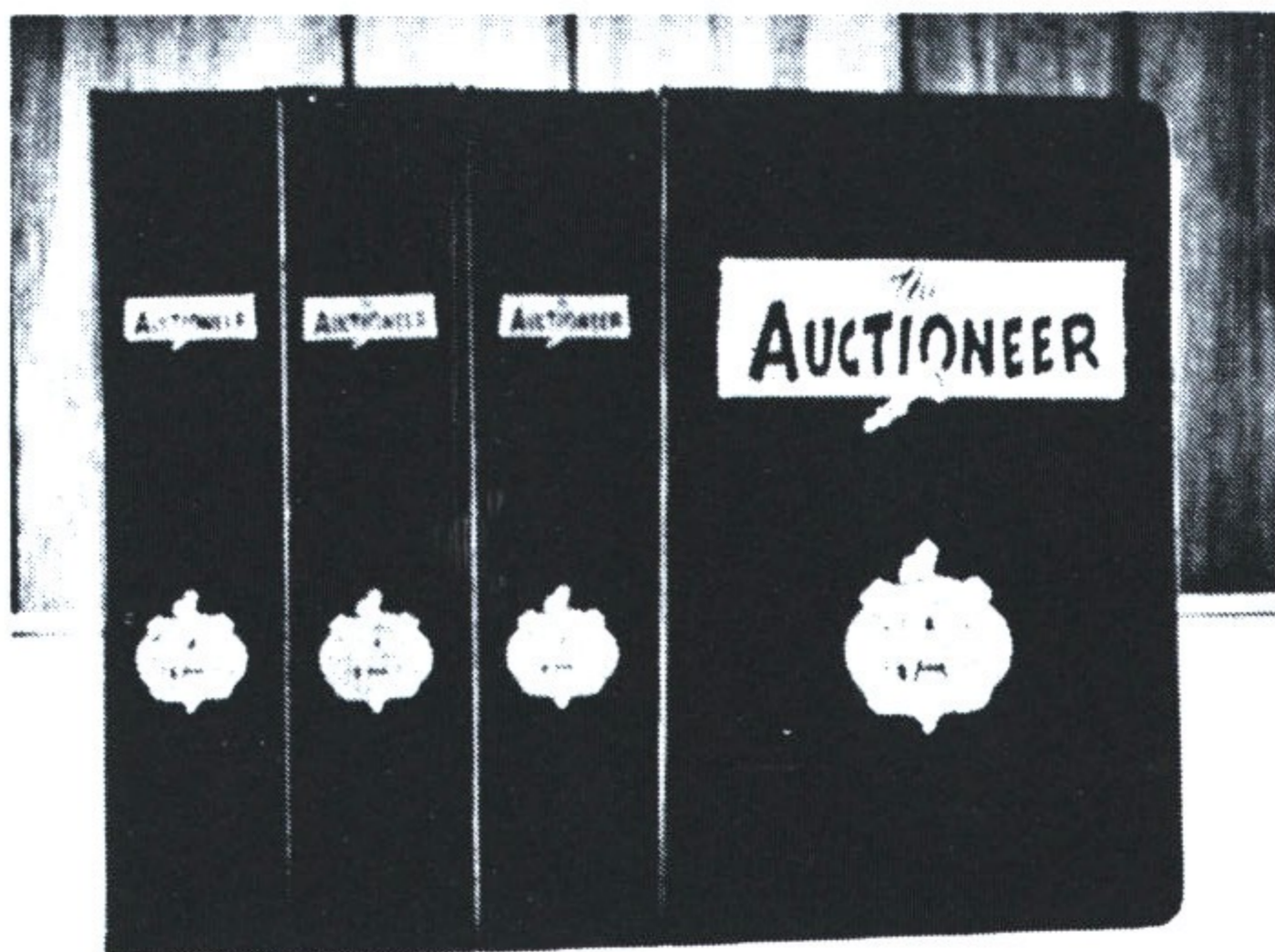
In this problem of questions and answers, the program of Auctioneering Public Sales can be correct in some ways and misleading in others. Now for the past few years we who have been in the firing line of sales, the auctioneering in many ways has become a specialized field. Like

the medical profession, they have straight M.D.'s whose practice is office and house calls, then there is the surgeon, and many divisions in the Medical lines, on eye, ears, hearts, lungs and what have you. True, it all brings many questions and answers so as I see it I'm trying to make decisions and conduct for Auctioneers who in time will lead off in his specialty such as Real Estate, Commercial, Household, special livestock and the general every day farm and livestock sale.

However, in my judgement of many past years experience I would classify the Weekly Livestock Commission Sales quite different than the general farm and livestock sales programs, and really feel the better auctioneer on such weekly commission sales is the auctioneer who has one for each working day of the week. Most of these weekly livestock commission sales sell by the pound. They have certain bulk buyers in the daily sales at different locations, and the auctioneer has become acquainted on his way of bidding for just a few head or a truck

load. Also, these auctioneers must become fully versed in quality in butcher stock and the buyers who bid on them and must sell fast and very plain and little time but straight auction lingo and good bid catcher from what I did observe in being an auctioneer in these livestock barns. The sales yard management and helpers are well informed on the offering they have for the day and the best bidders who are in the sale ring seats. They kick in over 50% of the bids to the Box Auctioneer, who acts in the form of a talking machine in counting the top bids and selling out, as the volume in these sales runs into the hundreds of head and speed and salesmanship is very valuable and must be properly done to the last detail.

We, here in Ohio, came into the weekly auction sales when they became numerous throughout the state in the 1930's through to this day. They have proven all the way an advancement for the average farmer and commercial livestock feeder and buyer. They have good



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state supervision and are operated correctly or they are no longer in business. It gave a fine open field for auctioneers who could qualify to sell in their sales. Through it all they have not taken the place of the general farm closing out sales plus the Purebred Production and Dispersal sales. It has helped greatly to bring the general public more auction wise and meets with general public approval. Yes, many started and failed, but today the Weekly Livestock Sales Yards with regular weekly auctions are here to stay and old good classification, licensed and bonded.

This is not only in Ohio but nationwide throughout our United States. We also note about all of the top notch auctioneers selling in these sale yards are now members of our NAA. As one of your columnists of this publication I cannot close out this April issue without saying when we come to our May issue we are only two more notches 'til our Annual Convention Time. Now is the time to check your dating book and leave open days July 30, 31 and Aug. 1 for your time out from selling and meet up with many just like you, plus a good visit in the State of Wisconsin. The state for summer vacations with water, climate and summer resorts and big FISH waiting to greet you. You can all stay as long as you wish following the Convention dates.

The auctioneers of Wisconsin are fine, open-minded boys and are always ready to offer a welcome hand. Also, the goal many of us are looking forward to, from this time until Convention, is to have our Building Fund fully pledged and the home base in Lincoln, Nebraska, under construction.

This writer hopes our 1971 convention will be held in Lincoln, and if we all work at this project like we do in selling out one of our clients it will be achieved. In this case we dip down in the old purse and lay a few bucks on the barrel head to help build a NATIONAL SHRINE for auctioneers.

Yes, let's make 1971 convention time the dedication time for a lasting landmark and cement the word, UNITY, for one and all. The occupation of AUC-

TIONEER and the business of selling to the highest bidder will be forever stronger. IT IS IN YOUR HANDS, LET'S GET IT DONE.



## MGM Studio Plans To Liquidate At Auction

HOLLYWOOD—The Metro Goldwyn Mayer movie studio, plagued by financial woes, is preparing to sell a precious possession—its past.

In a gigantic auction, scheduled to start in May and last at least three months, the sound stages of the huge lot will open to the public and bidding will begin.

Virtually every item saved up from MGM's 56 years of movie-making will be on sale: Greta Garbo's white satin chaise from "Camille" . . . "The Unsinkable Molly Brown's" brass bed . . . a loveseat graced by Norma Shearer and Tyrone Power in "Marie Antoinette" . . . and thousands more.

Dust was rising on three huge sound stages Tuesday as some 50 employes of the David Weisz auctioneering company began tagging and cataloguing the nostalgia-tinged treasures. Hovering over them as they worked was chubby, balding Hugh Hunt, 68, MGM's retired set decorator.

"I came here with Mr. Mayer in 1924," Hunt said, referring to the late L. B. Mayer, longtime boss of the company. "Since then, I've bought sets practically everywhere in the world. I can remember buying almost everything here."

He pointed to an ornate Chinese style processional cart from a wedding scene in "Kim." He had found it in Pakistan as he was driving along a road and met a wedding party.

"I made a deal with them," he recalled, "I paid them the price of a new cart, gave them my old station wagon to continue the wedding processions, and I walked the cart back to town."

An MGM spokesman said the studio will continue making movies and television shows, but that the sets, crammed in dozens of warehouses, haven't been used in years and won't be needed in the future.

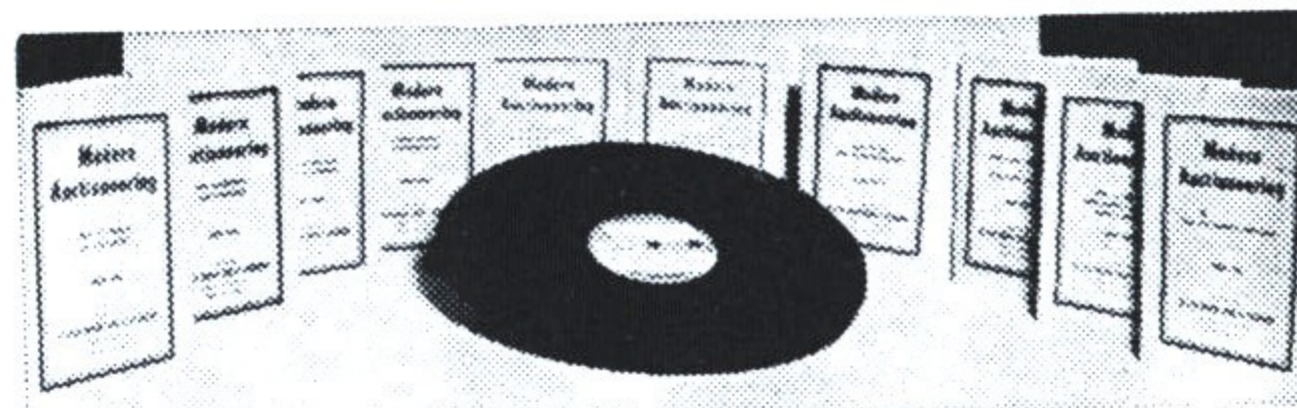
Weisz wouldn't say what he paid MGM, but commented, "MGM must have spent 50 to 100 million dollars for all this stuff."

So far, he's catalogued more than 5,000 pieces of furniture; 900 guns, spears, arrows and other weapons; 250 vehicles including Ben Hur's chariot and the Model A Ford used by Mickey Rooney in the Andy Hardy days, and 350,000 costumes—among them Judy Garland's "Wizard of Oz" dress and the tap shoes of George Murphy, the onetime hooper who now is a U.S. Senator.

The worth of some items, said Weisz, is unpredictable. Who knows the value of an imitation space ship? Or a replica in red satin of the papal processional chair? Or the paddlewheeler used in "Showboat?"

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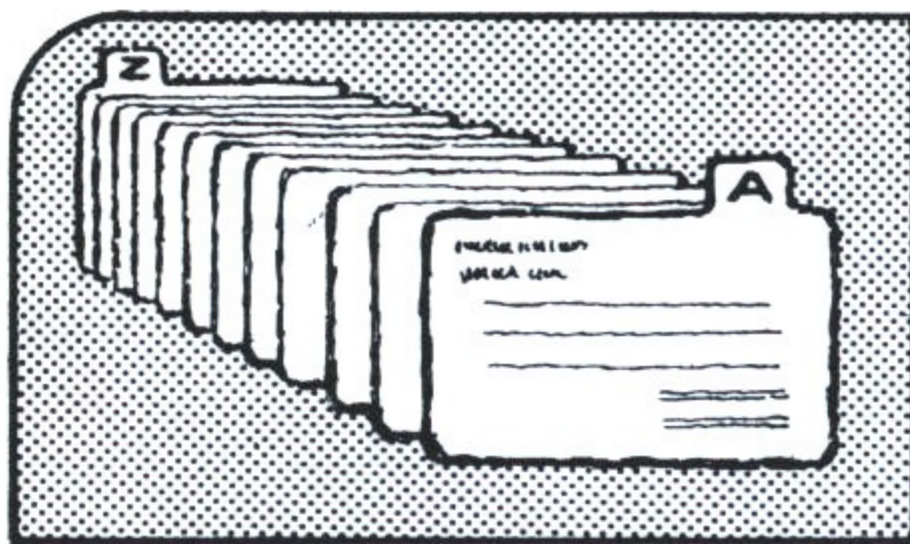
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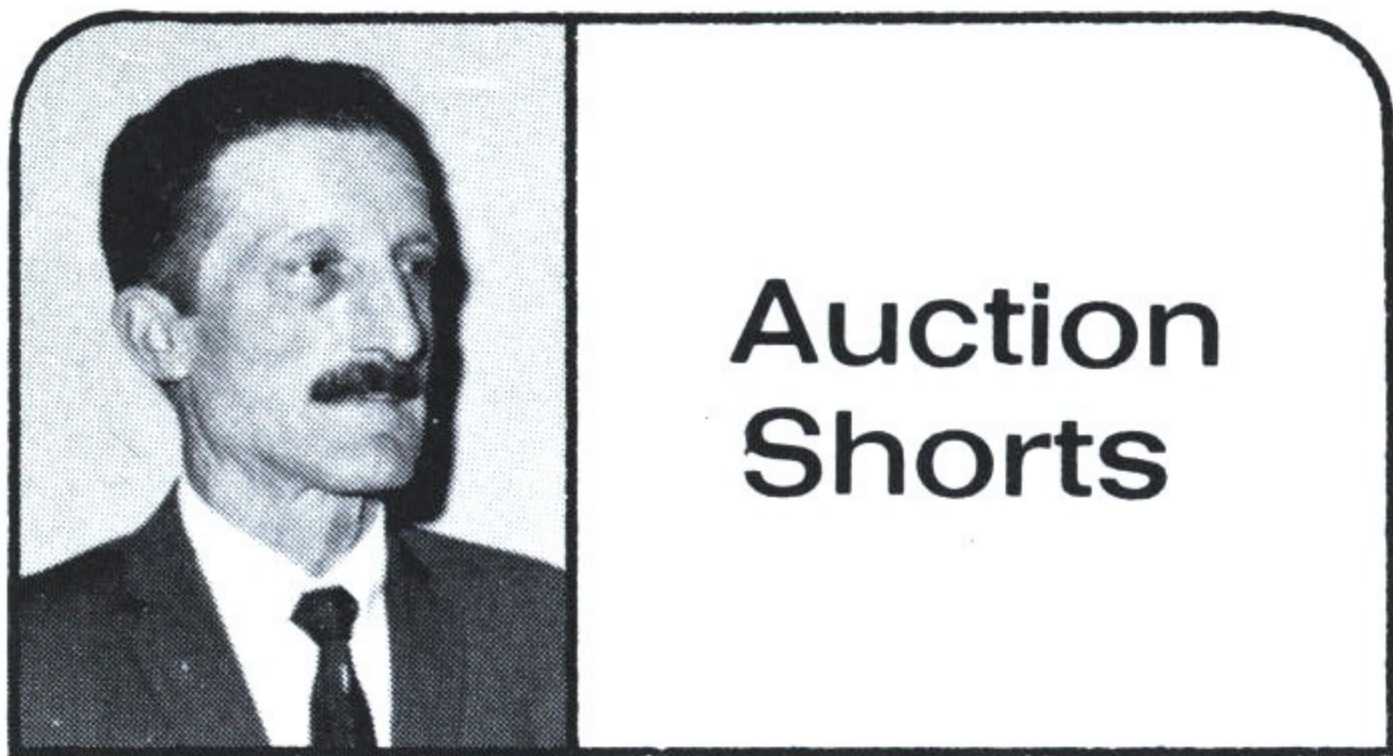
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## Auction Shorts

Nebraska has lost a great citizen and a great Auctioneer when Col. Dan Fuller, Albion, passed away. A charter member and past President of the Nebraska Auctioneers Association, he served our organization well.

There was a good representation of the Nebraska Auctioneers Association who attended his funeral. The active pallbearers were all auctioneers. They were: Leon Nelson, Ray Flanagan, Tom Johnson, Albion, John Ryan, of Greeley, Nebraska, Frank Fitzgerald of Bismarck, North Dakota and Henry Buss of Columbus, Nebraska.

The following is part of a story about the Dan Fullers that appeared in the local newspaper last spring shortly before Mrs. Fuller passed away.

### **Dan Fuller loves to talk—he has been auctioneer 69 years**

ALBION—One of the town's most alert senior citizens loves to talk and no wonder—he was an auctioneer for 69 years.

Dan Fuller, who will celebrate his 88th birthday May 6, began work as an auctioneer at 19 years of age. He spent 10 years in the Oxford, Ind., area as a novice auctioneer before coming to Albion.

He attended an auctioneer's school in Davenport, Iowa, in 1905. Over the past 69 years Fuller has presided at well over 9,000 sales. Although he couldn't recall any terribly strange items which were sold he did indicate he had sold every thing from "soup to nuts."

In 1921 he and his wife donated six acres of land to the town with the provision it be turned into a park site. Located on the southwest corner of Albion the land abounds with stately shade trees, playground equipment and

picnic space. Centering the park is a graceful white fountain.

Having a flair for the unusual, Fuller made the land presentation in a rather dramatic way. He merely told the then mayor of Albion he would attend the next city council meeting and just before official adjournment wished to be recognized. The mayor complied and Fuller handed him an envelope with the proper papers turning the land to the city.

Shortly after the land presentation the town held an auction—with Fuller as the auctioneer—and raised over \$1,000 to furnish the park.

Mr. and Mrs. Fuller celebrated their 67th wedding anniversary in March.



## Bottle and Gun Sale a Great Sale

A capacity seated crowd of some 700 persons turned out for the auction of the gun and bottle collection owned by the late Harvey D. Geyer, Sr., Dayton, Ohio, February 22. Spirited bidding enabled the auctioneers, Clem Long, Inc., of Dayton, to complete the entire selling job in four and one-half hours. There were more than 300 lots in the auction.

Many of the bottles sold upwards from \$200 with a top price of \$325 paid for a Zanesville swirl, 24 rib, 8 in. amber. A swirled cobalt blue flask (3-3/4") brought \$500. A diamond quilt flask, 5-1/4" amber, sold for \$450.

In the gun division, a Walker 44 cal. 1847 model, the type used at the Alamo, brought \$12,000. Seventeen other guns sold from \$1,000 to \$4,000 each.

Buyers were present from New York to California. An illustrated catalogue had been prepared by the auction firm and was sold to prospective buyers at \$2.00 per copy. The sale was held at Dayton's Imperial House South.



## Old Mickey Expensive

BOLOGNA, Italy—A Mickey Mouse comic book published in 1933 sold for \$800 at a public auction here Sunday. The buyer was not identified.

# Some Recollections Of 60 Years Auctioneering

By REX YOUNG, Plattsmouth, Nebr.

Receiving my copy of THE AUCTIONEER and reading Pop Hess' letter caused me to recall some of my experiences in the auction profession. I should not call him "Pop" as he is only eight years older than myself. There are so many things in his articles that fit in with my lifetime of selling. We have seen so many things happen in our lifetime as did our good friend the late Col. Dan Fuller.

We had to go through these many years, especially the first half of them, with some really tough and hard experiences. We have sold cows for \$25.00 each, brood sows from \$8.00 to \$10.00 per head, corn and oats for but a few cents per bushel.

My first sale was with a wonderful auctioneer, his name was I. A. Morris. It was in November of 1911. Now, I am semi-retired and with another wonderful auctioneer in his forties, Edward Morris, owner of the Morris Livestock Auction, at Plattsmouth, Neb. He sells in several states.

My first sale bill I have in a frame. It contains the following information:

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8 Horses—3 Cattle—2 Brood Sows  
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I have lived most of my life in and near Plattsmouth, being born on the farm that my grandfather homesteaded in 1854. We still own a portion of it. Seven of us kids were born there in a log cabin and one-half of the cabin still stands. I have had a real estate license for years.

Twenty-two years ago I sold the old home for my sister, 80 acres for \$12,000.00 Last December, Young & McHugh (our firm) sold this same 80 acres for \$45,000.00. There has only been three sales of this place and I have sold all of them.

We older auctioneers used to sell alone, sales large or small. A few years ago I sold a calf sale in Omaha, lasting from 9:00 A.M. to 4:00 P.M., and bringing in over a million dollars. As a contrast in prices I once sold 1200 cows at Keystone, Nebr. for \$27.85 a head. They were good range cows.

I have enjoyed my life's work and in my 60 years of auctioneering there are so many things I could write about. Right now I feel that we in the middlewest are so fortunate to have the home office of the National Auctioneers Association located here and a man like Bernard Hart here with us to see that all things go right.

Cass County, Nebraska, has been good to me as has the surrounding counties. It has been a great pleasure to work with these good people as well as many fine auctioneers. In the early days of our work we carried our own tin cups and had weiners and coffee for lunch.

After I had been in the business ten years I enrolled in the Reppert Auction School, in a class held at Boulder, Colorado, just to see what the School was like. I did not tell Mr. Reppert I had sold for ten years. He came to me in a few days and said, "Why didn't you tell me you were an auctioneer?" I said, "You didn't ask me." He gave me back half the tuition fee. Art Thompson was one of the instructors. *(Cont. on pg. 28)*



Success is hard by the yard, a cinch by the inch.  
—Gary Gariepy.

# It's Old Stuff

By Dave Kessler

## *Art Glass With Applied Decoration*

Art glass collectors have a widely varied field in which to pursue their special interests and collecting art glass having applied decoration is one interesting area of specialization.

The technique of decorating glassware with applied decoration was used extensively from the late 1870s through the 1890s.

Techniques for accomplishing such decoration were often patented and standardized by leading glassmakers although each piece of glassware having applied decoration seems to be a one-of-a-kind work of the glassmaker's art.

From 1876 through the 1880s glassmakers including Thomas Webb, John and Harry Northwood, Stevens & Williams and Hobbs, Brockunier & Co. were among the pioneers in this style of decoration. They obtained patents for their techniques.

Decorations of clear and colored glass were applied to the body of vases, bowls and various other items that were formed in molds or that were free blown.

The glass used for this decoration was heated with intense fire until it was of a glue-like consistency which is known among glassmakers as being in the "plastic" state. At this time the "plastic" glass was laid on the body of the item to be decorated and was pushed, pulled, pinched, stretched and otherwise shaped into the form of vines, flowers, fruit and even animals.

A critical period of stress and breakage occurred at the moment when the extremely hot decoration was applied to the body of the item being decorated. Due to varying temperatures of the two pieces of glass and due to varying cooling speeds, internal cracks (cooling cracks) often occurred in the applied decoration or



An amber, cranberry and green decoration has been applied to the cased-glass body of this vase, which has a neck with ruffled edge. It is nearly 100 years old.

sometimes in the body of the piece being decorated.

If immediate breakage didn't occur the decorated piece was placed in an annealing oven, usually for several hours, and allowed to cool at carefully regulated temperatures. After this annealing process the glass was not so brittle and would stand normal handling and usage.

Some collectors are willing to collect items having "cooling cracks," but the highest prices are paid for items in perfect condition. As a general rule, items having applied decoration that is made up of colorful glass seem to have a higher value

than those items decorated with applied clear glass decoration.

Other factors affecting the value of pieces with applied decoration are the type of glass used for the body of the basic item and the signature or mark of the maker.



## Nebraskans Prepare For 22nd Annual Meeting

The Twenty-Second Annual Convention of the Nebraska Auctioneers Association will be held at the Villager Convention Center, Lincoln, on Sunday, May 3, 1970. Theme of the meeting will be "GAVEL INSIGHTS IN THE 70'S".

Convention highlights include an address at the noon luncheon by National Auctioneers Association president, Jim Messersmith. A discussion on the importance of public relations and ethically correct procedure for the auction business will be led by Senator Thomas Kennedy of Newman Grove, Neb.

University of Nebraska football coach, Bob Devaney, will be the guest speaker at the annual banquet, Sunday evening.

The convention is for all auctioneers in Nebraska, members or non-members, as well as auctioneers from adjoining states. The directors of the association and the University of Nebraska Extension Division are cooperating in arranging for this convention. Reservations at the Villager Convention Center, 5300 O St., Lincoln, should be made individually.

Auctioneers wives will also have an interesting time as the Ladies Auxiliary to the Nebraska Auctioneers Association has planned an interesting program. A special guest will be Mrs. Virginia Brewer, Mt.

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## Iowa Spring Meeting At Grinnell, April 26

Iowa auctioneers will hold their Annual Spring Meeting April 26 (Sunday) at the Grinnell Country Club, 12th Avenue and Park Street, Grinnell, Iowa. All auctioneers and their wives are invited to attend. This invitation includes those from neighboring states as well as those from Iowa.

Howard Vos, President of the Iowa Auctioneers Association, has planned a full program that will be of interest to everyone.



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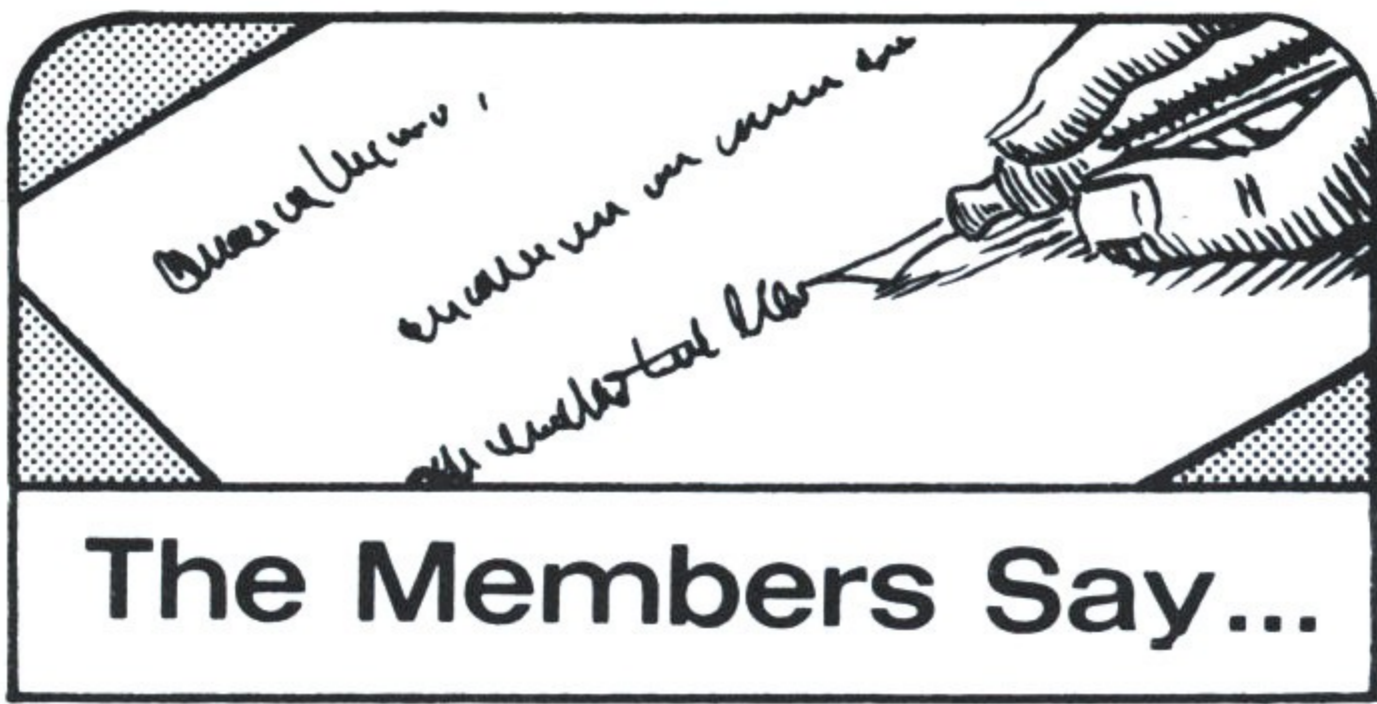
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*(Recollections, cont. from pg. 19)*

Belonging to both the Nebraska and National Auctioneers Associations has helped me in many ways and it is my belief that every auctioneer should be a member. The auction business is so much different than when I started in 1911. It is a great profession. I have made it my life's work.



## The Members Say...

Gentlemen:

Excuse handprinting—typewriter under repair. The purpose of this letter is two fold, enclosed please find check in sum of \$5.00 to support Booster page. I find the magazine most informative and commend the association on this publication.

Please note a change of address, I am re-locating nearby Charlotte to Monroe, North Carolina.

Yours very truly,  
**JACK W. WALDEN**  
 Monroe, N.C.

Dear Bernie:

Please excuse the delay in making this correspondence. Meant to write to you earlier, but some how didn't get around to it. Anyhow, I again want to thank you from the bottom of my heart for taking time out to recognize the "Testimonial" and then for the wonderful presentation you made on the night of the 8th. The National Auctioneers Association is indeed lucky to have the type of men as yourself at the helm of the executive branch of the Association. Many in attendance at the Testimonial event commented about your speech and your high recognition of the Auctioneering Profession.

Received a letter from Joe Donahoe requesting me to be on the program for the National Convention in Milwaukee. I proudly accepted the invitation and intend to spend sufficient time to make the type presentation that I feel will be an asset to the Association and hope will enlighten some thoughts and concepts of the Auction Profession to those in attendance.

Still have quite a few dispersal sales coming up. Had an active market at last week's Wednesday Auction at the Barn. Had an interesting situation happen that I felt was unusual and co-incidental. Received the price of 30 cents per pound on three types of livestock, namely some 1000 lb. steers, a bunch of 220 lb. hogs and a pen of 90 lb. lambs. Also obtained a price of 40 cents per pound for some black-white face feeder steers weighing 325 lbs.

Please put the Auction School on the "Booster" page under Col. Niemeyer's Auction School, Lowell, Indiana.

Sincerely yours,  
**ERNIE NIEMEYER**  
 Lowell, Indiana

Dear Bernie:

Just finished enjoying "The Auctioneer". I noticed that Illinois leads all the States in National members. Sure wish that they were all State Association members. We have 98 paid members for 1970 so far. Expect several more in the next few days. I am printing a Blue Book, with the name, address and phone number of all members that have their dues paid by March 1st.

Keep up the good work.

Sincerely,  
**J. C. KORNBRUST, Sec-Treas.**  
 Illinois Auctioneers Association  
 East Moline, Illinois

Dear Colonel Hart:

I see another year has come and gone. We here at the ranch have been busy, what with running the ranch, farming and selling a few sales when they call on us to do it. We have had the pleasure to sell four sales for one fellow in two years. I enclosed my dues and would also like four bumper strips.

Yours truly,  
**MAURICE DeVORE**  
 Plano, Iowa

Dear Bernie:

Enclosed find check in amount of \$15.00 covering dues and Booster Page. I enjoy reading The Auctioneer very much and would hate to miss one copy.

Sincerely,  
RUDY LARKIN  
West Covina, California

Dear Bernie:

Sorry to be late with my dues. Enclosed is column from our local newspaper quite interesting and thought you might like to put in some future issue of "The Auctioneer." Bill Greer is a good friend of the Auction Business.

Sincerely,  
C. RAY MINTON  
Evansville, Indiana

### Just A Comment

So sorry to hear that Brad felt it his duty to resign. We need every member and especially one that has devoted his time and effort to the Association.

This is only my comment and at my age, who is to argue? Jusy say, "She is getting old." But you do not remember way back at the beginning of the Association as I do. There were many, many heartbreaks in the past. I know because they always came home to roost.

But believe me when I say the founders did not quit. It just made the task a little harder and they did not quit but continued to work to get what they wanted. And to a great degree I think they did a pretty good job. To quit is to say you are beaten. Don't ever say that because an auctioneer and a member of our association never quits—he just passes away and other faithful members carry the ball.

I made a promise to, in every way possible, help the association. To the younger members it seems like the old, old story. Gone by events are never old history because they lead to something better if every one does his part. Defeat

should be considered a boost and in a lifetime these defeats come very often.

Come back into the fold and help us, we need you, Brad!

MARGARET BERRY



## Ball Game A Part Of Missouri Spring Meeting

The Missouri State Auctioneers Association will hold their spring meeting May 2 and 3, at the Three Flags Restaurant, St. Charles, Missouri. Registration starts at 2:00 P.M., Saturday.

Plans have been made to attend the St. Louis Cardinals baseball game at Busch Stadium, Saturday evening. Those planning to attend should notify Irv Landolt, R. R. 1, Defiance, Mo., for reservations.

Mr. Chris Bond, Assistant Attorney General of Missouri, will be the main speaker following Sunday's banquet. There will be other entertainment Sunday by TV and recording artists. This will be a large meeting so don't miss it. All Missouri and Illinois auctioneers, members or not, are invited to attend.

Auctioneers planning to attend should make their own reservations in advance at the Towne House Motel which is next door to the Three Flags Restaurant.



## Col. G. H. Shaw Honored

Col. G. H. Shaw, Alexandria, La., served as Grand Marshal of the 1970 LSU Roundup Parade, Saturday, March 7. Shaw has served as auctioneer for the LSU Livestock Show for the past 35 years.

In commenting upon the honor, Col. Shaw says, "The calendar keeps rolling."



*The mind that does not welcome visitors will always have the "vacant" sign showing.*



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SECOND ROW LEFT TO RIGHT: Larry Glafka, Ill.; Alfred V. Zogg, Jr., New York; Jack B. Buell, Ohio; Walter Richards, Mo.; Phillip Sullins, Ala.; Arthur E. Brown, Colo.; Samuel J. Babcock, Mich.; Thomas J. Gagliardi, Jr., Conn.; Danny S. Vandevere, Miss.; James Jr. Newton, Mo.; D. Glassey, Ks.

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SIXTH ROW LEFT TO RIGHT: Darrell L. Webber, Ks.; Vic Goldsberry, Ohio; Raymond Rice, Ind.; Wiley E. Burris, Nebr.; Paul W. Lawton, New Hamp.; Willard Yeomans, Ga.; Al Cantrell, Tenn.; Marcel Beland, Mo.; Dave Stevens, Canada; James R. Buderus, Calif.; Donald Huffman, Ks.

# Across The Country

BY BERNARD HART



The period from February 15 through March 15 is one of the few 30 day spans that it has not been necessary for me to make any out of state trips on behalf of the NAA. But looking at the calendar ahead, it is only the calm before the storm. May we suggest that all of you check your calendars and see if there is an Auctioneer Convention in your state. If not, then we suggest you attend a convention in one of your neighboring states.

We know of many good auctioneers who never participate in their state auctioneers associations. Many of these we are thinking about sell purebred livestock. They think they are doing a pretty good job, and perhaps they are, but when they spurn the fellowship of others in their profession, they are missing so much. After reading testimonials from veteran auctioneers, like Stacy McCoy in the March issue, and Rex Young in this issue, one can only feel sorry for those other men who refuse to participate.

While on this subject of participation, it is somewhat disappointing that so many have ignored our Building Fund. Due to the fact that our building site cost a good deal less than had been expected the Fund is closer to its goal than most realize. The project is now a certainty. But isn't it a shame that more than 90% of the NAA membership have done absolutely nothing toward this Fund?

This is the first time in the age-old history of the auction profession that members of the profession have had an opportunity to do something of a permanent nature for their chosen profession. It would seem that every auctioneer would want to be a part of this project. Yet they seem content to sit back and let a few carry their load and continue their moaning that the association has never done anything for them.

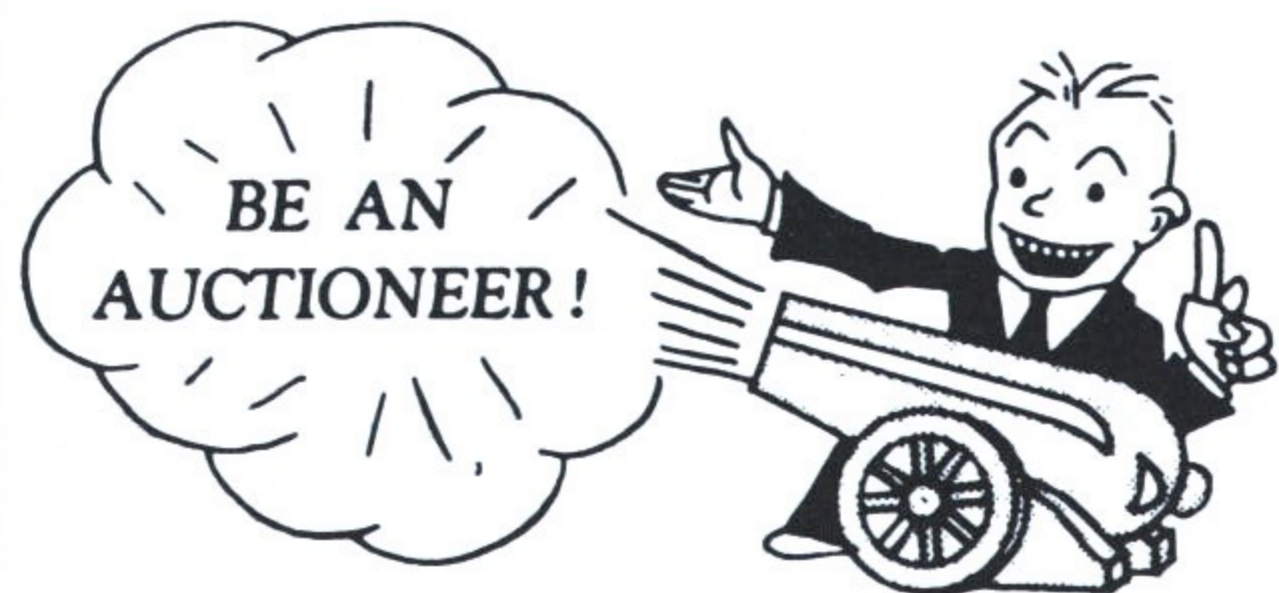
This is the 16th year that I have served

as Secretary of the National Auctioneers Association and in that period of time I have had the opportunity to make some observations. It has been the busy auctioneers who have built this organization to its enviable stature of today. Among my acquaintances are the nation's leading auctioneers, some being non-members. Those who have gotten the most out of this organization include many who didn't appear to need any help BUT THEY WERE THOSE WHO PUT THE MOST INTO IT!!! Isn't that a good enough reason for all of us to build the NAA to greater heights?

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President: Dean Parker, P.O. Box 1448  
Aurora  
Secretary: Ron Kavanagh, P.O. Box 41,  
Herald

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732 Fairhurst, Sterling  
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Avenue, Ft. Lupton

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Secretary: Richard J. "Rick" Sabo, 1930  
Flat Shoals Rd. T2, Atlanta

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St., East Moline

## Federation of Indiana Auctioneers

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Secretary: R. L. Carroll, Jr., 502 South  
Jackson, Frankfort

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Secretary: Everett E. Corn, 119 N.  
Main St., Fairmount

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Rd., Rumson 07760  
Secretary: Ralph S. Day, 183 Broad Ave.,  
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Rd., Orchard Park  
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Secretary: Robert Brandau, Wilton



## The Lighter Side...

### Right in Style

A spry lady of nearly 80 summers and a good many winters as well was visiting. As she was getting out of a car, her dress worked its way well upward.

"I declare!" she said with a chuckle. "My dress has climbed clear up to date!"

### Good Idea

A woman was touring the Capitol in Washington, and the guide pointed out a tall gentleman as the Chaplain of the Senate.

The woman asked, "What does the Chaplain do? Does he pray for the Senators?"

"No," answered the guide rather slowly, "he gets up, looks at the Senate, then prays for the country."

### Revolutionary

The little boy ran to his father and exclaimed:

"Wow! You should see the new lawn mower the people next door got—it does not need gas or anything! All you have to do is push it!"

### Making Room

The hotel clerk was losing his patience and so was the gentleman trying to get a room.

"Look, Mr. Smith," said the clerk, "I've told you a dozen times already we don't have any rooms. We're full!"

"If President Nixon came in," Smith persisted, "you'd have a room for him, wouldn't you?"

"Well, of course," the clerk admitted.

"Then let me have his room—he's not coming!"

### Something Just As Good

"Late again," the boss barked as young Jeffers slipped into the office and took his seat at his desk."

"I'm sorry, sir," the young man apologized, "but last night my wife presented me with a baby boy."

"It would have been better if she had presented you with an alarm clock."

"I rather imagine she has," he ruefully replied.

### First Things First

The elderly man, having taken to his bed with an illness, was fussing at his doctor over the long recovery.

"Listen, Mr. Jones," said the doctor, "I'm no wizard, I can't make you any younger."

"Who said I wanted to be younger," replied the elderly man, "I just want to be sure I'm going to keep on getting older."

### Specialist

The baseball manager hurting for a win discovered a trick horse who could hit the ball a mile. In a crucial game with the score tied in the last of the ninth, he put the horse in as a pinch hitter. On the first pitch, the horse swung and knocked the ball out of sight. "Run! Run!" cried the manager.

"Don't be crazy!" replied the nag. "If I could run I'd be out at Santa Anita!"

### In Simple Terms

Son: "Daddy, what's an opera?"

Dad: "That is where some guy gets stabbed in the back and instead of bleeding, he sings."

### Now He Tells Her

Overcoming his mother's objections, the nine-year-old emerged from the store with the shoes he wanted. A week later, however, the boy wistfully said the shoes were hurting him and he wishes he had listened to his mother. Exasperated, the mother recalled the tearful scene in the shoe store.

"I know," the youngster said, "but why did you pay any attention to me? I'm only a little kid."

### One In Every Crowd

An extremely boastful explorer was boring his dinner guests with accounts of a South African trip he had made.

"And just as I looked inside my tent when I retired," he boomed, "I saw a ferocious ape. What do you suppose I did?"

A weary voice replied, "Took the mirror down?"

### Another Secret Out

At a dinner party the guests were discussing whether women or men were the most trustworthy in business. "I don't believe that any woman can keep a secret," opined one man.

"I would not say that," retorted the forbidding looking lady sitting opposite him. "I've kept my age a secret since I was twenty-four."

"Nevertheless, I'll wager that someday you will let it out," replied the skeptic.

"I seriously doubt it, sir. When a woman has kept a secret for twenty years, she can go on keeping it forever."

### DIFFERENT VIEWPOINT

A poet, out meditating in the country, noticed a farmer looking at him curiously.

"Ah," said the poet, "perhaps you, too have seen the golden-red fingers of dawn speeding across the eastern sky, the red-stained sulphurous islets floating in a lake of wine in the West, the ragged clouds at midnight, blotting out the

shuddering moon?"

"No," said the farmer, "not lately. I've been on the wagon for over a year."



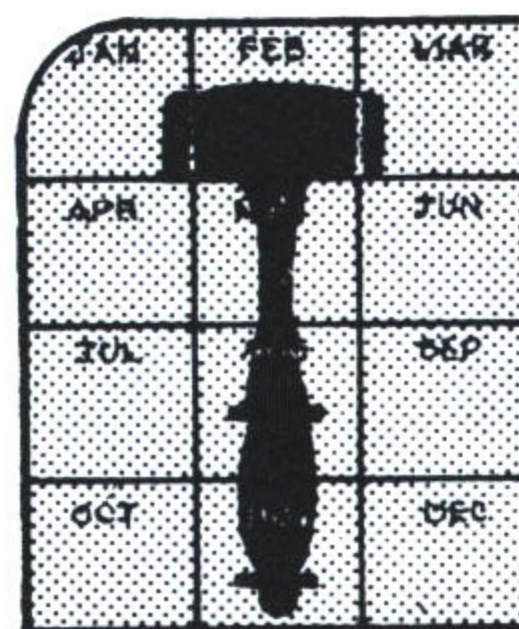
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- April 5-6—Kentucky Auctioneers Association, Seelbach Hotel, Louisville
- April 12—Illinois State Auctioneers Association, Aledo
- April 26—Iowa Auctioneers Association, Country Club, Grinnell.
- May 2-3—Missouri State Auctioneers Association, Three Flags Restaurant, St. Charles.
- May 3—Nebraska Auctioneers Association, The Villager Motel, Lincoln
- May 3—Oklahoma State Auctioneers Association, Oklahoma City
- May 23-24—Kansas Auctioneers Association, Hilton Inn, Hutchinson
- June 5-6—Texas Auctioneers Association, Corpus Christi
- June 9-10—Wisconsin Auctioneers Association
- June 12-13—South Dakota Auctioneers Association, Aberdeen
- June 13-14—Ohio Auctioneers Association, Atwood State Lodge, Delroy
- June 28-29—Tennessee Auctioneers Association, Mountain View Motel, Gatlinburg
- July 30-31 and Aug. 1—N. A. A. National Convention, Pfister Hotel, Milwaukee, Wisconsin

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### FINAL SETTLEMENT FORMS . . . Form FS-69

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

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### PERSONAL PROPERTY AUCTION CONTRACT

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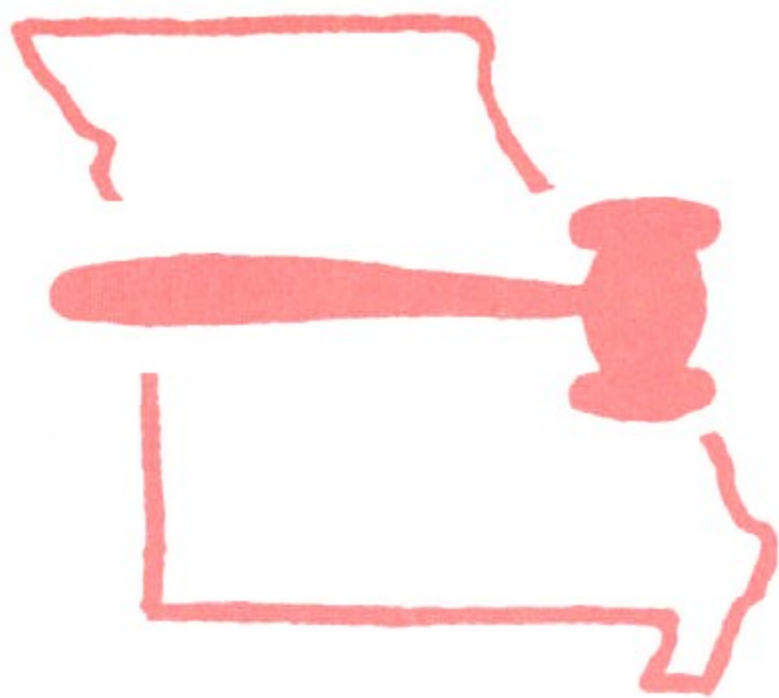
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# AUCTION

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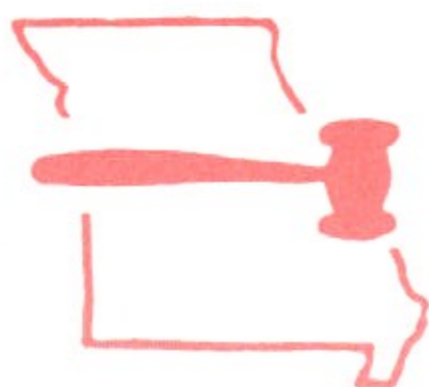
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