

VOL. XXII NO. 1 JANUARY, 1971

THE auctioneer

happy new
YEAR



and our best
wishes for 1971.



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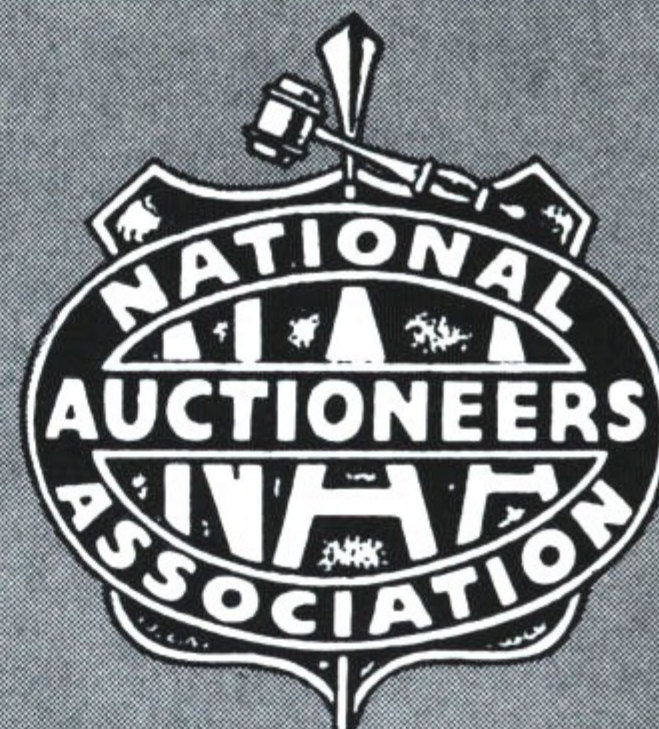
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THE **auCTIONeer**

**IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION**

3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503



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Tennessee Auctioneers Hold Nashville Meeting

The fall meeting of the Tennessee Auctioneers Association was held at the Trinity Lane Holiday Inn, Nashville, Tennessee, Monday, December 7, 1970. There were sixty Tennessee Auctioneers present in addition to a few of their wives.

T.A.A. president Myers, "Feller" Brown called the meeting to order promptly at 9:00 A.M. and then presented Col. Al Durham who was Program Chairman. Col. Durham, of Murfreesboro, and his Committee had arranged an outstanding program. Among the highlights were the address by our President, Col. Brown, and a further inspiring address by the guest speaker, Dr. George De Hoff. Dr. De Hoff is an outstanding and well known educator, minister and business man. Dr. De Hoff was recently elected to the Tennessee Constitutional Convention as a delegate. After his inspiring message he was presented a gavel and made an Honorary Colonel of T.A.A.

Another highlight of the meeting was a contest between seven new members, members who have joined T.A.A. since our June Convention, Col. Calvin Kirkham was judged the winner after some very stiff competition. Other contestants were Colonels A. Virgil Wilder of Morristown; Raymond Taggart of Memphis; Harvey Boles of Gallatin; Larry Gafka of Madison; Steven Anderson of Nashville and Ralph J. Smith of Damascus, Virginia.

After ten years of very loyal service as Secretary and Treasurer of T.A.A. Col. E. B. Fulkerson of Jonesboro asked to be permitted to resign. Col. E. B. Fulkerson has been so very ably assisted by his good wife, Patsy. The resignation was accepted, of course with regrets. The Fulkersons have done an outstanding job and T.A.A. will be forever indebted to them for their time and efforts. Col. Hubert D. Songer of Murfreesboro was elected to succeed the Fulkersons as the new Secretary-Treasurer. Col. Songer will be ably assisted by his wife, Mildred.

Since the meeting was held on December 7 it was the anniversary of the Japanese attack on Pearl Harbor. Col. Al Durham was stationed at Hickam Field on the eventful day and he was kind

enough to give us a very graphic picture from his personal experiences of that day.

By vote of the assembly the 1971 Annual Convention will be held in West Tennessee. Col. William Collier of Waverly was appointed Chairman of the Committee on Arrangements. Col. Collier is also Secretary of the Tennessee Auctioneers Commission. Speaking of the Tennessee Auctioneers Commission, it was a pleasure for us to recognize Col. Ralph Masengill of Morristown as the newest member of the Commission.

Col. Clive Anderson, Chairman of the Tennessee Auctioneers Commission, gave a report of the activities of the Commission which was of great interest. Mrs. Carolyn Lilies, Executive Secretary of the Tennessee Auctioneers Commission was also in attendance and we in the T.A.A. are always appreciative of the splendid co-operation she gives.

To all Tennessee Auctioneers Association members please remember our Annual Convention will be in West Tennessee this coming June. Plan to be there with bells on and with your beautiful Belle by your side.

Hubert D. Songer

Charolais Bull Sets \$165,000 Price Mark

A world Charolais auction record was set at the Eastern National Charolais Sale held near Baltimore, Md. when ½ interest in a 16 month old Charolais bull sold for \$165,000. The bull, LCR Sir Royal Sam 790, was consigned by the Litton Charolais Ranch of Chillicothe, Mo. and was purchased by Rainbow's End Ranch of Douglas, Ariz.

The bull, now valued at nearly 1/3 of a million dollars was polled and was sired by the PRI Certified Meat Sire, LCR Royal Sam M4, who in turn is sired by the world's first 100% PRI Certified Meat Sire, Sam 951. Auctioneer Curt Rodgers said he had never seen that many bidders on a bull at the \$100,000 level. Seven different breeders were on the bull between \$75,000 and \$100,000 with three remaining in the running when the bidding reached \$158,000. The Litton Ranch retained ½ interest in the 1875 - pound 16-month old polled bull and announced he would be used in the Litton breeding program along with his sire and grandsire.

You Can If You Will

Every occupation has its short comings and auctioneering probably has its share. We are not speaking for other vocations but it is rather safe to say that those engaged in auctioneering are largely to blame for most of the things that are wrong with the profession. And it is also rather safe to assert that those that are engaged in auctioneering are the only ones who can correct the situation.

There is no limit to your success as an auctioneer. There are auctioneers whose fees seldom fall below the four figure bracket - not a lot of them but more than a mere handful. Too many in our profession view success in the auction field with jealousy rather than as a challenge to do better. Remember, these men put their trousers on one leg at a time the same as you. Its how they carry on from there that counts.

Following is a reprint of a letter received by one of our members from an attorney for a small estate that was liquidated at auction. You, too, could be receiving letters like this. In courtesy to the client we have deleted some names from the letter.

Mr. Cecil F. Shopen
Shopen Realy Auction Company
Commerce Bank Building
Kansas City, Missouri 64106
Dear Mr. Shopen:

Many thanks for the confirmation of auction sale on the property of just received.

The sale was an illuminating and interesting experience to me. While the excellent result makes me feel very good about it in behalf of my client in reaching the top of the market for her property, that is not what impressed me the most. More importantly, it was the quality of your work and procedures in getting ready for the sale — projecting it into the market — and in handling the process.

It wasn't any "big deal", as we all recognized, but you gave it every effort and the fully expert handling that was possible — and such is the mark of a true professional.

You did the ground work, and had all details fully in mind. You presented everything fully and fairly to the bidders in such a fashion that they could have full confidence in the integrity of the whole proceeding. It was straightforward and not "slick". I am sure that your development of this confidence in the bidders had much to do with their being willing to bid. If they had not felt it was solid, they would have passed it by.

While your presentation was casual and comfortable, it was done with what could not be called less than artistic polish. I know this is a product of great experience and intelligent concentration on the function. Any good art looks easy - that is an attribute of the quality of actually being art- but anyone of much judgment knows that it is never easy to achieve such quality.

Further impressive was the efficiency with which this kind of sale process was conducted, and its direct relation to the highly satisfactory result. I am satisfied that many hours - even days - of protracted efforts at individual negotiation would have been an utter waste compared with this method.

What really amazes me is that this kind of presentation is not more generally used, but I can see that it is not everybody's dish of tea, and not something to be attempted by an amateur. It requires judgment, "know-how", and consummate skill. It also requires effort and an enthusiastic and dedicated intent to make a real "try".

You gave it all of these things, and while the excellent result enhances the satisfaction, I would have felt very good about it - whatever the result had been.

Looking backward, I can wish that I had suggested this method in your hands on other occasions, and shall confidently do so in the future.

With many thanks, and best regards.

POSTED

The farmer posted this sign in his chicken house: Anyone found in my chicken house at night will be found here the next morning.

"No Room At The Inn"

Christmas messages throughout our land reveal again the wonderful Christmas story. This writer sat and heard the story of the fact that our Lord and Savior was born in the stable because there was no room at the Inn. The story reminded me that the stable was not the first choice, but actually a second choice, for his birth place. Nearly everyday we have to make decisions in our everyday lives. Sometimes between first choice, and second choice, or even a third choice. These decisions range in areas from business, social, and family involvements. The selection of where, and how much time and talent, and gifts to designate to each, is indeed a difficult decision.

It has been said many times that what we truly have is that which we have given. On December 28, 1970, your Board of Directors and officers will be meeting for the mid-winter meeting in Lincoln, Nebr. Here again, our National board will be wrestling with important decisions relating to our Association's growing needs. Some needs will get first choice preference, others perhaps second or third. In many cases, all may not agree, but the majority rules and our Association's growth has priority over our personal differences.

Today, as always, in our Association work, the same as all other areas, MONEY is the catalyst which determines the rapidity of our development.

In reviewing the giving towards our National Building Fund, we're concerned about our membership response. We're concerned not with where we are, nor with the amount of various gifts, but we are disturbed about participation. Only ONCE in the entire world wide history of auctioneering have we had an opportunity to be a participant in this historic event. What we are building today will serve many generations to come and will mirror the stature and concern of all of those affiliated with our Association at this time. It would appear from our Secretary's report that there are 2,000 or more members who have not responded to our previous invitations. Perhaps some of you have given your State Association or other business groups No. 1 priority. If you have, we'd like to think your National Association would be No. 2. Let's think about our giving, whether the NAA Building Fund is 1st choice, 2nd choice or 3rd choice. It needs and deserves the best consideration you can give.

Dean Fleming, President

Enthusiasm Keynotes Virginia Convention

Enthusiasm was the keynote of the Annual Convention of the Virginia Auctioneers Association, December 5-6, at the beautiful Sheraton Motor Inn, at Fredericksburg. While attendance did not meet pre-convention goals there certainly was no lack of spirit or interest.

H. Layton Laws, Jr., serving as Convention Chairman, had arranged a most interesting program and those present thoroughly enjoyed the educational and entertaining features.

President George Gartner conducted a short business session prior to the evening Social Hour and members were informed of topics that would be discussed the following day. Following the banquet, Kenyon B. Brown, Doylestown, Pa., addressed the group. Mr. Brown is a full time auctioneer and has held every office of the Pennsylvania Auctioneers Association. His qualified remarks in connection with the auction profession and association activities were most informative.

Ronald I. Tull, Annandale, Va., was the recipient of the award given for outstanding service to the profession and to the association. Col. Tull asked to be relieved of the duties of Secretary-Treasurer a year ago. The Virginia Auctioneers Association made tremendous progress during the years he held this office due largely to his untiring efforts in building the organization.

A Fund Auction and Dance concluded the entertainment for Saturday evening. The following day's program was opened by reports from two officers of the National Auctioneers Association, Morris Fannon, Vice President, and Bernard Hart, Secretary. In the business meeting that followed the group adopted an official lapel pin and set next year's meeting for December 4-5 at the Hotel Roanoke, in Roanoke.

J. D. Vaughan, Keysville, was elected as the 1971 President. Haywood Darnell, Barboursville, was elected Vice President and Joyce Darnell was re-elected Secretary-Treasurer. Bob Richey, Richmond, and H. Layton Laws, Jr., Manassas, were

named to the Board of Directors. It was decided to eliminate the post of Publicity Director and add it to the Secretary-Treasurer's duties.

The Challenge Of 1971

1970 is almost history as I write this article. The new year will probably be as the past years have been. We will make promises to ourselves and loved ones. Too many times, we have excellent plans, hopes, desires, but without change or improvement. I remember an old statement heard long ago, "A business, person, or home is either making progress or is dying." Which is your case? For my part, I promise that in the year 1971 that I will live each day in a more understanding attitude, more consideration, more love for my fellowmen, and improve my health which I have been blessed. It is also my desire to make every sale and client cognizant that I am trying to improve and give the very best to the Auction profession.

The Auction profession is the most exciting business employed today. It offers more for less than any profession.

It has been said that nearly fifty per cent of the products that we enjoy today were unthought of fifteen years ago. We could truly appreciate all the advantages given us through these products if we could take a few moments to think. We must project our thoughts to the future and not regress to the past but with vision for the opportunities to come for the auctioneers to enjoy.

If we truly apply ourselves to developing and growing with the progress of America then we will never tire or feel that each day is a grind or routine. In other professions, this is the general complaint. Please, join with me in this resolution to make 1971 your year to enjoy and prosper. Take a few moments to be thankful for the material values, spiritual blessings, family, and friends of this past year. Pursue happiness, health, and the freedom of speech and religion. Be thankful for every blessing.

GROVER HOWELL



The Ladies Auxiliary

Happy New Year!

I am writing this in December '70 but by the time it gets to you folks in "The Auctioneer" it will be January '71. I really hate to see "70" draw to a close as it was a very interesting and exciting year for us with Lyle being President of the Iowa Association of Realtors and you putting your trust in me and electing me as your Auxiliary President. It has been a very busy year, too, with auctions, selling real estate, attending meetings, trying to lend a hand in our community and church and to our fellow men. We traveled over 70,000 miles by car this past year.

I am very proud of the splendid letters and articles you gals sent to "The Auctioneer" for printing. Keep up the good work. It's always so interesting

to read articles from you folks so let's have more letters sent in. Also, thanks to all of you for the Christmas messages.

By the time you are reading this I will be in the Southwest part of the U.S., God willing, on my way to a National Real Estate meeting in San Diego. On our way back to Iowa we will stop at Grand Island, Nebraska, to meet with our Nebraska friends and make plans for your 1971 National Convention. If you have any ideas, suggestions, gripes, etc., about the Convention, please write me a note so I can have it to discuss at the Grand Island meeting. Just address the letters:

Mrs. Lyle Erickson

c/o NAA

3277 Holdrege

Lincoln, Nebraska 68503

Mr. Hart will bring them to me at the



Members of the Ladies Auxiliary to the Florida Auctioneers Association met with their husbands, at Lakeland, December 13. NAA Secretary swears in the new officers as they stand, left to right: Mrs. Vince Simmons, Lakeland; Mrs. Ray James, Sarasota; Mrs. Jerry Finnell, Orlando; Mrs. Martin Higgenbotham, Lakeland; and Mrs. Wally Cobb, Lakeland.

meeting as we won't be home from January 8th. My home address is Box 239, Cresco, Iowa 52136, and I would love to hear from you anytime.

Again, Happy New Year and the best of luck and prosperity through the year 1971.

Sincerely,
Irene Erickson

Linda Susan Brewer A November Bride

Mr. and Mrs. Richard M. Brewer, Mt. Hope, Kansas, have the honor of announcing the marriage of their daughter, Linda Susan, to Mr. Rickie Allen Penner, Burrton, Kansas. The wedding took place Saturday, November 28, 1970, in the United Methodist Church, Mount Hope, Kansas. The young couple will reside in Wichita, Kansas, where both are employed.

John Fishdick Cited By National Magazine



Col. John R. Fishdick, Eagle River, Wisconsin, and life member of the National Association of Auctioneers was accorded accolades in the December issue of Harvest Years. Harvest Years is the magazine devoted to ideas and thoughts on successful retirement.

Col. Fishdick, was mentioned for his most worthy efforts in fund raising for worthy causes and his title known as "Mr. Benefit Auction". He has raised over one million dollars throughout the country for various organizations and civic groups. The article makes special mention of his membership in the National Association of Auctioneers.

People who are contented with things as they are tend naturally to assume that others can only be activated by some unfathomable prejudice when they point out the need for change.

WHO LOST THEIR PURSE IN MILWAUKEE? Will the lady who lost her purse at the National Convention please notify: **THE AUCTIONEER**, 3277 Holdrege St., Lincoln, Nebr. 68503.

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Pennington Gap, Va.

Auctioneer Receives Man of the Year Award

Dave Christian, Osseo, Minn., auctioneer, has been named "Man Of The Year" by the Wright and Hennepin Counties Council of Knights of Columbus. The award was granted in recognition of his work on annual charity auctions and promotion of a perennial paper drive.



Mr. Christian, a former Minneapolis Golden Gloves Champion, also teaches two classes of 5th and 6th grade boys physical education at Rogers Elementary School. He is a member of the Minnesota and National Auctioneers Associations and proprietor of the Quickie Auction House, in Osseo. He conducts more than 100 successful auctions per year.

Lions Club Auction Nets \$5,500 in Hawaii

A page from the state magazine published by the Lions Clubs of Hawaii carried a full column of pictures of the Waikiki Lions Club's annual auction. The 1970 sale netted the Club \$5,500.00, surpassing any other auction.

NAA member Lou Stambler has a good deal to do with making these auctions so successful. Col. Stambler aids in securing the merchandise, publicizing and arranging the auction and then gives his service as a professional auctioneer.

Dorset Auction Barn Destroyed By Fire

SALEM, OHIO — The old Dorset Auction Barn, in Ashtabula county, burned to the ground last week. The building covered about a quarter acre of ground and was valued near \$100,000.

When the fire started, no animals or produce were in the barn.

The building was owned by Ralph Harner, Newton Falls, and A. W. Gibson, Greenville, Pa. The latter has stated it was partially covered by insurance.

The barn was purchased by the two men from Ray Toppin in 1963. Toppin purchased it from his father, Fred in 1959.

The building was first used as an auction barn in 1932, during the depression.

In the beginning the sale was held on Saturdays, then it switched to Fridays and in the past few years it has been held on Wednesdays.

COL. C. M. (Pop) HESS

Auctioneer - Consultant

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Oklahoma Auctioneers Raise \$6,000 For Lions

The Oklahoma State Auctioneers Association, under the direction of B. L. "Lee" Hickman, their President, conducted a large Charity Auction for the University Lions Club of Oklahoma City on Saturday December 5, 1970. The sale was held in the giant Appliance Building on the Oklahoma State Fairgrounds.

Items sold had been contributed by various businesses and citizens in the Oklahoma City area. The offering consisted of everything from pinto ponies to used automobiles with a good smattering of choice antiques and new merchandise.

Buyers were liberal in their bidding and although we were running the auction at the same time the National Finals Rodeo was getting underway only a short distance across the Fairgrounds, the proceeds of the auction was in excess of \$6,000.00. Over thirty Auctioneers from all parts of Oklahoma gathered together

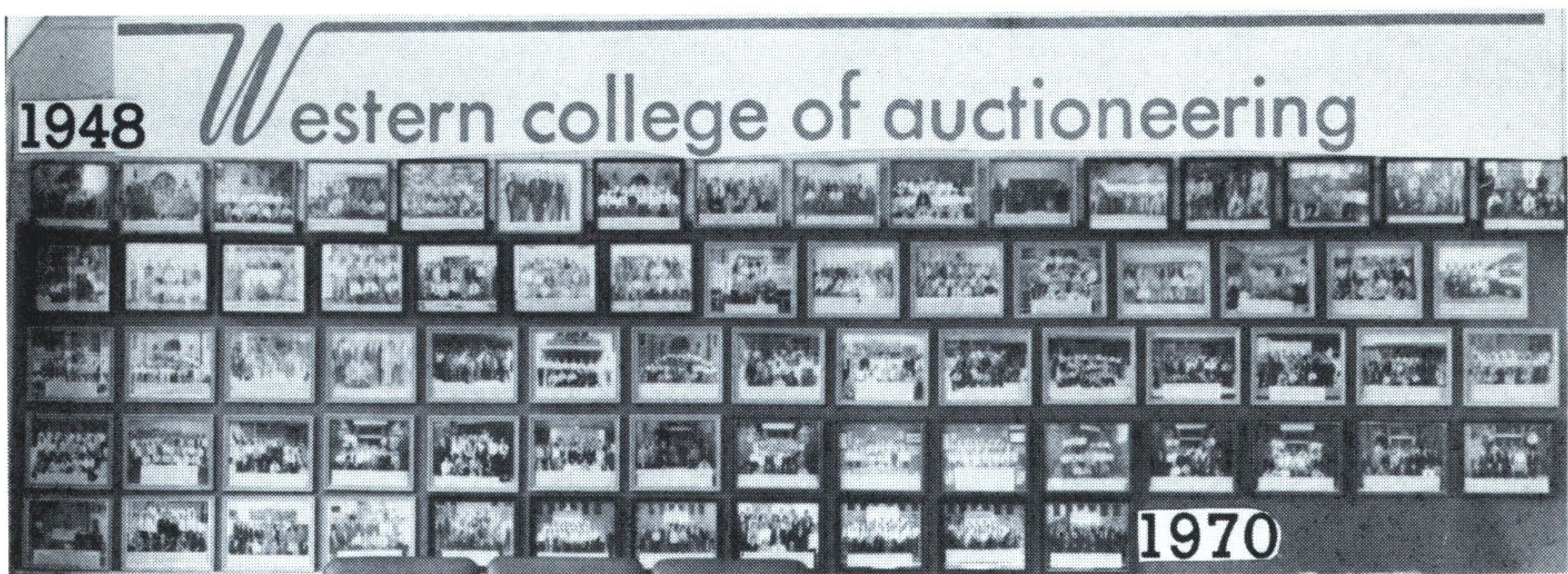
to conduct this sale.

Proceeds of the sale will be used by the Lions Club for their charitable projects including The Oklahoma Eye Bank, Oklahoma League for the Blind, I. O. A. Ranch (A Wayward Boys' Ranch) and many other projects equally as worthy.

This sale was a cooperative effort of the Auctioneers of Oklahoma and had been arranged by their President, Lee Hickman, after he was contacted to do the sale through his auction company. He felt that goodwill could be gained by making it a project of the State Association and all the members are grateful that Lee by-passed the publicity for his own firm to make it a statewide cooperative affair.

CHURCH

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Pop's Ponderings

Complete Auction Service A Goal To Work Toward

By COL. POP HESS

The time has arrived to write my column for the New Year. All the good resolutions we made for the year of 1970 may not be completed, however, our intentions were good. This past year rolled by quite fast, plus all our bad days we had to endure.

As I look back on this year, and count the good days, I find that they overcome the bad ones. The December issue of this publication, is very attractive and good auctioneer reading. On page 19, under the heading of more responsibilities, increase Auction Fees, brings out the statement, I have often made in my past columns.

The time has arrived for all general auctioneers to build around their work a complete sales service, in auctioneering, clerking, and publicity in sales management. The question is, should the clerk's fees be equal to that of the Auctioneer's? This is a problem that will be hard to sell John Q. Public. I have for a long time stated, the day has come that the general local auctioneer will best meet this situation with a complete package deal of auction sales service. The auctioneer will arrange his total fees he would have to charge for that certain sale, and not overlook the fact that some sales can be sold for smaller fees. He must be able to build his budget to fit that certain type of sale.

While writing this column for the month of January where we are opening a new year, I notice this is my 20th New Year's column. No doubt in doing so I may repeat some of my ponderings that have appeared in other issues. However, I do notice down through these 20 years we have seen many changes in world affairs, some are almost too deep for my kind of pondering. I also take notice in our State and Federal government, the boys in charge are coming into this New Year with what looks like three years of unfinished business. There is no doubt that they will have a very

busy 1971.

Our NAA came through 1970 with flying colors, and well on the way to present and dedicate our new permanent home for the members of the association. This will also bring us the 1971 convention, the time of dedication, in honor of the auctioneering profession and to all the Auctioneers who have made it possible. The City of Lincoln will, after dedication, be the Capitol for all Auctioneers.

This month of December is always a busy one here in the Hess home as usual everywhere else. It always curtails my pondering to some extent. However, when we wind up this old year, and get the new 1971 in action, I will be along with some interesting ponderings each month until Convention time.

I sincerely wish each and every one of you a Happy and Prosperous 1971.

Lou Stambler Sells 17th Steer Roundup

The 17th annual Kauai Beef Steer Roundup and Sale is in the record books. Here are some of the highlights: Richard Johnston, Jr. of Waimea took the grand champion with a hereford steer bred by Medeiros Ranch. Reserve champion went to Carol Blalock with an angus steer from Kukui Ranch in Hanalei.

Warren Nonaka with a Princeville steer brought a high price of 75¢ during the auction. The buyer of the steer was the Bank of Hawaii and the steer was donated to Mahelona Hospital. The First Hawaiian Bank purchased the second animal in the auction. Big Save, Inc. purchased three animals and Mayor Antone Vidinha purchased four animals. **Louis Stambler, auctioneer par excellence**, was again on hand to guide the auction.

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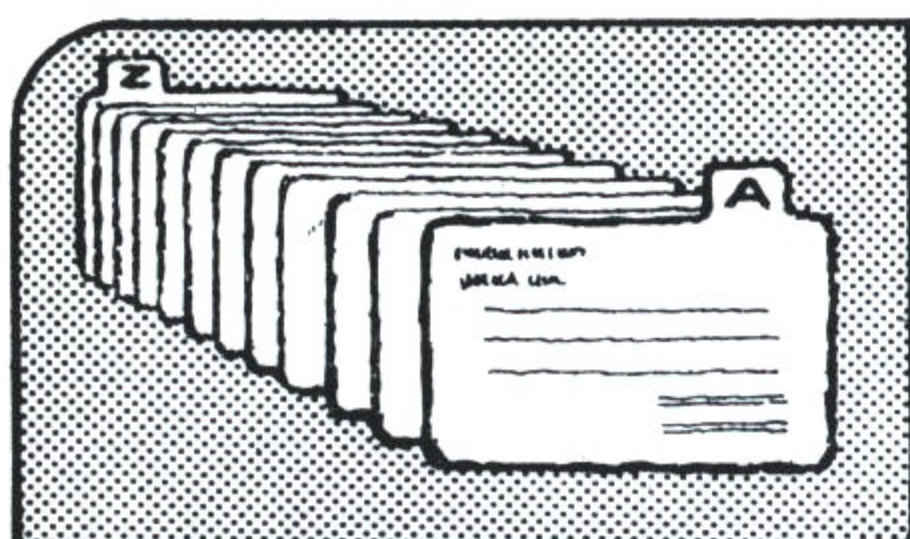
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- Lester Arutt, Tennessee
- Lloyd Nevels, Tennessee
- * Denotes new member

DEFINITIONS

The pessimist spends all his time worrying about how to keep the wolf from the door. The optimist refuses to see the wolf until he sees the seat of his pants. The opportunist invites the wolf in and appears the next day in a fur coat.

Washington Auctioneers Make Plans For 1971

Members of the Washington State Auctioneers Association held their Annual Meeting in Pasco, December 13. A good luncheon and fruitful meeting greeted those in attendance.

The afternoon was devoted to the discussion of ways to get more of the State's auctioneers interested in attending the meetings and many ideas were presented. New officers were elected and committees appointed to specific tasks.

Orville Sherlock, Walla Walla, was elected President; Ray S. Brock, Pasco, Vice President; and Bobbie Brock, Pasco, Secretary-Treasurer. New Directors are Bill Johnson, Seattle; Bob Losey, Renton; and the retiring president, Bob Heaverlo, Yakima.

Named to the Legislative Committee were Marion Pierce, Yakima; Clifford Quist, Puyallup; Andy Bushell and Bill Johnson, both of Seattle. A Newsletter Committee, consisting of Orville Sherlock and Joe Yates of Walla Walla, and Ray Brock, was named.

The 1971 Fun Auction Committee consists of Ed Scott, Ellensburg; John Hurt, Quincy; and Jack Saulls, Moses Lake.

One of the new projects for 1971 will be a regular newsletter. A big meeting and Fun Auction is scheduled for May 16, 1971, at Ellensburg. The officers are going all out to make this May meeting the biggest and best in the group's history.

He won't take coffee breaks. He quit school because they had recess!

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Building Fund Notes

Our new building is rapidly nearing completion - and our Building Fund is nearing depletion just as rapidly. In a matter of a very few weeks after you read this the building will be completed. Will we have the money to pay the contractors when they are finished? **ONLY YOU CAN ANSWER THIS QUESTION.**

This month we are listing the names of those who have made donations of \$100 but less than \$250. These will be inscribed on the bronze plaque under the heading of "FRIENDS".

In this group we have a total of 89 names including a few organizations and related industries. Surely, we have 1,000 members who can and should donate \$100 each to this once in a lifetime project. One hundred dollars would only be a one year's dues fee in some organizations similar to our own. There is no national professional organization that has asked so little from its members. How about an expression of appreciation?

Friends

Lou Stambler, Honolulu, Hawaii
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Curtis Price, Madison, S. Dak.
Irvin Salzer, Timber Lake, S. Dak.
Dennis Younie, Wessington Springs, S. Dak.

ADDITIONS AND CORRECTIONS

Jim Brannan, Boyne City, Mich., has added his name to the list of "SPONSORS" since last month's issue went to press.

Tennessee Auctioneers Association has moved up to the "FOUNDERS" category. They were previously listed as "SPONSORS".

Mr. and Mrs. Paul Calkins, Peru, N. Y., were incorrectly listed as "BUILDERS" in an earlier issue. Their names will appear under the list of "FOUNDERS".

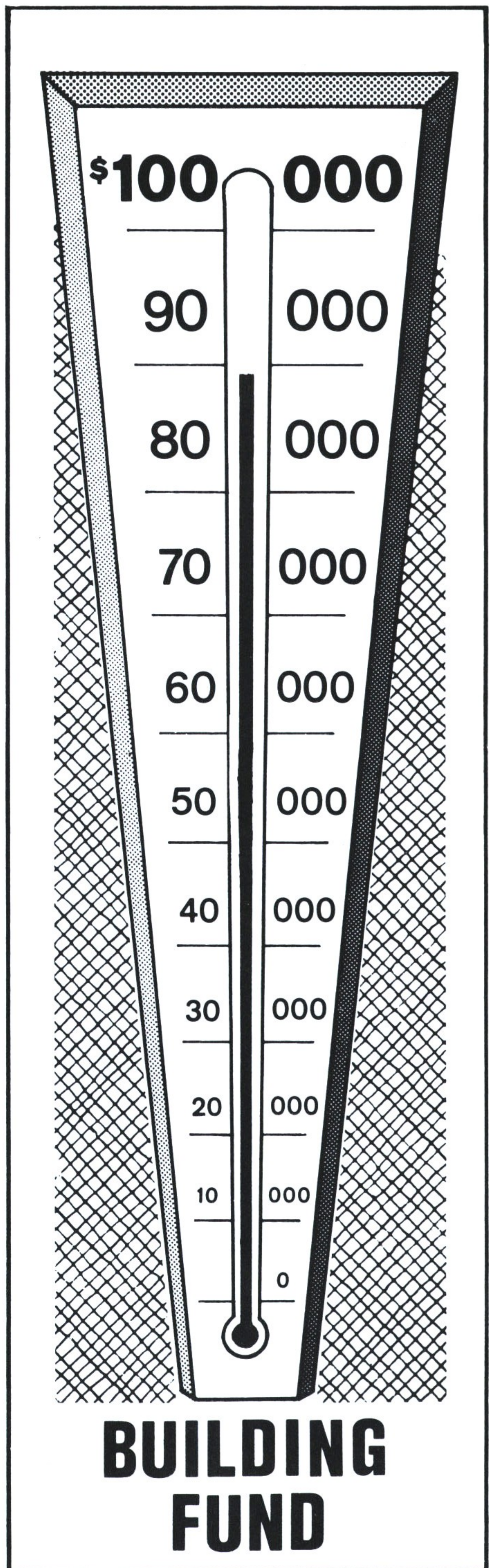
We are sure there are other corrections. Please let us know so your name will appear correctly in bronze. But most important, **SEE THAT IT APPEARS.**

Dave Bumpass, Jr., Mineral, Va.
Morris Fannon, Pennington Gap, Va.
Clarence L. Marshall, Hillsville, Va.
George H. Shields, Danville, Va.
Roy Wheeler, Charlottesville, Va.
Mr. & Mrs. William Bodell, Hazel Green, Wisc.
Walter Heise Family, Oconto, Wisc.
Ernest Kueffner, Hartford, Wisc.
Aggressive Auctioneers Assn. of Ark.
Colorado Auctioneers Association
Illinois Auctioneers Association
Massachusetts State Auctioneers Assn.

Auctions to Continue At Detroit Auto Show

DETROIT—Detroit Auto Show officials are so delighted with the pulling power of the new-car auction, a 1970 show innovation, they expect to continue it next year. The auction — which replaced live entertainment — is believed to be a national "first."

Rules were simple. No one was allowed to bid over list, and deals had to be consummated by Dec. 15. The prices, list and bid, in that order, were: Pinto, \$2,288, \$2,100; Vega, \$2,366, \$2,250; Volkswagen, \$2,331.80, \$2,050; Gremlin, \$2,451, \$2,200; Dodge Demon, \$2,638, \$2,250. Conducting the auctions were two professionals well known on the wholesale circuit: Chuck Cummings, Corry, Pa., and Lew Guidotti of Sunbury, Ohio.





THE auctioneer Booster Club

The members whose names appear under their respective states have each given \$5.00 for their names to appear for one year in support of their magazine. Is your name among them? Watch this list of names grow.

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Ladies Auxiliary to the NAA



Dear Mr. Hart,

Enclosed please find checks of \$16.00 for my 1971 dues and booster. Please mail me four bumper strips. Also, I would like to contribute \$250.00 to the Building Fund.

I have certainly enjoyed the National Conventions that I have attended and plan to come to the 1971 Convention in

Lincoln. I look forward to receiving the "Auctioneer" each month.

Sincerely,
Jim Brannan
Boyne City, Michigan

* * * *

Dear Mr. Hart:

Our congratulations to Dorothy Knapp on the opening of her Auction Gallery in Congers, N. Y. We, here in New England, have many professional lady auctioneers dating back at least 35 years and find auctioneering for women very rewarding.

Using the by-line often, "The Lady Auctioneer," I continue to operate my Auction Gallery, now going into its 14th year. We have regular Saturday night auctions plus church and house auctions as called for. Women easily adapt to a challenge in a man's world. Auctioneering is hard work but a continued school of learning.

Enjoy THE AUCTIONEER from cover to cover, keep up the good work. Looking forward to Lincoln, Nebr., next year. Hope to attend with a large group from the Mass. State Auctioneers Ass'n.

Sincerely,
"The Lady Auctioneer"
Florence L. Cornell
Lakeview, Mass.

* * * *

Say Bernie:

Enclosed is a check for \$5.00 for the Auctioneer Booster Club. We are making our plans now to be in Lincoln for the Convention. Wishing you and yours a Merry Christmas and A Happy New Year.

Sincerely your friend,
Rex Proffitt
Tompkinsville, Kentucky

* * * *

Dear Bernie:

We are very proud to have the name of Taylor & O'Connor, Mariah Hill, Ind., and Owensboro, Ky., entered into the highest edifice of the auctioneering fraternity. We feel the NAA has been and will continue to be the guiding light and indeed the truest of assets of the auction profession.

With this check, please add our names to the list of "Friends."

John P. O'Conoor
TAYLOR & O'CONNELL,
Auctioneers
Mariah Hill, Ind., &
Owensboro, Ky.

IN UNITY THERE IS STRENGTH

A Concerned Patriot Speaks Out

I am greatly concerned today with the harm that has been done by dissenters, and protest marches that have resulted in riots, arson and general disturbance.

Many are prone to keep their patriotism in cold storage, bringing it out on Memorial Day, 4th of July, Veterans Day. Today the call for peace is heard throughout our land. Out of this choice must come respect and obedience to law, before we as a people stand and sing "God Bless America." How can God bless America when we, as a people thwart him on every hand, when dissent and demonstrations are permitted in our form of government. But all within the framework of our law—now is the time for the vast majority of our people to awaken before it's too late. Your silence has not only undermined our President but has given comfort to the minorities.

Until youth is taught the meaning of respect for law, we can not expect crime to be cured in America. We should not for one moment lose sight of the fact that had it not been for the willingness of our defenders to lay down their lives for America as thousands of them have, we would not today be in a position to count our many blessings. Let us revive America as the land of the free and the home of the brave. Let us return to the principles which inspired such words. Let us again become to the rest of the world a symbol of all that is fine, and good and strong. Let us return to the principles which inspired such words. Let us again become to the rest of the world a symbol of all that is fine, and good and strong. Let us quit the role of a weakling and become again a nation of moral and business leaders and if necessary of fighters for right on the home front.

There is an old story that says you can't kill a frog by dropping him in boiling water. He reacts so quickly to the sudden heat that he jumps out before he's hurt, but put him in cold water and then warm it up gradually he never decides to jump until it's too late; by then he's cooked. People are just as foolish.

Take away their freedom over night, and you've got a violent revolution. But steal it from them gradually and soon

they have lost self rule. Again I say that as American citizens we must uphold our police and national guardsmen. We know how discouraging it must be for them to catch a criminal red-handed and watch the courts let him go as quick as the police officers take them to court. The police over the land have been patient. They have taken all kinds of abuse, assault and battery, being murdered, crippled for life in attempting to handle a dangerous situation in a gentle way.

Twenty years ago streets and highways would have been opened and cleared of demonstrators in 15 minutes with the will of the people behind the police and in support of them. Today the courts make a mockery of the police and of justice.

Now this article is as I see it from a veteran of World War I. The events that are happening today over the land isn't what we W.W.I veterans fought for or thought could happen in a land like this. I think it is a national disgrace.

F. E. Fitzgerald
Bismarck, N. D.

HELPFUL CRITICISM

We should behave toward our country as a woman behaves toward the man she loves. A loving wife will do anything for her husband except stop criticizing and trying to improve him. We should cast the same affectionate but sharp glances at our country. We should love it, but also persist upon telling it all its faults. The noisy, empty "patriot," not the critic, is the dangerous citizen.

—John B. Priestly.

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Florida Auctioneers Complete Fourth Year

Members of the Florida Auctioneers Association marked the completion of the fourth year and the beginning of the fifth year of this young but progressive organization with their Annual Meeting at Lakeland, Dec. 13. While attendance was not large, the state was well represented and they spent a most enjoyable day.



G. G. "Jerry" Finnell receives the gavel of President from Florida's retiring president, Marty Higgenbotham, at the December meeting of the Florida Auctioneers Association.

High spot of the meeting was a combination Fun Auction-Contest. The veteran Bob Cooper of Tallevast, was the judges' choice for 1970 Champion. However, he had some tough competition from a couple of other veterans of the profession, C. B. Drake of Fort Lauderdale, and Bob Butler of Gainesville, as well as several of the younger aspirants.

Two officers of the National Auctioneers Association, Morris Fannon and Bernard Hart, were present for the meeting with Fannon giving the key-note address.

A panel discussion was moderated by President Martin Higgenbotham with Bob Cooper, C. B. Drake, and Neil Hoopingarner of Tampa, serving as panelists. Each panelist spoke briefly with a brisk question and answer period following.

G. G. "Jerry" Finnell, Orlando, was elected President for 1971. Donald Smith, Largo, was elected Vice President and Vince Simmons, Jr., Lakeland, was elected Secretary-Treasurer. The retir-

ing Secretary-Treasurer was Lewis C. Dell, Sanford.

Joe Sedmera, Lakeland; R. K. Beebe, West Palm Beach; Ray James, Sarasota; Neil Hoopingarner, Tampa; and retiring president, Martin Higgenbotham, were elected to the Board of Directors.

It was decided to reduce the number of meetings per year from four to two, both of which would be held in Lakeland. Dates will be the second Sunday of June and the second Sunday of December.

Etchings At \$467,000 In London Auction

London — Rembrandt would have had good reason to give thanks had he been around to watch a few of his etchings being sold for a fortune.

A collection of the Dutch master's etchings auctioned at Sothebys brought \$467,008.

They represented the kind of steel needle work he did in between his oils and more or less to pass the time.

The 131 etchings were put up by Viscount Downs who inherited them from his father, Richard Dawnay, the tenth viscount, in 1965.

After the etchings were disposed of, a Rembrandt drawing of "An Old Man Seated in Armed Chair" produced another sensation. Alain Delon, the French actor, engaged in the spirited bidding and finally acquired the drawing for \$132,00.

Delon's price was a record auction yield for a Rembrandt drawing.

The etchings were only part of the Downe collection, which is regarded in art circles as perhaps the best in the world.

LET US NOT FORGET

No matter how productive we, as a nation, become, how high we are able to lift ourselves in a material way, how clever the ideas advanced by our scientists, inventors, and social thinkers, we can never afford to lose sight of the fact that **individual** liberty and responsibility are the bedrock on which our American system was built.

IN UNITY THERE IS STRENGTH

Across The Country

BY BERNARD HART



This month we would like to give a special salute to the members of the Virginia Auctioneers Association. A year ago we were telling you about the strong financial support we were receiving from Nebraskans for our Building Fund. And we could read the lips of many of you as you were saying, "Sure, and why not - it is being built in their state."

In the January, 1970, issue of THE AUCTIONEER, you read where members of the Virginia Auctioneers Association raised \$1,000 from individual donors in less than five minutes. It was again a pleasure to be invited to attend their State Convention, early in December, and again it was heartwarming to witness the expression of pride of these people in learning that their new building was well on its way to completion. AND THESE SAME PEOPLE REACHED INTO THEIR POCKETS AGAIN WHEN THEY LEARNED THERE WAS NOT ENOUGH MONEY PLEDGED TO COMPLETE PAYMENT FOR THE BUILDING.

If this same spirit existed among members of ALL the state organizations the building would be oversubscribed three-fold!!!

Last November's elections brought about some changes in political leadership and Nebraska was not immune. In fact, it was only the second time in the State's history that an incumbent Governor had been defeated. This in itself is hardly worthy of mention in a publication such as THE AUCTIONEER but in this particular case it will have some effect, particularly in our 1971 National Convention.

Those who attended the National Convention in Lincoln, in 1962, will recall the unprecedented newspaper publicity we received. Many have wondered why this never happened before nor has been duplicated since. A few of us knew the reason.

For the past ten years, Glenn Kreuscher has been Farm Editor of the Lincoln newspapers. Prior to that he was a Field Representative for the American

Polled Hereford Association - when the APHA had but one man in the field in addition to the Executive Secretary. This meant that Glenn had a close acquaintanceship with leading auctioneers from one end of the country to the other and in addition he knew first hand the importance of a good auctioneer and he knows the important role that the auctioneers have upon the economy - especially in Nebraska. Glenn was around the 1962 convention daily, renewing old friendships and sitting in on some of the meetings. He was a reporter that knew what he was covering and was not looking for odd-ball stunts to report as so many do who are sent out from the local media to cover our conventions.

Since we have headquartered in Lincoln, Glenn has devoted a good deal of space in the Lincoln Journal and Star in regard to auctioneers in general. He was on hand for our ground breaking and has used pictures taken at that time several times since. In fact he said he was getting plenty of pictures so he could publicize us all the way to convention time.

This brings us back to where we started - about the change in the Governor's Chair. Governor-elect, J. J. Exon, has appointed Glenn to the important post of State Director of Agriculture. Selfishly, we wanted him with the newspaper until after our convention but the state of Nebraska will profit from his talents in his new position. And the Auctioneers of America will have a friend in the State Capitol. Glenn will be with us during our convention and, as we know him, he will be coaching his successor at the newspaper in regard to our Convention.

Another salute to a man who has worked diligently the past ten years in this endless task of organizing auctioneers. E. B. Fulkerson, Jonesboro, Tenn., has resigned as Secretary - Treasurer of the Tennessee Auctioneers Association after ten and a half years. When he took office there were 59 auctioneers from Ten-

nessee who were members of the National Auctioneers Association. Ten years later (June 30, 1970) this number had increased to 167. This figure is surpassed by only two other states, Illinois and Ohio. During his tenure of office a joint State-National membership agreement has worked very satisfactorily and both organizations have benefited from the arrangement. Mr. Fulkerson also served a three year term on the NAA Board of Directors. It is with regret that we see men like E. B. Fulkerson step aside but all the time we realize that "you can't ride a free horse to death." Good Secretaries for State Auctioneers Associations are scarce and a good Secretary plus continuity in office can bring some good results.

Bob Heaverlo, of Yakima, Wash., sent us some sale bills from the Evergreen State with a few selling prices noted. We will share them with you to see how these prices compare with those in your area.

2 1969 Allis Chalmers 190XT Diesels
with cabs \$5700 each
1968 Gleaner Baldwin Combine, 12
ft., Mod. 611 \$4900
1963 John Deere 4010 Diesel .. \$4200

1969 John Deere Forage Harvester
No. 38 \$2500
270 Ton of 1st and 2nd cutting
hay \$23.00 per ton
Cattle squeeze chute \$350

Wisconsin Auctioneer Dies In 77th Year

Raymond F. "Red" English, 77, Arcadia, Wis., passed away September 5, 1970. He was a life-long auctioneer, realtor and insurance agent, a career that spanned more than half a century. In 1915 he joined his father in his real estate and insurance business after taking a business course at the University of Washington in Seattle.

After serving in the Army during World War I, he returned to Arcadia to rejoin his father and in 1920 he purchased the business. He entered the field of auctioneering in 1935 and continued until 1965 when a heart attack forced his retirement. Area covered as an auctioneer included West Central

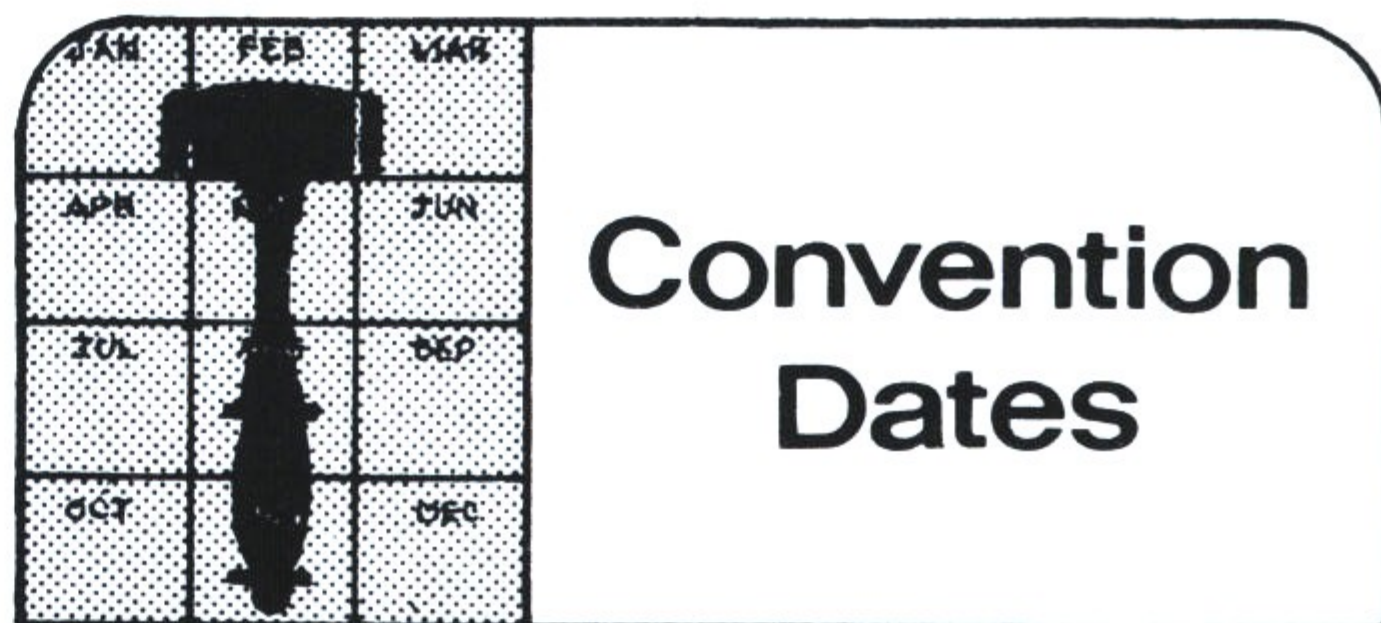
Wisconsin and Eastern Minnesota and he also conducted purebred cattle sales in Illinois as well as throughout the two states mentioned.

He was a member of the Wisconsin Auctioneers Association and it was only at their last State Convention that the Association granted "Red" an Honorary Lifetime Membership when his interest in rejoining was renewed.

Col. English is survived by his wife, Irma, a daughter, Mrs. Rudolph Pogrebe, St. Louis, Mo., and a son, John, who has taken over his father's real estate and insurance business.

SKIN-DEEP BEAUTY

The mere fact that no two snowflakes are alike doesn't prevent the stuff from becoming monotonous as a ground covering after a few days.



- Jan. 9-10—Ohio Auctioneers Association, Christopher Inn, Columbus.
- Jan. 15-16—Pennsylvania Auctioneers Association, Hershey Motor Lodge, Hershey.
- Jan. 15—Michigan Auctioneers Association, Lansing.
- Jan. 16 (evening)—Colorado Auctioneers Association, Red Slipper, Denver.
- Jan. 17-18—Indiana Auctioneers Association, Atkinson Hotel, Indianapolis.
- Apr. 4-5—Kentucky Auctioneers Association, Seelbach Hotel, Louisville.
- May 2—Nebraska Auctioneers Association, Hotel Yancey, Grand Island.
- May 16—Washington State Auctioneers Association, Ellensburg.
- June 4-6—Texas Auctioneers Association, Dallas.
- June 8-9—Wisconsin Auctioneers Association, Midway Motor Lodge, Wausau.
- June 19-20—West Virginia Auctioneers Association, Cedar Lakes.
- July 22-24—N.A.A. National Convention, Cornhusker Hotel, Lincoln, Nebraska.**

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The Lighter Side...

TEXAS STYLE

Said the explorer: "As the tiger charged at me, I leaped for an overhanging branch twenty feet above the ground."

"Did you make it?" interrupted the tense listener.

"Not on the way up," the explorer replied, "but I was lucky enough to on the way back down."

JUST WESTING

A woman opened her refrigerator and, lo, there was a rabbit inside. "What are you doing here?" she asked?

"Isn't this a Westinghouse?" replied the rabbit.

The woman said, "Yes."

"Well, I'm westing."

MED SCHOOL

Two ten-year-olds were talking about the brilliance of their relatives. "My uncle is in medical school," said one.

"Is he studying medicine to be a doctor?" asked the other.

"Naw, they're studying him."

GOOD OLD DAYS

A man and his wife were out driving in the country. He was driving and she was dreamily reminiscing.

Finally, she broke the silence. "John, do you remember when we were first married and had our first car? Remember how close together we used to sit?"

With a twinkle in his eye, the husband said, "I haven't moved."

HOLIDAYS

Some hoboes were holding a bull session under a new overpass as streams of cars rolled overhead. "Holidays make me feel awful ordinary," said one. "All those people going on picnics and camp-outs. Ain't nobody working?"

WRAP IT?

A new barber nicked a customer badly in giving him a shave. Hoping to restore the man's feeling of well-being, he asked solicitously, "Do you want your head wrapped in a hot towel?"

"No, thanks," said the customer, "I'll carry it home under my arm."

LOST AND FOUND

The president of a railroad was a stickler for conserving materials. One day on an inspection round he found a new spike lying by the roadbed. Picking it up and with fire in his eye he advanced to the road-gang foreman.

Quickly sizing up the situation the foreman rushed up to the irate president, saying, "Thank heavens, you've found it, sir. I've had three men searching for it all this week."

RULES

At a distributors' meeting of an appliance manufacturer during a business session that engaged their husbands, three wives of distributors sat playing cards at poolside. A fourth wife noticed the game in progress and asked if she could join.

The players who obviously had attended many of the same conventions with their husbands, said she was welcome to join the game if she could obey their rules. They handed her this card:

"1. Do not discuss mink coats; we all have them.

"2. Do not discuss jewelry; we all own gems.

"3. Do not talk about grandchildren or show pictures; we, too, are grandmothers.

"4. Do not discuss sex; what was, was."

HOUSING

Roman Catholic priest was showing a Protestant minister through his new church. Finally they came to the place where the priests lived. The minister looked at it with envious eyes. "It's better than our parsonage," he said.

With a twinkle, the priest replied: "You Protestants have better halves; you surely wouldn't begrudge us better quarters."

NEW FLAVOR

A young minister came to a church as a candidate for pastor. He got carried away in his eloquence as he prayed, "And may the one who comes to minister to this flock be filled with veal and zigor."

IN UNITY THERE IS STRENGTH

DEFINITIONS

Confusion is one woman plus a left turn. Excitement is two women plus one secret. Bedlam is three women plus one bargain. Chaos is four women plus one luncheon check.

DOUBLE

Little Stanley's mother gave birth to twins, and Stanley was able to talk to his mother on the telephone. She explained how Stanley now was a big brother and that if he told his teacher about it, he might get a day off from school.

Next day Stanley called his mother at the hospital to announce that he didn't have to go to school the following day.

"Did you tell your teacher about the twins?" asked mother.

"No," said Stanley. "I just told her I had a baby sister. I'm saving my baby brother for next week!"

STOCK MARKET

The teacher was discussing the Puritans in the American history class. "Does anyone know what type of people were punished in the stocks?" she asked.

Without a moment's hesitation, a knowing voice piped up: "Small investors."

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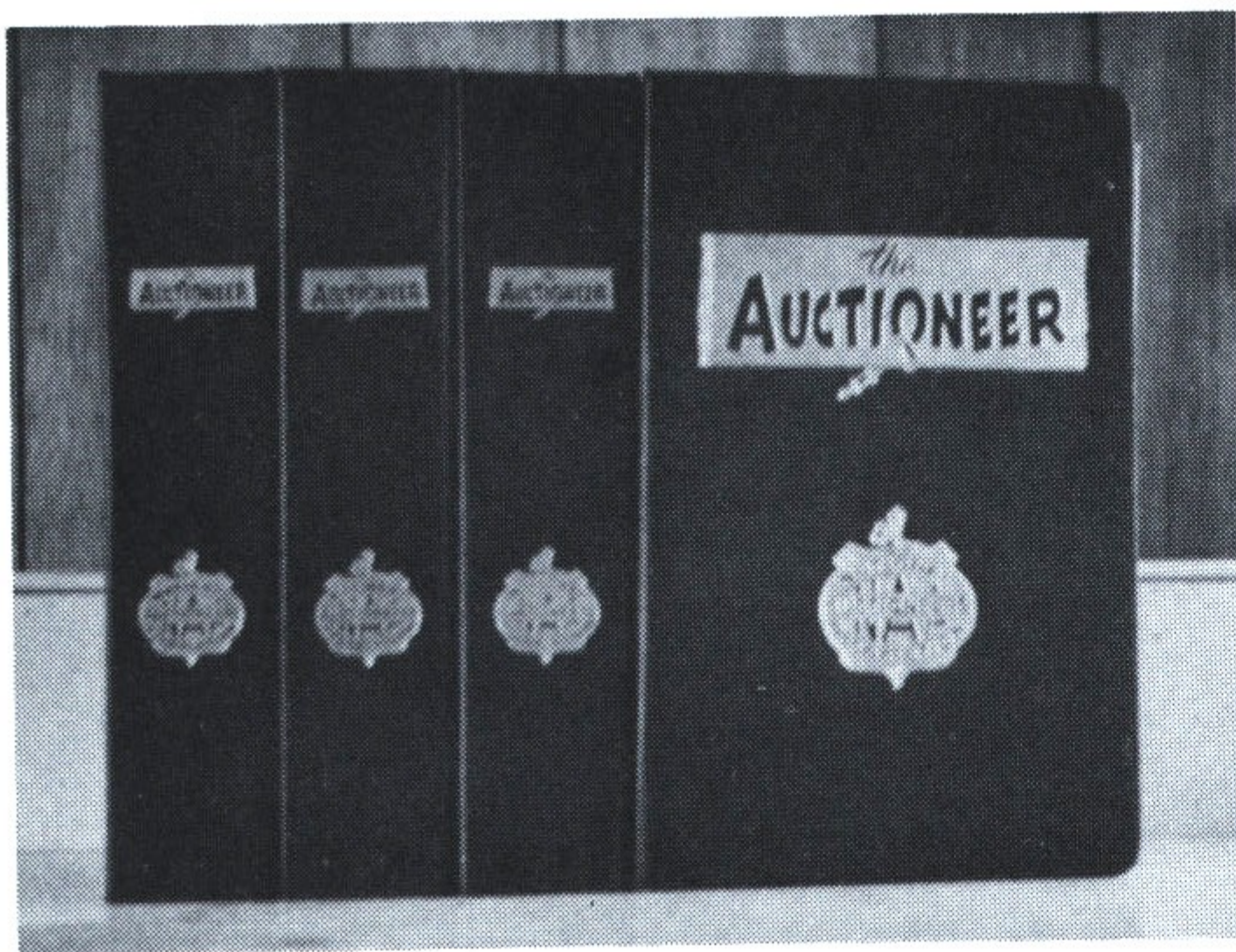
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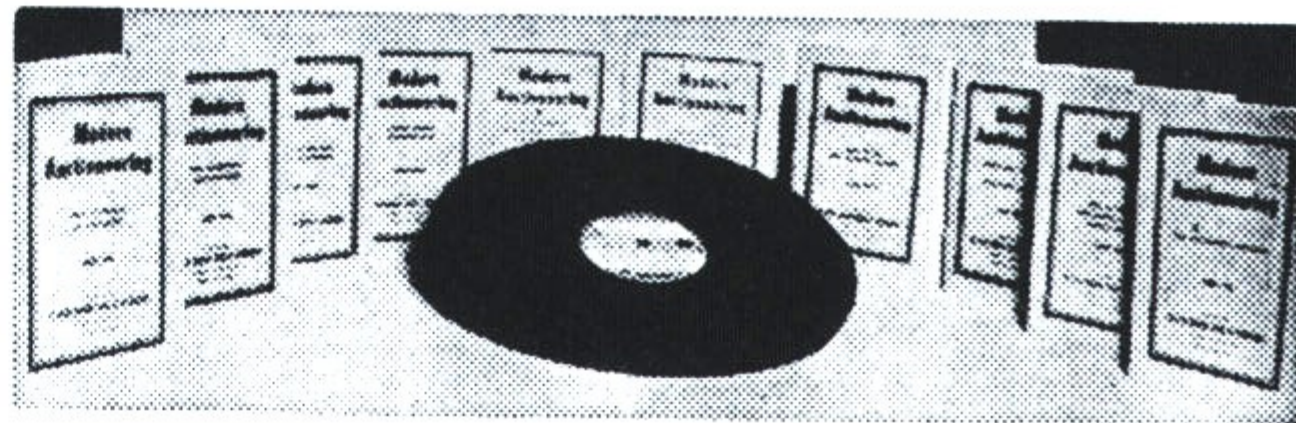
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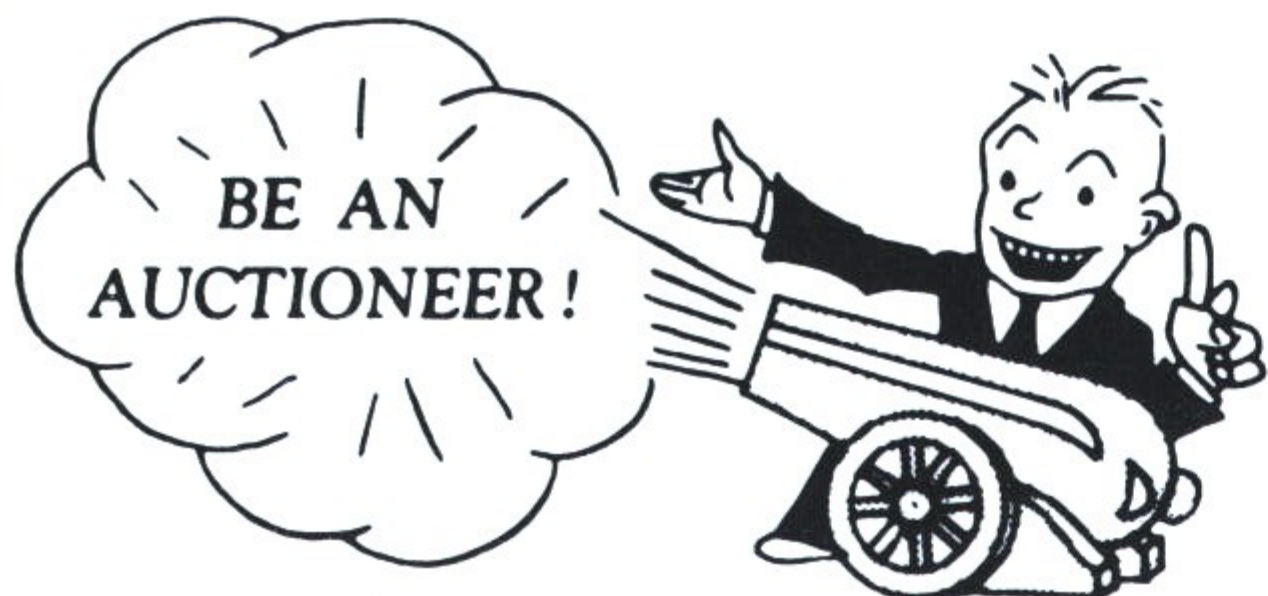
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\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

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.

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. . . Form No. PPC-69

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