

VOL. XXIII

NO. 4

APRIL, 1972

THE auctioneer



25TH ANNIVERSARY AUCTION. SEE PAGE 16



“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

KEEP A COOL HEAD!!

Yes, the cool summer hats are in and they really look good this season. They are just a little lighter shade (Salt Rock, which is a real light cream) this year. Get your order in now and have the hat on hand when the weather gets hot.

Of course we ship the felt hats the year around and we have a complete stock in all three brim widths as we do the straws — 2” - 2-3/8” and 2-5/8” brim.

We are also offering for the first time the beautiful 3 colored, felt, embroidered National Auctioneers Emblem pocket patch. This goes on the patch pocket of your blazer and most of you have seen the picture on some of the blazers worn by our past presidents. These are the same patches we put on the blazers we handled at one time. We also have the National Realtors Emblem.

Remember the solid gold diamond tie tack makes a wonderful birthday or anniversary present.

Patches (either one) \$3.00 each

The gavel itself is 14 K “Solid” Gold
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with .25 High quality sparkling diamond 159.95
(Prices on larger stones quoted upon request)

HATS

Felt (Silver Belly Color) \$12.95
Straw (Salt Rock-Light Cream Color) 11.95
Plus 4% Sales Tax

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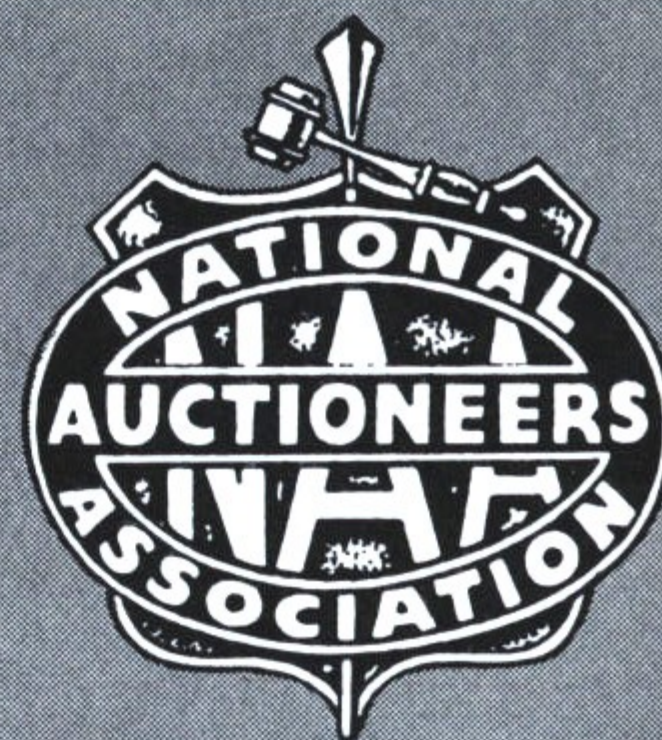
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THE AUCTIONEER

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What Am I Bid ?

"The What-Am-I-Bid Business Boom" was the title of a feature article, complete with pictures, in the February 20 issue of the INDIANAPOLIS (Ind.) STAR. Most of the article and pictures centered around Col. Noble Ratts (NAA member) and his place of business at Whitestown, Ind. Excerpts from the article follow:

"WE'RE READY to go. What's the first item bid?" Bang.

"I have a beautiful piece of marigold carnival glass. It's marked Northwood. All right. What will you give for it? Dollar, dollar? Here we go. What do you say? What do you give to buy a pitcher? All right. Thank you, sir.

"Got ten - now - fifteen - now - twenty-five . . ."

It's Saturday night in Whitestown or it could be almost any other night in almost any Indiana town or city where the local action is.

Auctions seem as typical Hoosier as Brown County sorghum or family reunions in the summer or fried chicken on Sunday. They couldn't be quite like this in Colorado or Connecticut or California. Not with that Hoosier twang of the auctioneer, not with the mixture of farmers, suburbanities and big city folks.

These sales are changing, however, as our cities spill over into the countryside and Indiana matrons begin to hanker for 18th Century objects d'art. The change is one of boom. Instead of auctioneering being a dying craft, the schools that teach it (there are two in Indiana) are turning out more and more of the hawkers—with natural degree in psychology.

An example is the man who runs the Saturday night show at Whitestown, Col. Noble Ratts, owner of Auction Service Company Inc.

The stocky Colonel — partly bald with graying temples and sideburns — explains that the military title is an honorary one which comes with the auction-

eer degree and is historical.

"This all came back in Civil War days when the Army officials sold surplus merchandise. And it was always a colonel," says the Colonel.

Ratts used to be a farm implement dealer east of Indianapolis. When he had to dispose of used or unsold farm equipment, he held auctions. When he sold his dealership, he went to work for "the owner of the largest implement auction in central United States," mounting the sales platform after attending a three-week auctioneering course in Missouri.

That was in 1965 and Ratts had wielded the gavel ever since. He purchased the former grade and high school building in Whitestown and four years ago (a Saturday New Year's Eve) started his auction house. He still auctions farm implements, is regular auctioneer for an antique sale in Westfield every five weeks and, as a result, he may end up chanting at six auctions a week.

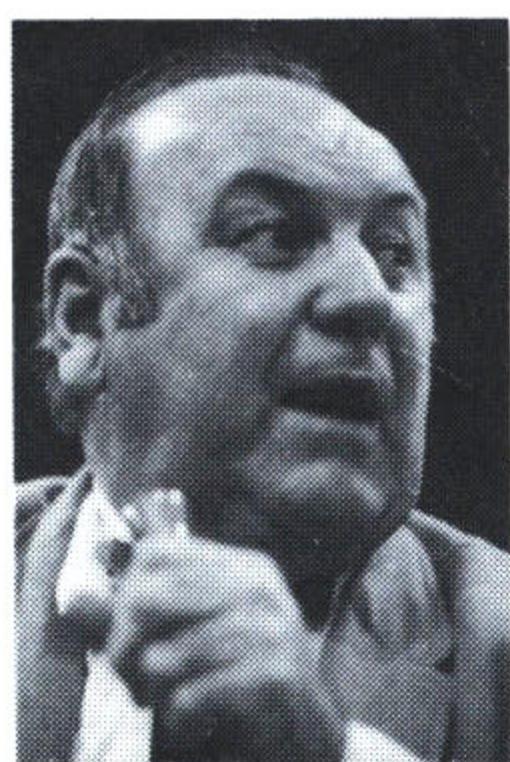
Recently the Colonel added the Indiana Governor's mansion to his activities, auctioning off some of the furnishings when Gov. Edgar D. Whitcomb moved into Riley Towers.

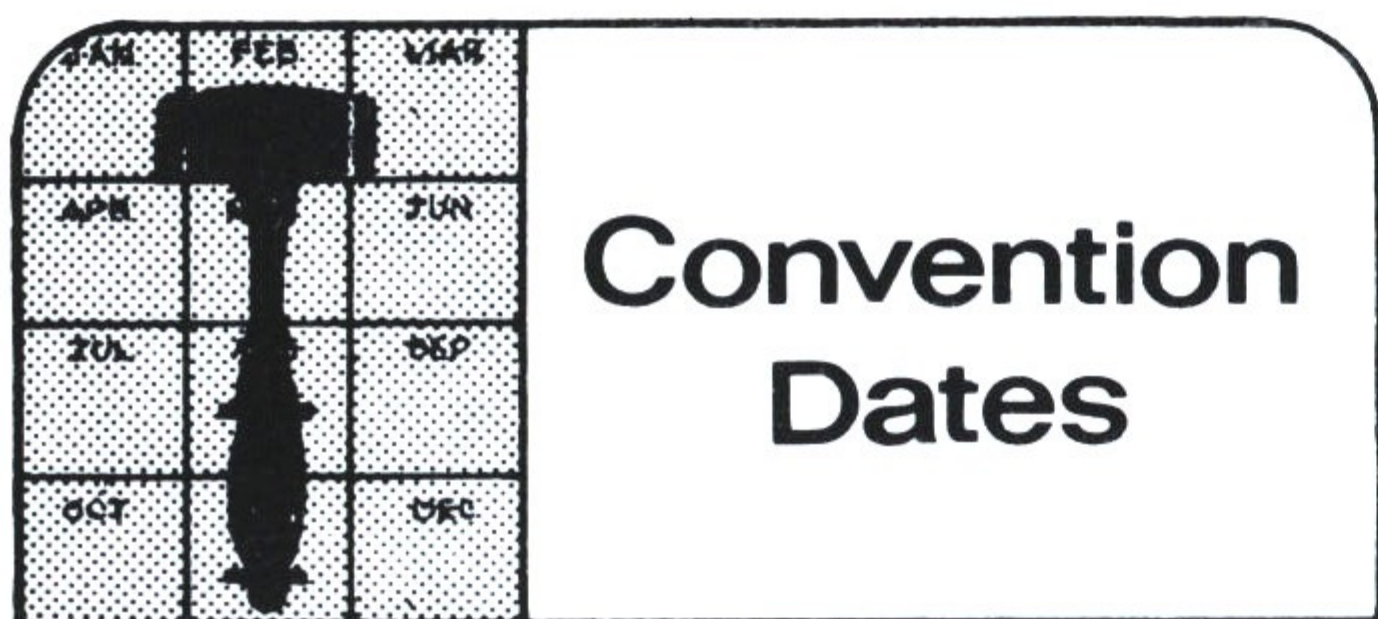
"IT WAS AN excellent auction as far as I was concerned. I guess we sold four or five hours," recalls Ratts. "This was more a selling of mementoes than selling individual pieces. There were some collectors there and also some antique dealers."

Ratts was chosen for the sale from auctioneers list at the Statehouse, according to Bud Renner of the Department of Administration. Income from the mansion auction was about \$4,000, he reports.

But the mansion sale was far from unique with the state government. "We probably have 40 auctions a year," says Renner. Surplus property, highway equipment, confiscated materials such as guns and numerous other items are auctioned off by the state (quite a bit like Civil War days when the colonels did the calling).

Most of Whitestown is quiet on Saturday night but at Barnes and Reese streets the sound of Ratts' patter and the inter-





- April 9-10—Kentucky Auctioneers Association, Seelbach Hotel, Louisville.
- April 16—Illinois State Auctioneers Association, Jumer's Castle Lodge, Peoria.
- April 30—Iowa Auctioneers Association, Memorial Union Bldg., Campus of Iowa State University at Ames.
- May 6-7—Missouri Auctioneers Association - Ramada Inn, Moberly.
- May 7—Nebraska Auctioneers Association, Albion.
- May 20—Georgia Auctioneers Association (ORGANIZATIONAL MEETING) Atlanta Auto Auction, Red Oak.
- May 21—Alabama Auctioneers Association, Kings Inn Motor Hotel, Huntsville.
- June 2-3—Texas Auctioneers Association, Chariot Inn, Austin.
- June 3-4—Auctioneers Association of North Carolina, Holiday Inn, Asheville.
- June 9-10—South Dakota Auctioneers Assn., Chamberlain.
- June 10-11—Ohio Auctioneers Association, Hustorwoods Lodge, Preble County.
- June 11-12—Minnesota State Auctioneers Association, Slayton.
- June 13-14—Wisconsin Auctioneers Association, Ramada Inn, Madison.
- June 18-19—Tennessee Auctioneers Association, Regency Hyatt House, Knoxville.
- July 27-29—NATIONAL AUCTIONEERS ASSOCIATION, Fairmont Hotel, Dallas.

jected "yahs" of his assistants enliven the area.

Ratts and his recording clerk, Eileen Garrett, sit on a raised platform facing a crowd reclined in velour and leather seats on one side of the gym ("We've got the most comfortable auction seats in Indiana!"). The sale merchandise is on the gym floor or on tables behind and beside the Colonel and his clerk. Not all of the items shown will be sold on any one night — Ratts may have 10 or 11 different consignments of household

goods on the floor at one time, only four or five of which he may expect to sell in a single night.

The Colonel's four floor men are in front of him, with his "ring man," Ed Garrett, playing the lead role. It's Garrett's job to "feel out" the crowd, to sense what it came to buy to know when people are getting tired or restless. He also, of course, is the number one man responsible for spotting bidders and noting their bids. A cashier tallies sales in an enclosed booth on the side of the gym floor. Beyond her booth the ladies of the Whitestown United Methodist church dispense homemade pies and cakes.

During the early part of the evening, Ratts usually sells only small items. "At about 8 or 8:30 we'll start mixing our deal up, putting the big items in. If we have lots of large things we'll push them all at about 8:30 or 9 o'clock. It's psychology. When you get people thinking in big dollars, you've got to keep them up there. It's the same way with a 25 cent dish and then a 25 dollar dish. That's where the experience of the man who operates the ring comes in handy."

BEFORE AND throughout the auction, customers can walk around the gym floor and examine the merchandise. If they see a particular item that tempts them, they can request it be put up for sale. We'll put it up sometime between 9:30 and 11 o'clock. If someone picks out a three or four hundred dollar item, you want to bid if off early in the evening, when there's a good crowd — not when there's maybe only 40 people left and only two bidding."

Eyes continually darting across the crowd, arms waving and hands pointing back and forth, Noble Ratts points to a tiny gas heater. "Now that heater'll heat an eight room house." He stops, and chuckles. "Well, if you move it from one room to another! What'll you give? What'll you give me?"

And later, "See that wringer washer. What'm I bid? Beats baby-sitting any day. Why not take in washings?"

"This old dinner bell. Ring it, Ed! See how that thing rings. Now take it over to Mrs. Johnson. (Mrs. Johnson, obviously friend or long-time buyer, has been eyeing the bell.) She's hard of hearing," Ratts kids, and starts the bidding. Mrs. Johnson is enjoying herself.

"Everything on the table, one dollar.

Well - half - a - dollar - twenty - five - cents - seventy - five-one dollar bill- anyone-for-one-for - one -fifty give me - two fifty give me-two-fifty-dollars-give me three-sold to Charley for two dollars. Number 10, Charley's number 10. (A baby, dressed in sleepers, begins to cry. His mother pops a bottle in his mouth. The father is absorbed in Charley, number 10.)

When a particularly valuable antique is on the block the Colonel pauses, folds his arms, and the gym becomes almost silent. He bangs the gavel gently. Then he quickly launches the bidding. "Now three - hundred - fifty - now -three - hundred - fifty, what am I offered?"

Perhaps the final bid on this particular item is not as high as Ratts had hoped for. "Now - two - hundred - now - two - hundred. Oh my Lord, I hate to do it. I HATE to do it!" The gavel descends, and the Colonel despairs.

Noble Ratts says his "unhitching" time begins the minute he bangs the gavel for the last time. Even so, it takes several hours before he can fully relax. Some nights he goes out for dinner after the auction. If he goes straight home and tries to sleep he "walks the floor" or "wrastles around an hour or two."

Ninety-five per cent of Ratts sale merchandise on a busy Saturday night may be on consignment, usually from estates. Ratts takes 30 per cent of the total sale price of a consignment, the owner gets 70 per cent. "You know, we like to kid around up there in the gym," he says, "but I've got a job to do. The people we're selling for want us to get every dollar. Sometimes — if they're retiring or going into a home — what we get for them affects the rest of their lives."

NOBLE RATTS obtains merchandise from people who "simply come to the door," through buying estates outright, and — surprisingly — from garage sales. "A lot of these garage sale people don't know what they've got. But they're getting smarter all the time," he grins. It's nothing for us to have five to seven hundred people in here. About 50 per cent come for a purpose; about 50 per cent for entertainment," says Ratts, adding: "But if they're here for three weeks in a row, they'll buy on two out of these three nights. Nothing of great value. Something they need."

Each Saturday night a few dealers appear. "They usually come to pick up a certain item for a particular person. They have a pretty good idea where they're going to sell the stuff." A few interior decorators from Indianapolis will be on hand, as well as young married couples looking for special pieces, usually antiques, for their own homes or apartments.

Nebraska Auctioneer Killed In Plane Crash

The crash of a private plane the evening of February 24, near Bartlett, Nebr., took the lives of Ralph H. Kuhr, Blair, Nebr., his wife, Hope, and Bob Fitzgerald, Nickerson, Nebr.

Ralph Kuhr was a prominent auctioneer principally engaged in the selling of registered Angus cattle throughout Nebraska and adjoining states. The group was returning from a bull sale in Gordon, Nebr., when the fatal crash occurred. At one time Kuhr sold one of the weekly auto auctions in Omaha.

It was only a little more than three years ago (Nov. 1968) that Kuhr's first wife, Lois, and 14 year old son, Craig, were tragic victims of poisonous gases in a silo on the Kuhr farm, near Blair.

Kuhr was a member of the National Auctioneers Association, a former president of the Nebraska Auctioneers Association, was active in his own community and both he and Mrs. Kuhr were officers of the First Methodist Church in Blair at the time of their deaths. Survivors include three sons and a daughter.

Fitzgerald was livestock editor of the Nebraska Farmer. Many NAA members became acquainted with him at our 1971 National Convention when he was a participant in the program. He is survived by his widow and five young children.

Memorial funds have been established for both families, The Kuhr fund at the Washington County Bank, Blair, Nebr., and the Fitzgerald fund at the First National Bank, Fremont, Nebr.

Personal history from the pupil's own reports: "My IQ is 20-20." "Blood Type: Irish." "I had to go to the dentist as I had a loose morals."

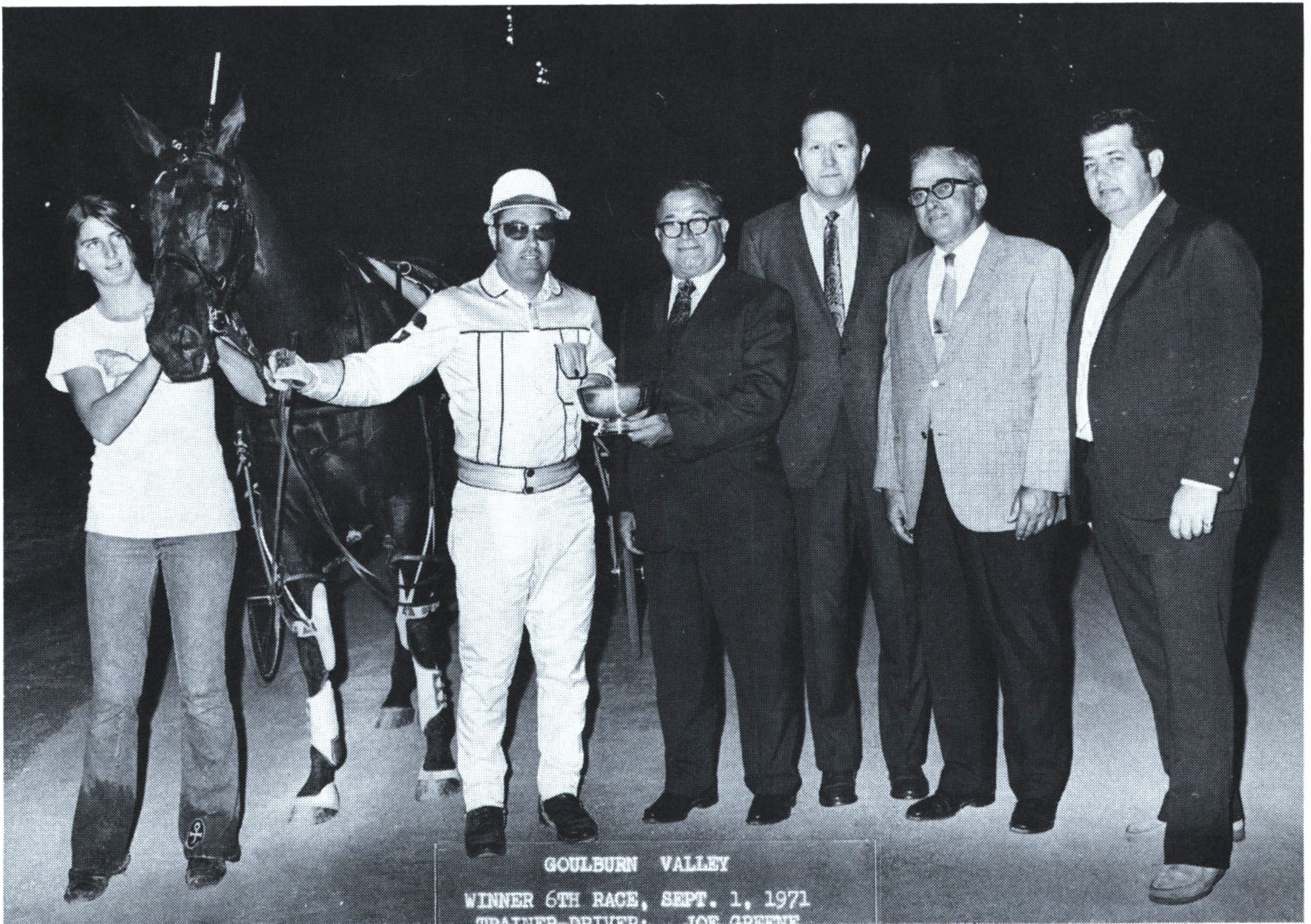
ADVERTISING CONTEST

When I think of all the many facets of the auctioneering profession, the advertising and promotion of our auctions must certainly rank number one because without a successful promotion, the auction itself cannot be a success and I believe that many of us get ourselves into a rut and simply call the local printer and tell him to run some ads without any thought as to layout, color, position or overall eye-appeal of our ads, and these are the things that we hope to correct with an advertising contest. With last year as a guide-line, we are going to be able to do a much better job in setting up and evaluating your advertising and sale bills. So I urge you to send your advertising to the home office at least one week in advance of the convention.

Please select up to five of your best brochures or sale bills and send one copy per sale. The categories for our awards this year will be industrial and commercial, real estate, farm and equipment, antiques and household sales. Each category will be divided into black and white and color.

I am looking forward to a successful advertising contest and convention in Dallas, Texas.

Martin E. Higgenbotham
ADVERTISING-PROMOTION
MEMBERSHIP COMMITTEE



Members of the Southeastern Chapter of the Pennsylvania Auctioneers Association discovered a novel manner in which to advertise themselves and the auction method of selling. A group of some 50 auctioneers and guests attended the race, sponsored by the Chapter, at the nearby Brandywine Raceway, where they sponsored a race and awarded a trophy. In the above picture, Program Chairman Paul Martin, presents the trophy. To his right are Ken Miller, Chapter secretary; Clay Hess, Director; and Richard Moyer, Chapter president.

World Champion Livestock Auctioneer

No Easy Title To Win...But It's Worth Effort

It's not easy to win a world championship in any business, and the World Livestock Auctioneer Championship competition is no exception. It's hard work and sweat under tough conditions. When your lot is ready, you walk in and perform before business-minded experts in your field — livestock buyers and marketmen who know the kind of output it takes for a really top-dog auctioneer to do his work. They're efficiency inclined and judge accordingly.

But it's worth it. The present World Champion Livestock Auctioneer says it is and he has a few tips to offer for use in the competition this year.

That's right . . . it's that time again. The 1972 World Livestock Auctioneer Championship is near at hand.

The title of World Championship Livestock Auctioneer means the best man in the business gets a tall trophy, and other prizes, but the title itself is what counts - and the prestige it carries, to be known as "Number One" - and the knowledge of the man with the title that he is the best in his business, proven the best by the very method he advocates the most — open competition!

Last year, Ronald Woodward, Broken Bow, Nebraska, faced other high caliber auctioneers and took home the trophy.

"I competed three years before I finally won. I learned a lot in those three years and I feel I'm a better auctioneer because of it. The program is worth it. I'm pleased with it and I hope it continues to be the success it has been in the past."

Not much fear of it not succeeding along those lines. Gerry Nevins, General Manager, Livestock Market Digest, Inc. - the organization staging the competition this year reports:

"This year's contest is stacking up to be the best one yet. We've got some big plans, lots of prizes, and we already have some mighty fine auctioneers ready to sign on.

The competition won't get any easier for the auctioneers, however. Many of the same men are returning this year, but the title will mean more than ever to the man who takes it."



Ronnie Woodward, Broken Bow, Nebraska, 1971 World Champion Livestock Auctioneer.

The contest was never easy. One contestant from past events lays it on the line, "It's hard work, hard on your nerves, but it's fun. It's like a prize fight, or a football game — you are very tense going into it. I learned a lot from my past tries for the title. This year, I'm going to try again."

Again, the auctioneers will be judged on more than their ability to shout a chant. The man's knowledge of the animals, his feeling for the crowd, all the talents an auctioneer must possess, he must demonstrate.

This year the championship is to be held in Social Circle, Georgia, a little town 40 miles outside of Atlanta, on June 17.

The Championship is sponsored by Competitive Livestock Marketing Association, the same group that has sponsored it for years past.

Also like last year, the competition follows by one day, the Livestock Marketing Congress held in Atlanta this season. The Congress draws a sizeable livestock crowd, many of which will make the trip by special bus, from Atlanta to Social Circle to see the world's best auctioneers strut their stuff.

In order to further enhance the auctioneers event, Social Circle has, in the planning stages, "A Day in Social Circle," a blowout that will make every out-of-towner wish he lived there year-round. A barbeque, parade, a tour of antebellum homes, and several other attractions are already formulated and there's more in the offing.

The auctioneers taking a shot at the title needn't worry about having to shout about a poor bunch of skins either. They will have some of the best cattle in the area to sell in connection with the Showcase Cattle Sale, conducted in cooperation with the Piedmont Cattlemen's Association and the Tri-County Livestock Company. Many consignments are already signed up for the sale.

All told, the World Livestock Auctioneer Championship is building a head of steam. The man who places in this competition will capture a title to be proud of, and it will be hard earned.

In addition to the World Champion position, there will be prizes for Reserve World Champion, Runner-up World Champion and Regional winners.

Now, about those winning tips from Woodward, 1971 World Champion Livestock Auctioneer.

"There are two fundamental guidelines," he says, "First, a man should be in good physical and mental shape for the event. Perhaps most importantly, however, he should practice hitting a full head of steam **right now!** There is no warm up in the competition. You must sit down and do your very best from the first word.

That's tough enough anywhere. It's extremely tough under pressure and in strange surroundings."

CHARLIE McNURTRY (who he?) HAS A READY EXPLANATION for hating women in business. "If you treat'em like men," he complains, "they bawl all over the place, and if you treat'em like women, your wife is going to find out about it sooner or later."

IN UNITY THERE IS STRENGTH

Georgia Meeting Set

Attention - all Georgia auctioneers. A meeting to re-organize the Georgia Auctioneers Association will be held at the Atlanta Auto Auction, Red Oak, Ga., just five miles from the Atlanta airport.

Since the whereabouts of the last secretary of the Georgia Auctioneers Association is unknown it is necessary that the association be re-organized. All Georgia auctioneers are urged to attend. This includes ALL auctioneers from real estate and commercial to those in the livestock field, consignment merchandise auctions and everyone this doesn't cover.

Be at the Atlanta Auto Auction at noon for lunch, the meeting will convene immediately after, and should be over at an early hour.

Bernard Hart, Secretary, and Martin Higgenbotham, a member of the Board of Directors of the National Auctioneers Association, will be present to guide this important program of re-organization.

Mississippi Group Is Headed By James Edens

James (Ed) Edens, Okolona, was elected president of the Mississippi Auctioneers Association at the group's annual meeting at the Sheraton Motor Hotel, in Jackson, February 13. Phil Sanders, Laurel, is the new vice president and J. L. (Lew) Henderson, won the nod for the position of Secretary-Treasurer.

A committee was appointed to make plans for an August meeting, in Tupelo. It was also voted to encourage promising young men to enter the profession of auctioneering. Other goals established included a good attendance of Mississippians at the National Convention, in Dallas, and doubling the present membership by the time of the August meeting.

Proof of Contributions

By Col. John R. Fishdick
Eagle River, WI. 54521

With the popularity of Benefit-Charity auctions and such fund raising events such as charity ball, theatre benefit and banquets it is essential that auctioneers, especially are aware of the necessary proof of contributions which the Internal Revenue Service requires on income tax returns.



Many Taxpayers lost all or part of their deductions for charitable contributions because they failed to keep the necessary records. Substantiating these deductions is a frequent problem in auditing tax returns.

Another problem is the claim (as a charitable contribution) of the full amount paid for a ticket to a charity ball or banquet. Only the part of the ticket price in excess of the value received by the taxpayer may be considered a charitable contribution.

"When \$10 is paid for a ticket to a charity banquet and the meal would normally cost \$4, then only \$6 may be considered a charitable gift," says a IRS spokesman.

To help taxpayers avoid this error, the IRS has requested charitable organizations selling tickets to fund raising affairs to indicate clearly on the ticket the amount deductible.

Now directly for auctioneers who donate their services in conducting Benefit auctions for non-profit organizations. First, if the taxpayer uses his automobile in performing donated services, he may deduct unreimbursed expenses for gas, oil, etc.; used or he can use a stand-

ard rate of 6 cents a mile. Under either method, items such as depreciation or insurance are not deductible.

Now IMPORTANT: Taxpayers claiming deductions for donations of property valued at more than \$200 must attach a statement to their tax returns giving the name and address of the organization, the date of the donation, a description of the property, when and how it was acquired, fair market value, etc. All deductions for contributions must be supported by receipts, canceled checks or other evidence of payment.

To encourage large donations of saleable personal property items at a Benefit auction I have always advised donors of merchandise that I would give them an appraised Fair Market Value receipt for their donation. This is good business on the part of the auctioneer—it lets the donor of merchandise that the auctioneer is an appraiser of personal property—he's more than a bid-caller. I have found it excellent advertising—I suggest all auctioneers adopt this principle in their method of operation.

New Auctioneer!

Robert Gene Bryant is the name of the new auctioneer that checked into the household of Mr. and Mrs. Richard Gene Bryant, Sunset Acres, Keokuk, Iowa, last December 31. His initial weight was 6 lb 5 oz., but his mother reports he has shown good gaining ability. He joins a 15 year old brother and two sisters, 10 and 5 years old.

Robert's father is a science teacher in the Fort Madison schools but he built a new auction building a year ago and it has been very successful. Auctions are held every Thursday evening and a flea market every third Sunday of each month. Plans are already underway for expansion of this enterprise and the 15 year old will attend auction school this summer.

SOUVENIRS

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

Each \$2.50

Poise is the presence of mind to keep on talking while the other guy picks up the check!



"Champion of Champions", Bob Steffes, Arthur N. D., receives plaque from Wilbert Kroh, Bismarck. Steffes was the winner of the contest of past champions. Upper right: Norman Aldinger, Cleveland, N. D., was the 1972 Champion and receives plaque from Kroh.

Lower left: Newly elected officers of the North Dakota Auctioneers Association, from the left: Bob Steffes, Arthur, Director; Roger Skifton, Manfred, Director; Lester Lein, Harvey, President; Wilbert Kroh, Bismarck, Vice President; Willard Schnell, Dickinson, Director; Clayton Enga, Rugby Secretary-Treasurer. Lower right: Raymond Schnell, Livestock Auction Marketman, Dickinson, N. D. addresses the Annual Banquet.

All photos taken during the 1972 North Dakota Auctioneers Convention by Bob Penfield.

Auction Funds Aid In Ambulance Purchase

A year-long project to acquire an ambulance for the town of Land o' Lakes reached successful conclusion as the newly purchased ambulance was presented recently to town chairman Jerry Sparks and supervisor Don Gorski by the Lions Club of Land o' Lakes.

The original plans to purchase the vehicle began over a year ago when committees were formed by the Lions club

to raise funds through an auction. Since that time they have received numerous pledges, donations and the receipts from the auction held last July with widely known Col. Fishdick at the auction block. "Area residents donated the items for the auction and much of the community and the entire Lions club have donated time and effort to reach the goal," said project chairman Charles McCormick.

The ambulance which has a total value of \$12,000 is one of the best equipped in the area.



Pop's Ponderings

Time To Start Planning For Annual Convention

By COL. POP HESS

The date is March 8th as I jot down my "Pondering" for this April issue. To be exact, I am about four days late getting at it so that my copy can be "bug-proofed" before the Home Office can hand it on to the printer.

Your writer was shocked to learn in a letter received from our Editor, BERNIE HART, telling of the passing of two of our longtime Auctioneer members: Colonels Drake and Kuhr. Col. Drake was on one of the panels at the last Convention, in Lincoln, where Col. Drake and myself renewed our many years of acquaintance, recalling some of the sales we worked together on many years ago. The first sale at which we made our acquaintance was at Greeley, Iowa, where Colonels Reppert, Halsey, Drake and myself were the listed Auctioneers at one of those great Draft Horse Sales conducted by the HOLBERT HORSE IMPORTING CO. In the following years, we were teamed at various locations in Pure Bred Livestock Sales.

While I never knew Col. Kuhr on a personal basis, we had met in our travels during various Sales and Shows. The Auctioneering Profession has lost two of our long time Auctioneers, widely known for the good service they rendered to the public.

The March issue of this publication reached my desk on March 6th. It was interesting to note the latest Home Office news and the listing of new NAA members are outstanding. I hope all of our readers will set down NOW, the date for this year's NATIONAL CONVENTION, to be held at Dallas, Texas, July 26, 27, 28, and 29th. I added on the 26th in order that you will be there on the 27th. When the first shot of the Convention is fired, you all can be present and attend what could be a top Convention, or at least equal to the 1971 Convention! It is my hope that every NAA Member will, in his home area, get the word to his member Auctioneers. They are INVITED! Both an Auc-

tioneer's Convention plus a week in the great State of Texas does not happen every year, with so much to offer. Be there! PLEASE DON'T MISS SEEING THE TEXAS BOYS!

As your hosts for this year's Convention, our Texas friends will make it big and more than worthwhile. Now, you may say: "Why is Pop rushing the season in pushing this item here in April"? The answer: Only three (3) more Auctioneer issues before the Convention date, and it is time to draw a FRAME about those dates: July 27 thru 29, IN YOUR DATE BOOK . . . TO BE AT THE NATIONAL AUCTIONEERS CONVENTION! THEY COULD PROVE TO BE THREE OF YOUR BEST SALE DATES RESERVED FOR YOU THIS YEAR!

When it comes to pondering to complete the title set up for me in this publication, for this issue, I have some immediate items to think about that I feel are urgent to mention. I trust that all Auctioneers in all the states have seen fit to get on the ball for our "National Auctioneer's Week," and be in print for John Q. Public to see during April 2nd thru 6th. We have many State Associations with good public relations programs, plus members from states not as yet organized, to play a part in this event.

I find that on page one of our March issue, (1972) an item on Auctioneer Education to be more than interesting. Our Board Member, Col. Wilber, sites many points that are in most Auctioneer's lap most of their time: (one is to know) THE MAN THAT KNOWS IT ALL HAS NOT YET BEEN BORN! The actual total of individuals who carry the name as an Auctioneer are not definitely known, however, the fully employed and active are a low percentage as compared to the grand total, whatever it may be.

Many who carry the title of Auctioneer and not active are by a large percentage either not knowing how to sell,

or if they do, do not know how to sell themselves to the public as an Auctioneer. From my past experience and recollections, many maintain the title of Auctioneer through imagination. It is a short cut between poverty and riches, but it just doesn't all come out that way. This program of Board "Questions and Answers" are worth while and do not be backward in taking advantage of the service offered.

During the past few months, many states have had their Annual Meetings. Many yet to come before we conclude our current year at the close of July. Where ever you are, and an Auctioneer, if your state does not have an Auctioneers Association, go to bat and get it done! It is the State Associations that form the spokes to the HUB of the great wheel that is the National Auctioneers Association.

In speaking of our State Associations and their meetings, I am happy to report that your writer has been engaged as one of the guest speakers at the KENTUCKY STATE meeting on April 9th, at Louisville. Yours truly will be happy to see all those in attendance.

In our Ohio, we have not had too bad a winter though some days were quite

rough. Public Sales have been more than numerous in all types of items offered. Ohio has a strong State Auctioneers Association and as you may have noted, Ohio topped the membership in the NAA. Many other states are close and your state as well as all states should have more listed in our NATIONAL AUCTIONEERS ASSOCIATION, a force in leadership and protection for our profession in this day of big business!

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"Yeah?" murmured the bartender. "What happened?"

"Well," replied the shaken Mr. Jones. "I took her for her first lesson. She went through the fence, dug a couple of tracks through the neighbor's yard, hit a fire hydrant, jumped the curb across the street, mowed down four mailboxes, ran over a scooter and two bicycles, narrowly missed two pedestrians—and then she lost control of the car."



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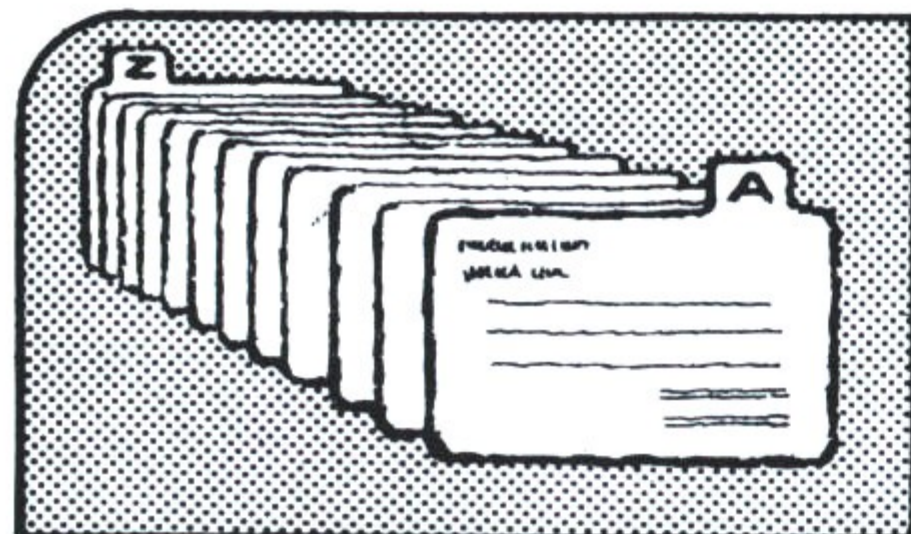
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World Records Fall In Thoroughbred Auction

Lexington, Ky — A world record of \$450,000 was set in the auction of a thoroughbred brood mare in one of three sales of the horses of the late George D. Widener.

The Office Du Pur Sang of Paris, France, bidding over an agent representing Japanese interests, eclipsed by \$65,000 the figure paid for Priceless-Gem two years ago.

Oddly, both Priceless Gem and What A Treat, the mare taken to France, were in foal to Vaguely Noble—whose first foals got to the races just last month—when they were sold.

What A Treat, by Tudor Minstrel-Rare Treat, won \$321,608 at the racetracks herself and since has produced one filly, Bendara, who has stakes-placed last year at two.

The first session of the Widener dispersal, to be completed in Florida next month, included sales of 40 brood mares and yearlings for \$3.3 million, an average of \$83,930.

No consignment so large has ever gotten close to that average. In all, nine horses brought bids of six figures at the sale conducted by the Fasig-Tipton Co. of Kentucky at the Kentucky Training Center.

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25th Anniversary Celebrated

With \$1½ Million Auction

Yoder & Frey, Inc., Archbold, Ohio, pioneers in the large consignment sales on a regular basis of farm equipment, celebrated their 25th anniversary in the business with a three day sale that grossed nearly a million and a half dollars, \$1,415,037, to be exact. The firm continues under the ownership and close supervision of the two men who started it 25 years ago, Elias H. Frey and Tim T. Yoder.

Buyers and sellers came from 20 or more states, Canada and one buyer was present from British Honduras. Over 5,000 attended the sale during the three days, over 3,000 lunches were served at noon by the twelve women in charge of handling the food.

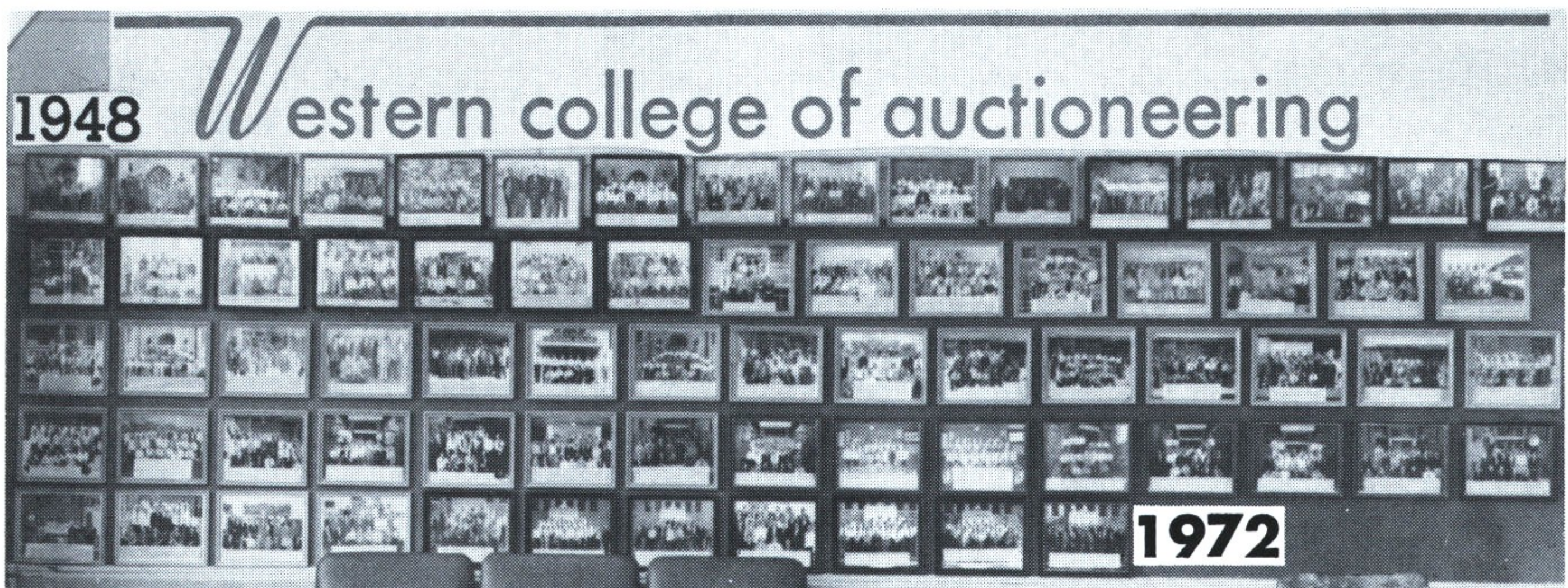
Monday, 440 tractors were sold, the gross being \$518,330; Tuesday, 2,000 pieces of farm machinery were consign-

ed, the gross being \$225,000, and Thursday heavy construction equipment was sold and the gross totaled \$674,707.

T. T. (Tim) Yoder and Elias H. Frey held their first auction 25 years ago in the field along Rt. 66, north of Archbold, on the Jerome Grime farm. Today their auction is located one mile west of Archbold in a 20-acre area, much of which is fenced in.

They have auction rooms, an office, garage, loading ramps, extra buildings and parking lots. Tuesday over 800 cars were counted on their parking lots and extra area provided to handle the crowd that came to help observe their anniversary.

Known as the "World's Largest Farm Machinery Auction" Yoder & Frey, Inc., have received much publicity nationally and in farm machinery trade journals.



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Y&F gross over \$5 million annually with their twice-monthly tractor and farm machinery auctions and have developed heavy machinery sales, held many places in the U. S., which neared the \$10 million volume in 1971. This is quite a contrast to the first sale in 1947 which grossed \$66,000.

The success of the Yoder & Frey auctions has contributed much to the economy of the community and northwestern Ohio and the response to their 25th anniversary auctions was a pleasant experience.

North Dakotans Elect

At a recent meeting of the North Dakota Auctioneers Association, the following officers were elected: Lester Lien, Harvey, President. Wilbert Kroh, Bismarck, Vice President; Clayton Enga, Rugby, Secretary-Treasurer.

Elected to the Board of Directors were: Bob Steffes, Arthur; Stanley Wald, Berlin; Roger Skifton, Manfred and Rod Larson, Minot.

Iowa Colonels To Meet

Springtime is here and the Iowa auctioneers, their families and guests, thoughts turn to Convention time, which will be Sunday, April 30th in the Memorial Union Building on the Campus of Iowa State University at Ames.

Registration will begin at 10:30 A.M. (Daylight Savings time) followed by a noon banquet and President, Clarence Prange of Charles City, will have a fine afternoon program for all to enjoy.

Hope to see you all there.

Mike Bloomer Secretary

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12" Gold Plated Crosses in Beautiful Display Box- **Sample \$1.25- 3 or more \$1.00**

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National Auctioneers Week

At our 1971 Convention in Lincoln, Nebraska, it was decided that I go to Washington and meet with President Nixon to ask that he designate a National Auction Week.

We have a committee who has worked on a news release to our Association members for their use from April 2nd through April 8th. I would like to ask that you make the most of this even though we were unable to get the President to act quick enough for this week.

To give you as members an idea of what is required to have the President proclaim a national week. First you must have a congressman who will sponsor the resolution. Then it is assigned to a committee to study and recommend it to the Senate. If passed on, then the President will sign it. Due to the amount of time it has taken in preparing we are shooting for the last week in April. By this time we will have the resolution. This will be the first time the National Auctioneers Association will have not only one National Week but two. We will try to mimeograph a letter to all states so they may advise and use it to their best advantage. We will at least have an opportunity to get it passed each year.

My hat is off to a young lady in Tennessee, Miss Glynda McCarter. She has worked very hard to assist us in getting this resolution passed. She has corresponded with all congressmen in the U. S. and a number of these have corresponded with Auctioneers in their district. She is sending Bernie a letter from a congressman in Tennessee for your reading pleasure.

Let's each make every week a National Auction Week by working as if every week is the best part of our lives.

Did you ever wonder why when you go to the circus you may see a large elephant standing tied to a small chain on a small stake. Well I have wondered this many times. Finally after asking I found that when the elephant was a baby they tied him to a very large stake with a large chain. He would tug and pull and try with all his power to get loose. When he couldn't he would completely give up and never try again to break loose.



Many of us work in much the same manner many times. We feel ourselves tied and will not try to break loose. Or we give up before we have succeeded.

One of our greatest men one time said one measure of his success was that he never forgot his failures, but remembered them so he could prosper from them. My thought to each of us is to use our short comings and failures to build stronger character and better men.

GROVER HOWELL

Auctioneer of the Week

Robert E. Chaffee, Monson, Mass., was selected "Auctioneer of the Week" the week of February 14 by THE HARTFORD (Conn.) TIMES. Chaffee, a member of the National Auctioneers Association, is celebrating his 25th year as an auctioneer.

The newspaper describes Chaffee as "the cheerful auctioneer" and reports that he has been auctioning estates and farms throughout Massachusetts, Connecticut and Rhode Island since 1947.

Mr. Chaffee served in the U. S. Navy in World War II and is a disabled veteran. He is a past director of the Massachusetts Auctioneers Association and a native of Monson, Mass.

Doll Collection Makes Interesting Auction

Clinton, Ia. . . . Over 2,000 dolls, representing the remaining estate of the late Lola B. Coolman, were auctioned March 4 by the Clinton County team of Paul Burnett, Paul Burnett, and Pat Cavanaugh.

More than 100 registered bidders were in attendance to purchase the vast collection which included antique dolls of china and bisque as well as modern dolls of celluloid, composition, and soft and hard plastics. In addition were dolls created from jars, bottles, bud vases, whisk brooms, fish lures, pin cushions, and carved wooden bottle stoppers.

Most of the dolls were dressed in costumes sewn by Miss Coolman which depicted historical eras, nationalities, races, religions, and the armed forces. Her designs included gowns of satin and lace, trimmed with flowers, furs, feathers, and jewels. She also created shadow box and doll house settings, complete in detail and furnishing.

The bidding was excellent, with selling prices ranging from \$40.00 for a kewpie doll to \$170.00 for a Queen Louise German doll.

Delece H. Norcott

Nebraska Report Is Business Never Better

Eighteen gold coins sold for \$1,688 in an auction at David City, Nebr., in late February. Two of the coins, a \$20 dollar piece and a \$10 piece, brought \$130 each. This was included in the auction held to settle the estate of Mrs. Rosa Didier.

For the same estate, the auction firm of Grubaugh Brothers sold the residence in David City for \$10,000, and two parcels of land for \$326 per acre and \$296 an acre, respectively.

And to make it a profitable week for the auctioneers, the same firm sold five farms for Lincoln contractor, J. Phillip Mahoney, located in the David City area, for a total of 488,000. These farms sold from \$320 per acre to a high of \$732.50 per acre. In all, they com-

prised 880 acres.

In commenting on the Didier and Mahoney auctions, Marvin Grubaugh said, "It was the best three days we have ever enjoyed in the auction business."

NOW THAT THE PRESIDENTIAL PRIMARIES ARE HEATING UP, We're reminded of something credited to Carl Sandburg. His formula for a politician: "He should have **three hats**. One for throwing in the ring, one for talking through . . . and one for pulling rabbits out of **if elected**."



Top picture, left to right: Walter Lange, clerk; Pat Cavanaugh, Paul Burnett, Sr., Paul Burnett, Jr., auctioneers; and Mrs. Donna Burnett. These are scenes from the Coolman Doll Collection auction.



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Auction Firm Sued For 52 Million Dollars

New York — A woman who alleges she was duped into selling for \$325 a Raphael painting valued at several million dollars is seeking \$52 million in a suit against the prestigious Parke-Bernet Galleries and two other art dealers.

Mary C. Lake of Southampton filed suit in Manhattan Supreme Court charging the defendants with a "scheme and conspiracy" to profit from the painting by telling her it was "practically worthless."

The painting, "Portrait of Lorenzo, Duke of Urbino," was authenticated last year as a Raphael after being auctioned at Parke-Bernet on April 25, 1968, to art dealer Ira Spanierman for \$325 as a portrait of Francis I of Spain by an unknown member of the Italian school.

Spanierman and the Incurable Collector, Inc., an antiques-art firm that allegedly advised Mrs. Lake to have the painting auctioned at Parke-Bernet, are the other defendants.

"The suit, said Spanierman, "is without foundation; it's a case of sour grapes."

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Kind thoughts are the roots;
Kind words are the blossoms,
Kind deeds are the fruits."



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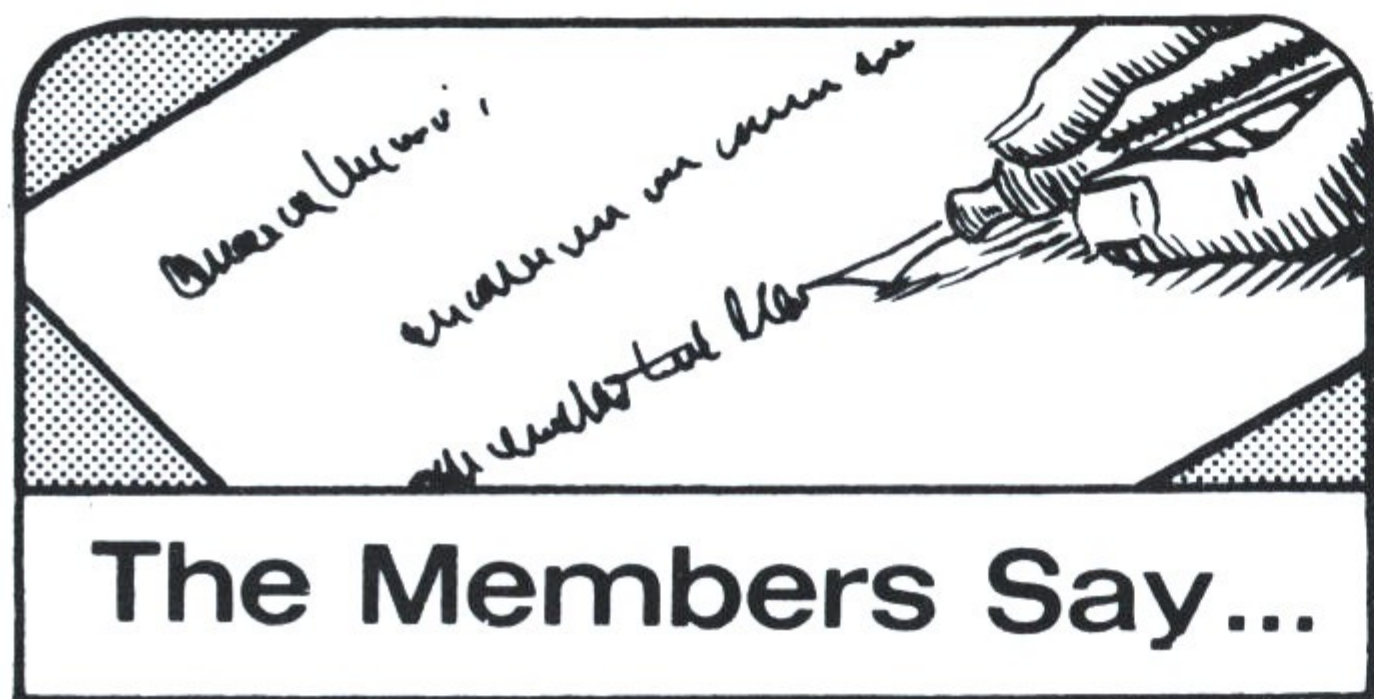
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 Ladies Auxiliary to the NAA

The Doctor finished giving the man a physical examination. "The best thing for you to do," said the M.D., "is to give up drinking, smoking, stay away from women and go to bed early every night." "I don't deserve the best, Doc," said the patient. What's **next best?**"

She doesn't drink; she doesn't smoke;
 She doesn't spend her dimes for coke.
 She doesn't neck; she doesn't pet;
 She doesn't even WALK as yet.

"One reason experience is such a good teacher is that it doesn't allow dropouts."



Dear Bernie:

My wife, Madelyn, and I were very pleased that you used the photo and newspaper writeup in "The Auctioneer".

Would like to suggest that you consider the feasibility of having an office size calendar for 1973. If other auctioneers are as proud of the new headquarters, I am sure that a calendar with a colored photo of the building, together with the association name and address, also the slogan as used on our bumper stickers, would be saleable. A small line just above or below the calendar pad might read :

COMPLIMENTS OF
and filled in by the donating auctioneers.

Many offices have a definite need for a quality calendar and it is a fine method of spreading good will. If a decision should be made it would be well to have them available at the Convention.

Best wishes to you and your family and staff.

Cordially,
Gordon Reid,
Brimfield, Mass.

EDITOR'S NOTE We welcome comments from the membership on this project.

Dear Mr. Hart,

Please accept my sincere apologies for my failure to include the "Booster" club dues. Request you enter the name of Western Sales Management, Inc., to the Arizona Boosters.

The auction business is going very well for us, and we are looking forward to a good year. Since Arizona has no state association we are still plagued with the 'fly-by-nite' auctions, however, those of us in the full time auction business are working hard to enhance the profession. We have a good following at our sales, and the prices of vehicles and equipment is above average.

I was much interested in the article by President Howell in the last issue of

"The Auctioneer". I fully concur with his beliefs and am encouraging our local auctioneers to join the National Association. A most recent case in point was a phone call from a government official, requesting the names of all Arizona members of the Association. An invitation to bid on an auctioneering service contract was being discussed, and they indicated their desire to allow all members to bid. This is not an earth shaking deal, but one never knows when one's membership in an organization will be of benefit.

Please find enclosed several random samples of our auction handbills. I would appreciate it if you would forward these to Mr. Terry Dunning and enter them in the 1972 advertising contest.

Thank you for your past efforts and continued success on your fine magazine.

Edward A. Short,
Phoenix, Ariz.

Dear Bernie:

Find enclosed \$10.00 check to cover membership dues for Col. Doran H. Livingston, Route 1, Box 21A, Willard, MO 65781. Hope you get this in time to send him the March issue of "The Auctioneer", along with his membership card.

1971 was our best year in the auction business, and so far our 1972 sales are running ahead of last year. Livestock and machinery is selling the best, in one sale four pieces of equipment sold for more than it cost new, after six years use.

The top pen of Hereford cows, bred for March calves, sold for \$420, they were 4 year old's, good quality commercial; a pen of cows, 8 years through 11, sold for \$345 each.

Mrs. Campbell and I enjoyed the Convention very much in Lincoln, also touring the new building. We always come home with some new ideas.

Looking forward to seeing you in Dallas.

Respectively yours,
Hugh V. Campbell
Chillicothe, Missouri

Dear Bernie:

Enclosed find check for \$15.00 for a new member to our National Auctioneers Association and \$5.00 for his name to appear on the "Booster" page. I am very happy to recommend him to our

association.

Ruth and I returned from Florida on Jan. 28, after a very pleasant vacation of 2½ months. We are very busy with farm auctions and cattle sales. The annual Indiana Draft Horse Sale will be at Indianapolis on March 8. The top team last year was \$3400.

We are looking forward to the National Convention at Dallas. Hope you and the family are all well.

Very truly,
Romaine Sherman
Goshen, Ind.

Dear Bernard:

The January issue of "The Auctioneer" was well received but I was very disappointed in the Membership Directory. I have been a member since 1953, and if you would look at the August issue, 1953, that is in the new office in front of your desk, you will see a full page picture of Roy Crosser and myself. Are life members in good standing as of Sept. 1971? Hope you can correct this error as my name was not in this Historic issue of the Membership Directory.

It would be nice to have a page with LIFE members listed. If you remember, the LIFE membership was originat-

ed or offered due to the financial condition of the NAA at that time.

Wishing you success in another year. I remain active in the auction business. The plate, "Ole Man of the Mountain," that I donated to the NAA fun auction, brought the top dollar of all plates sold at the July Convention in Lincoln.

Sale business is booming in all parts of Ohio. I enjoyed eating noon day meal with POP HESS, January 10. I also enjoyed a very inspiring speech by President Grover Howell at our Ohio meeting in Columbus.

Auctioneeringly,
C.C. Bradford
Worthington, Ohio

Dear Mr. Hart,

Enclosed herewith is our check in the amount of thirty (\$30.00) dollars. Twenty of which is to cover the cost of our dues in the association, and ten dollars is for our booster club dues. We misplaced our applications.

My son, Bernie, and I look forward to **The Auctioneer** every month and enjoy reading it from cover to cover.

We have had a busy 1971, and have started 1972 with two good sales already in the past and a few scheduled ahead.

Attention Auctioneers and Antique Dealers

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After 22 years of running a West Coast Antique Auction Circuit and supplying other auctioneers, I have decided to offer antiques to the Trade in Sea Van Quantities Only. I warehouse in England and on the continent, but to save you money prefer direct containers from the country of your choice direct to your door. I am aware of the problems and will take care of customs, packing, duty, transportation, etc. Our shipments will be reasonably priced, broken down each item F.O.B. your door. Cases will be assorted as to the best buys of an area and as large an assortment as possible. (Special items may be included on request if available). Now importing approximately 200 containers a year.

Write your needs to my office,

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I'll be in Europe but will shortly contact you for more information. If you are coming to Europe, I can meet you by appointment.

Saturday, we had nearly four hundred people at a household sale. We had planned on doing some of it inside, but everyone wanted to have the room to move around and they stood in the cold from before noon until five o'clock or after.

It has been proven that those people who enjoy a good auction, will come and stay to the end whether it's hot mid-summer or cold, snowy winter. They will even stand in the pouring rain, even if they only have a piece of plastic to hold over their heads.

We enjoy doing the sales as much as those who attend. It's hard work but enjoyable.

Very truly yours
George K. Lusk
Rochester, New York

MARK TWAIN ONCE SAID THAT WHEN HE WAS A BOY OF 14, his father was so ignorant he could hardly stand to have the old man around. But when he got to be 21, he was astonished at how much the old man had learned in seven short years.

Two hippies went to an art gallery and one of them stared at a display and griped, "I hate this modern garbage."

The other said, "Get with it man, that's a mirror."



NAA president, Grover Howell, had his picture taken with Col. F. S. Brown while Ohio Auctioneers Association president, Don Standen presents Col. Brown with a plaque for placing third in the auctioneers contest at the 1971 Ohio State Fair. The picture on the right shows two youngsters in the auction business, Col. Pop Hess, 92, and Col. F. S. Brown, 87. Pictures taken at the Ohio Convention in January.

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Across The Country

BY BERNARD HART



It's later than you think! Until I read Pop Hess' copy for this issue I didn't realize that there would be only three issues of THE AUCTIONEER between this one and our National Convention. Next month's issue will include a Hotel Reservation form but now is a good time to complete your plans for attending.

A few weeks ago I met with a group of Texas auctioneers and their wives, in Austin. Enthusiasm is building among these Texans and they are laying the framework of a real good convention. While our format of the past will be followed rather closely, the program itself will have many welcome changes.

Dallas' Fairmont Hotel offers the most luxurious setting in which we have ever met but the Hotel has offered our registrants a rate that is competitive with lesser Hotels. The Fairmont is as large as it is luxurious so we will not be crowded. However, this does not mean that you should delay in reserving your rooms. Those in the price range you desire may be taken if you do. As soon as you get your May issue, send in your reservation form.

In case you haven't realized it, the auction method of selling is enjoying its greatest year. Just look around you at the many auctions that are being held and at the size of these auctions. Many auctioneers say that their number of sales is the same or less than in past years but the dollar volume is much higher.

In the classified section of the March 19 issue of the OMAHA WORLD-HERALD there were 428 inches of auction advertising. I failed to count how many auctions this represented, most of them to be held during the coming week, but I did note the wide variety in the types of auctions. In particular, there were several large restaurant equipment auctions and most of them were from new establishments. At any rate, these 428 inches of advertising space represented a monetary figure well into the seven figure bracket.

What I saw in the Omaha newspaper is certainly not an isolated case. As I travel around the country I see auctions advertised in every newspaper I pick up. It is happening in your area. If you are not getting what you think is your share of the auction business, now is the time to be doing something about it. Don't worry about the sales the other auctioneers are getting but concentrate on those that no one is getting. The same newspaper I am referring to carried a lot of advertising on commodities to be sold at private treaty. Many of these could better be sold at auction.

Right now, while the auction method of selling is moving forward, is the time for every auctioneer to become more enthused about his business, to keep up the momentum. Successful auctions bring on more auctions - but you must help to make this happen.

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EVIDENCE

An English lady, self-appointed supervisor of village morals, accused a workman of having reverted to drink because "with my own eyes" she had seen his wheelbarrow standing beside the pub.

The accused man made no verbal defense, but the same evening he placed his wheelbarrow outside her door and left it there all night.

COMMUNICATIONS

Executive vice president wrote his maintenance supervisor a memo with instructions for him to "eliminate all the undesirable vegetation surrounding the periphery of our facility."

The unfortunate supervisor went out and pulled up four rows of tulips, an edging of pachysandra, two 150-ft. geranium beds and 50 expensive evergreens.

When the executive heard this, he gasped, "What I wanted done was to kill the damn weeds around the plants!"

MEMORY

"Why do you keep bringing up the mistakes I've made?" asked the weary husband. "I thought you said that you had forgiven and forgotten."

"I have forgiven and forgotten," snapped his wife, "but I just don't want you to forget that I have forgiven and forgotten."

RIGHTS

"But I did have the right-of-way, didn't I?" the motorist asked the officer after regaining consciousness.

"You're absolutely right," explained the officer. "You had the right-of-way, but the other guy had a 10-ton truck."

SPEED

Young salesman was running to catch the morning train to the city. Trotting up to a farmer he asked, "Say, do you mind if I take a shortcut across your field? I want to catch the 6:45."

"Sure, go ahead, young feller," replied the farmer, "and if my bull sees you, you might be catching the 6:15."

SIN

After the sermon in the backwoods church the minister was approached by a member of the congregation who asked to speak to him in private.

"I don't rightly know how to say this, parson, but I've done a terrible thing," said the man as soon as the door to the preacher's office closed.

"Come now, my good man, no sin is too great to be forgiven. Tell me what it is you've done," urged the minister.

"Well," confessed the man, "I shot the Republican campaign worker who came through town the other day."

"I'm not interested in your politics, brother," the preacher interrupted, "only your sins."

WORK

The lady said to the tramp at her door: "Have you ever been offered work when you've knocked on doors to ask for some help?"

"Only once, lady," the man said. "Aside from that, I've met with nothing but kindness."

EXPERIENCE

Two old friends met and one explained that he was going into business.

"What sort of business?"

"A partnership," the other replied.

"Are you putting in much capital?"

"No. I put in no capital. I put in the experience."

"And he puts in the capital, right?"

"Yes. He puts in the capital; I put in the experience. I figure that in three years I'll have the capital, and he'll have the experience."

EDUCATION

There was a time when children who didn't go to school were checked by the truant officer who quickly determined the facts about the absences. Now the school board holds meetings to see whether the faculty is providing the right climate to motivate the under-achievers or whether the curriculum is meeting the felt needs of the under-endowed.

DRAFT

"What should I do?" wailed Harry to college classmate Bertram. "I got my draft notice and they're sure to take me. How did you get out of it?"

"Easy," said Bertram. "I just put on my brother's truss. Told the three doctors who examined me that I had a hernia. And they stamped my card 'M.E.' I asked them what that was and they said 'Medically Exempt.'"

"Say, that's great. Can I borrow that truss?" asked Harry.

So Harry got the truss, went down to the draft board, was examined by three doctors and had his card stamped "M. E."

"That means medically exempt, doesn't it?" said Harry to one of the doctors. "No," said the medico, "that means Middle East. Anyone who can wear a truss upside down can certainly ride a camel."

SUGGESTION FOR THOSE WHO RUN MEETINGS: To get something done, a committee should consist of no more than three. . . two of whom are absent.

QUESTION

Sunday School teacher was telling her class the story of Lot.

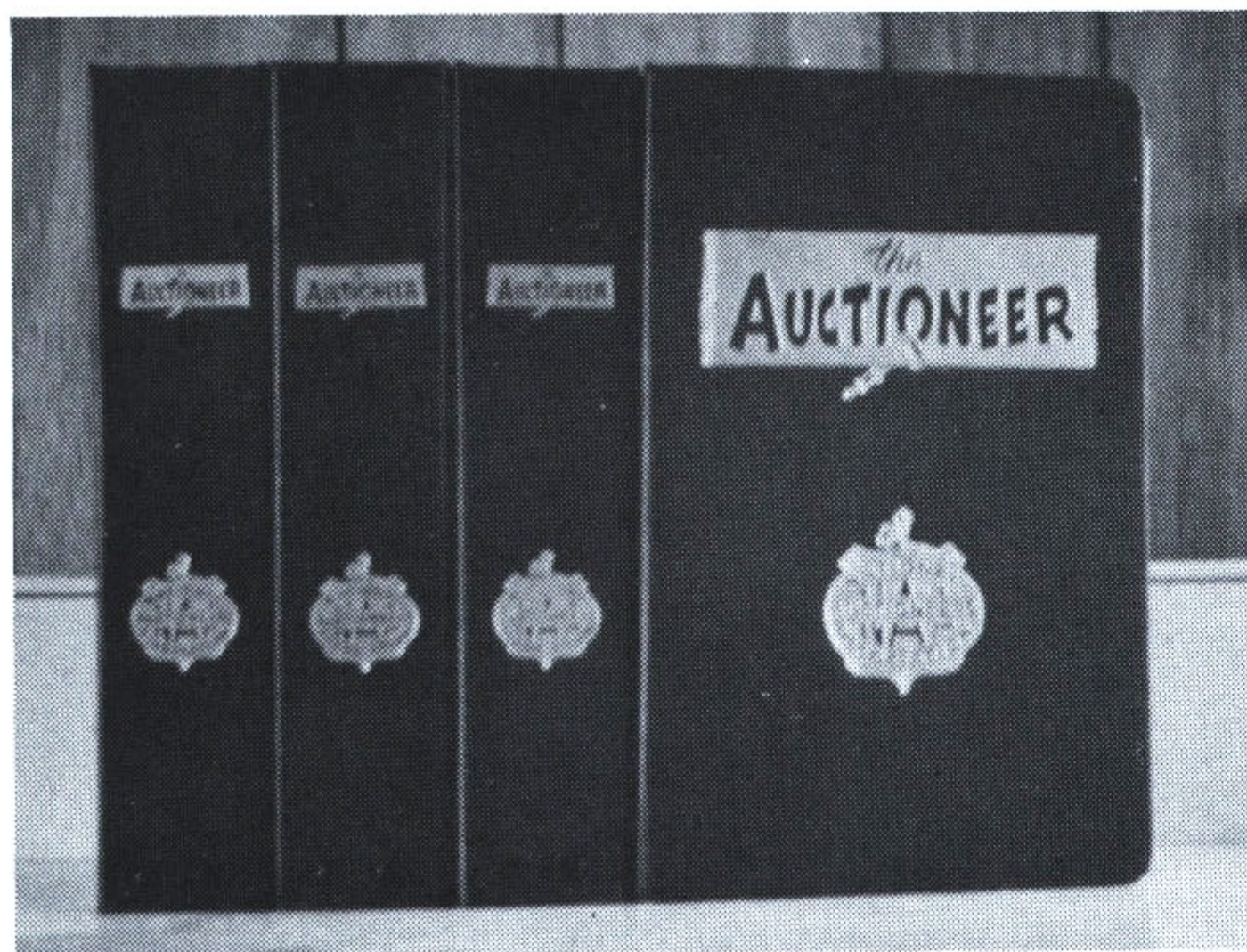
"Lot," she explained, "was warned to take his wife and flee out of the city, but his wife looked back and was turned to salt." The teacher looked around the class and one little girl tentatively raised her hand.

"Yes?" said the teacher.

"I was wondering," said the little girl, "what happened to his flea?"

ANOTHER OF THE INEXHAUSTIBLE ABE LINCOLN STORIES came to light during the recent celebration of his birthday. It concerns a Springfield, Ill., neighbor who saw Lincoln striding past her house with his two sons, both crying loudly. "Why, Mr. Lincoln" she asked, what's the matter with your boys?" **"Just what's the matter with the whole world,** Lincoln replied. "I've got three walnuts and **each wants two."**

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THIS ACTUALLY HAPPENED IN WASH., D. C. Proprietor of haberdashery was being held up at gun-point around ten ayem few weeks ago. Victim pleaded that store had just opened and there was **no money in the till.** "But

I tell you what," he said. "If you stop stickin' that gun in my face, I'll write you a check." And the thief did . . and the victim did. **Believe it . . . or not!**

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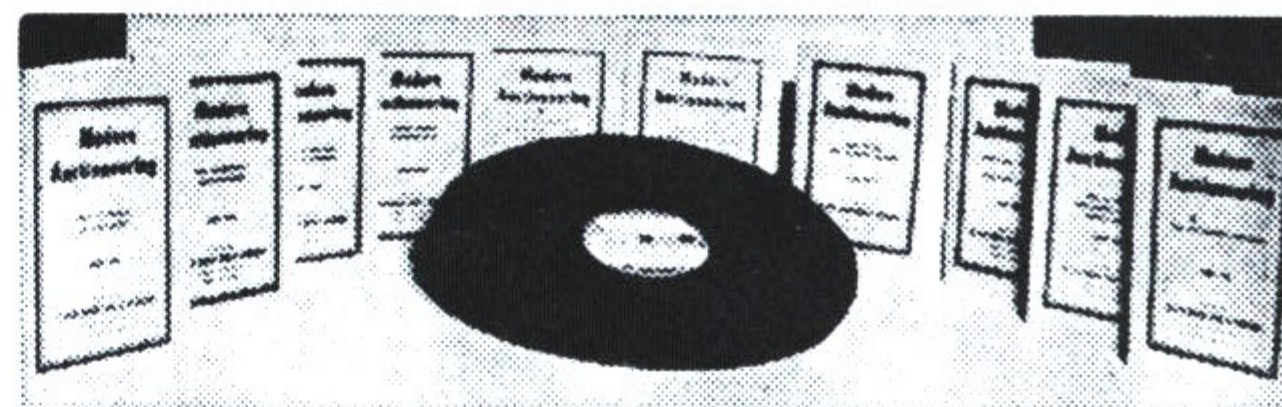
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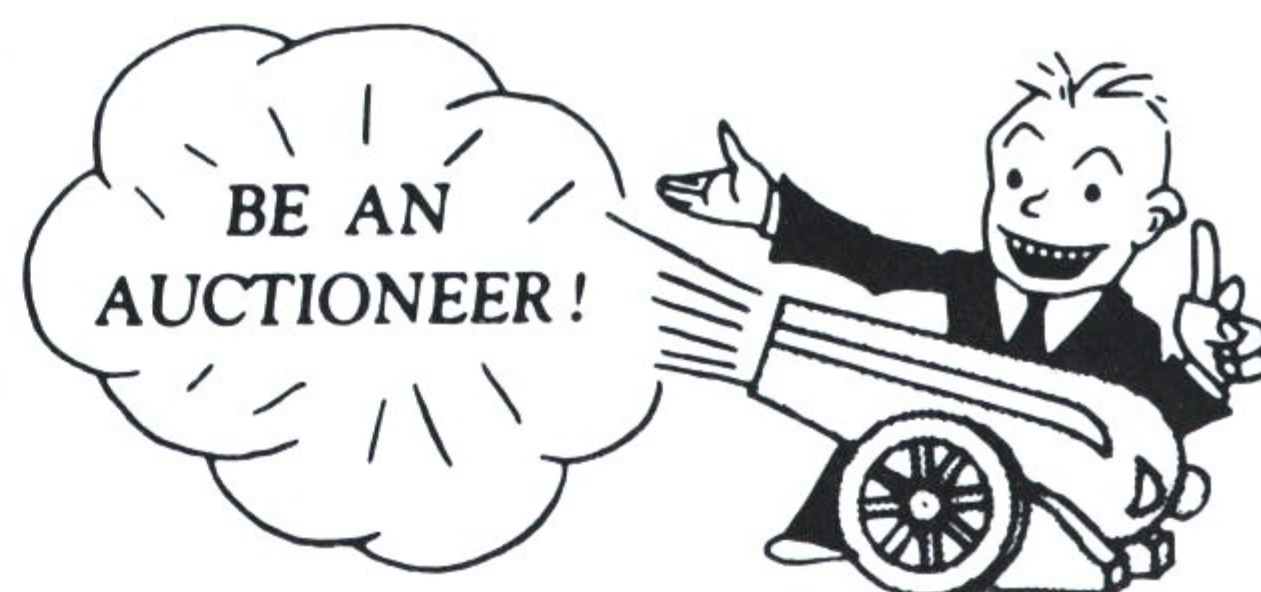
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"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12
Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashing form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is not duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

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STANDARD CLERKING SHEETS . . . Form No. CLS-2
8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.
2 part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

EQUIPMENT AUCTION TAGS . . . Form No. EAT-59
3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".
1,000 Tags \$9.75 5,000 Tags \$42.50

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.
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BUYER CARDS . . . Form No. BC-70
For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).
1,000 Cards \$7.50 2,500 \$17.50 5,000 \$32.50

FINAL SETTLEMENT FORMS . . . Form FS-69
8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchantable title to all items sold and deliver title to purchasers. Auctioneer keeps original and seller keeps the copy.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

BUYER'S REGISTRATION FORM . . . Form No. BR-69
8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

CONSIGNMENT CHECK-IN FORM . . . Form No. CC1-69.
8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Auctioneer signs that he received the items listed and seller signs that he has good title to all items and the right to sell. Auctioneer keeps the original and second copy and seller keeps a copy. Consignor receives second copy from auctioneer with his payment check. Space to list a number of items on each form.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

PERSONAL PROPERTY AUCTION CONTRACT . . . Form No. PPC-69
8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell and will have everything ready and available by Sale time. Original to auctioneer and copy to seller.
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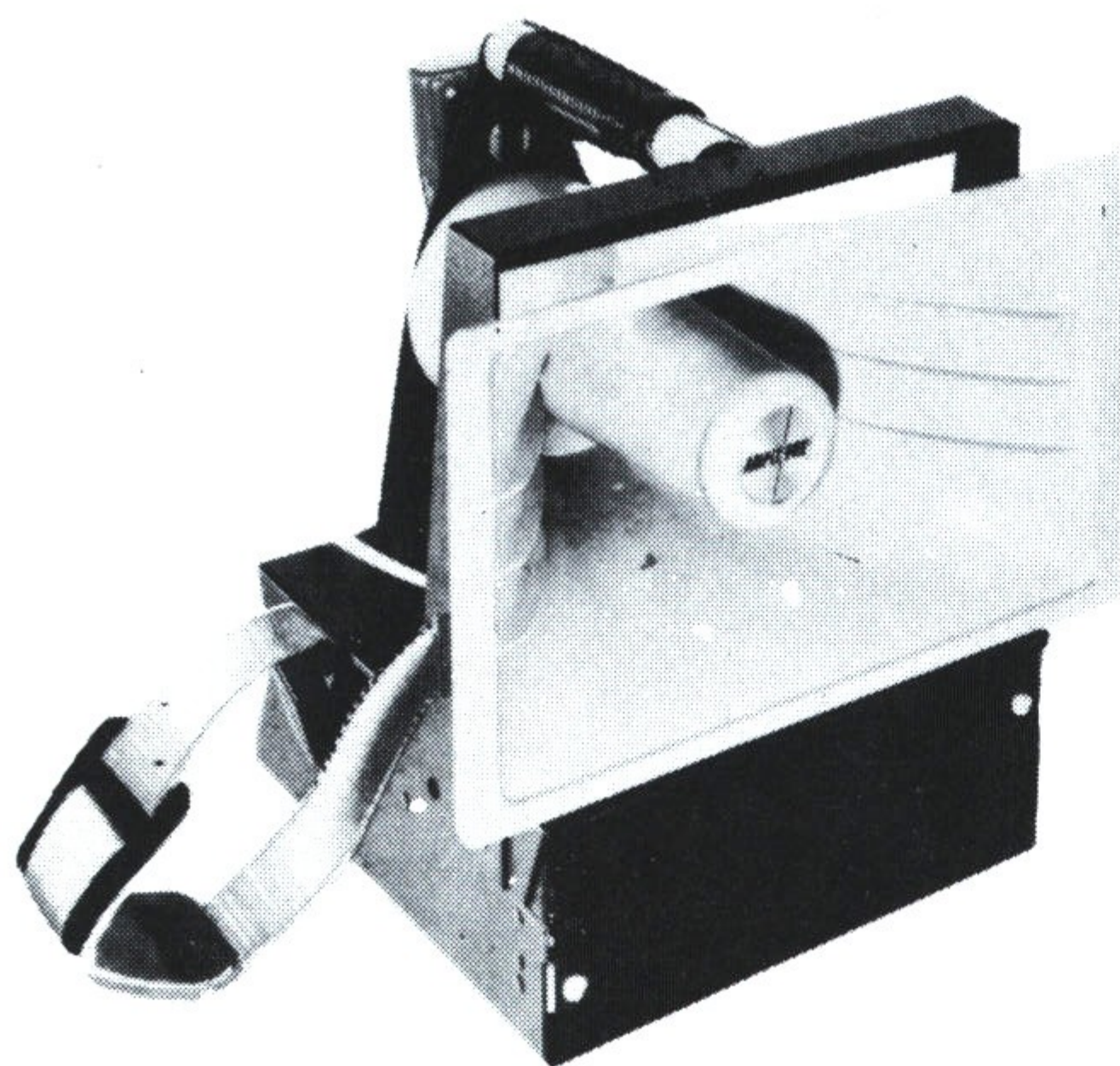
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