

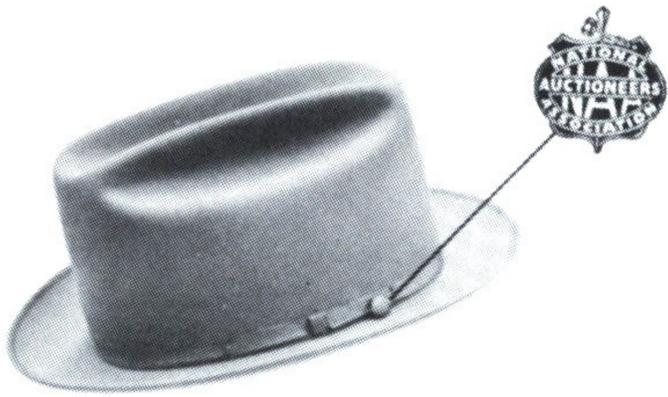
VOL. XXIII

NO. 6

JUNE, 1972

THE **auctioneer**





“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
with .15 High quality sparkling diamond \$119.95
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

COLONEL W. CRAIG LAWING

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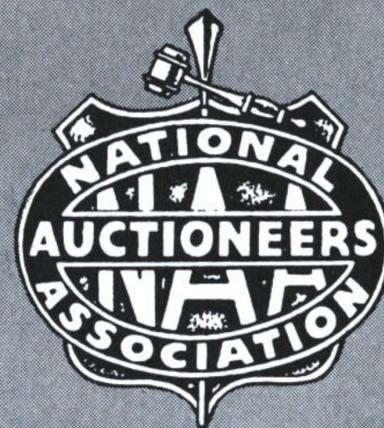
Telephone: Area Code 704/ Office 399-6372

Home 399-3260

THE AUCTIONEER

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NATIONAL AUCTIONEERS ASSOCIATION

135 LAKEWOOD DR. LINCOLN, NEBR. 68510



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

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NATIONAL AUCTIONEERS ASSOCIATION CONVENTION

Fairmont Hotel

July 26-27-28-29, 1972

Convention Chairman — Howard Adams

PROGRAM

Wednesday, July 26, 1972

- 9:00 A.M. Registration — Regency Foyer
- 3:00 P.M. Board of Directors Meeting — State Room
- 8:00 P.M. Amateur Contest — Children of Auctioneers — International
Ball Room
Rhett Grant, Mansfield, La., Chairman
- 9:00 P.M. Amateur Contest — Auctioneers and their groups — Internati-
onal Ball Room

Thursday, July 27, 1972

- 8:00 A.M. to 5:00 P.M. — Registration — Regency Foyer
- 10:00 A.M. Meeting of Auditing Committee
Meeting of Grievance Committee
Meeting of Resolutions Committee
- 12:00 Noon Luncheon — Regency Ball Room
Star Spangled Banner — Lord's Prayer
Invocation — Mr. Perry Barnes, Superintendent, Dallas
Christian Schools
Introduction of Convention Chairman
Greetings from Texas Auctioneers Association — Walter
Britten, President
Honorable Wes Wise, Mayor, Dallas Teras
Address by Bill Allen
RECESS
- 2:30 P.M. Reconvene — International Ball Room
President's Message — Grover Howell, Dallas, Texas

- 3:15 P.M. Program presented by Henry Elder, Texas Hereford Association, Fort Worth — "Agriculture Around the World".
- 4:15 P.M. Announcements
ADJOURN
- 4:30 P.M. to 5:30 P.M. — Open Board Meeting to Membership
- 4:30 P.M. Reception, Western College of Auctioneering Alumni — Continental Room
- 7:00 P.M. Justin Wilson (Louisiana Cajun)
- 7:45 P.M. Fun Auction — International Ball Room
- 7:45 P.M. Teenage Dance — Oak Room

Friday, July 28, 1972

- 8:00 A.M. to 9:30 A.M. — Coffee and rolls in the Parisian Room, Furnished by Missouri Auction School — Everyone welcome.
- 8:30 A.M. to 5:00 P.M. — Registration — Regency Foyer
- 9:30 A.M. Consignment Sales — Jim Wilson, Hot Springs, Ark., Bud Curry, Lubbock, Texas, & Virgil Olson, Grand Island, NE
- 10:00 A.M. Industrial Auctions — J. O. Lawlis, Houston, Texas
- 10:30 A.M. Antiques at Auction — Martin Higgenbotham, Lakeland, Florida
- 11:00 A.M. Bid Calling Seminar — Dean Parker, Auburn, Calif., Moderator
- 12:00 P.M. RECESS
- 1:30 P.M. Call to order — International Ball Room
Quarter Horse Sales by Auction — Ron Kavanaugh, Herald, Calif.
- 2:00 P.M. Ed Uvacek, Livestock Marketing Specialist, Texas A & M Univ., College Station, "Livestock Marketing Changes".
- 2:30 P.M. Real Estate Seminar — C. Roger Lewis, Morehead, KY., C. B. and Fred McCarter, Sevierville, Tenn.
- 3:30 P.M. Small Business Liquidation Panel — Louisiana Auctioneers — Marvin Henderson, Chairman

- 4:00 P.M. Farm Sales —
ADJOURN
- 6:30 P.M. Dinner and Mexican Fiesta — Regency Ball Room
- 9:00 P.M. Dancing — Regency Ball Room

Saturday, July 29, 1972

- 8:00 A.M. Breakfast of National Officers and Directors w/state Presidents and Secretaries as guests — 1st Vice President, Morris Fannon, presiding — Gold Room
- 8:00 A.M. Reisch Auction College Alumni Breakfast
- 9:00 A.M. Call to Order — International Room
- 9:30 A.M. "Auction Today and Yesterday", a presentation by George W. Forrest, Holley, N.Y.
- 10:30 A.M. Dr. L. S. Pope, Associate Dean, Texas A & M University, College Station, "New Trends in Agriculture for the '70's".
- 11:00 A.M. Advertising — Jack Dillard, Farm Director KWKH — Shreveport, LA
- 11:30 A.M. Parlimentary Procedure — Madge Wallace, Wallace Printing Company, Bryan, Tex.
RECESS
- 1:30 P.M. Call to Order — International Ball Room
General Business Meeting
Memorial Service for Deceased Members, conducted by Ladies Auxiliary
Secretary's Report
Treasurer's Report
Report of Auditing Committee
Report of Grievance Committee
Report of Resolutions Committee
Old and New Business
Election of Officers and Directors
Acceptance Address of New Auxiliary President
Acceptance Address of New NAA President
Announcements — 1972 Convention Site and other activities
- 4:00 P.M. ADJOURN
- 4:15 P.M. Meeting of 1972-73 NAA Officers and Directors — State Room
- 6:30 P.M. Grand Banquet — Regency Ball Room, Presentation of Awards
Town North All Male Chorus and Stage Door Four

LADIES AUXILIARY CONVENTION PROGRAM

Fairmont Hotel — Dallas, Texas

July 26-27-28-29, 1972

Auxiliary Chairman — Mrs. Walter Britten, Bryan, Texas

Co-Chairman — Mrs. Howard Adams, Corpus Christi, Texas

Wednesday, July 26, 1972

- 2:00 P.M. Registration — Regency Foyer — Fairmont Hotel
- 3:00 P.M. Officers and Directors Meeting — Executive Room
- 8:00 P.M. Amateur Theatre — International Ball Room

Thursday, July 27, 1972

- 8:00 A.M. to 5:00 P.M. — Registration — Regency Foyer
- 9:30 A.M. Ladies "Get Acquainted Hour" — Fountain Room
- 12:00 Noon Opening Luncheon — Regency Ball Room
- 3:15 P.M. Henry Elder, Texas Hereford Association, Ft. Worth —
"Agriculture Around the World".
- 7:00 P.M. Justin Wilson — International Ball Room
- 7:30 P.M. Fun Auction — International Ball Room
- 7:45 P.M. Teenage Dance — Oak Room

Friday, July 28, 1972

- 8:00 A.M. Registration — Regency Foyer
- 12:00 Noon Ladies Luncheon — Pavillion Room
Program by Mary Ellen Vincent, Dallas, Texas
Musical Review
- 2:00 P.M. Business Meeting
- 6:30 P.M. Mexican Fiesta — Regency Ball Room

Saturday, July 29, 1972

- 8:00 A.M. Breakfast for New Officers and Directors — Executive Room
- 9:30 A.M. Tour "World of Animals" — Ladies and Children
- 12:00 Noon Past Presidents Lunch
- 1:30 P.M. General Business Meeting of the National Auctioneers
Association — International Ball Room
Memorial Service for Deceased NAA members by Ladies
Auxiliary Chairman — Mrs. Grover Howell, Dallas, Texas
and Co-Chairman, Mrs. Walter Britten, Bryan, Texas

6:30 P.M. Grand Banquet and Awards — Regency Ball Room
 9:00 P.M. Town North Chorus and Stage Door Four
 Ladies Hospitality Room during entire Convention.

* * * *

AUDITING COMMITTEE

Mrs. Martin (Brenda) Higgenbotham, Chairman, Lakeland, Florida
 Mrs. Craig (Janie) Lawing, Charlotte, North Carolina
 Mrs. Margaret Berry, West Newton, Pennsylvania

NOMINATING COMMITTEE

Mrs. Dick (Virginia) Brewer — Chairman, Mt. Hope, Kansas
 Mrs. V. K. (Alma) Crowell, Oklahoma City, Oklahoma
 Mrs. Lyle (Irene) Erickson, Cresco, Iowa

New Officers Named At Missouri Spring Meet

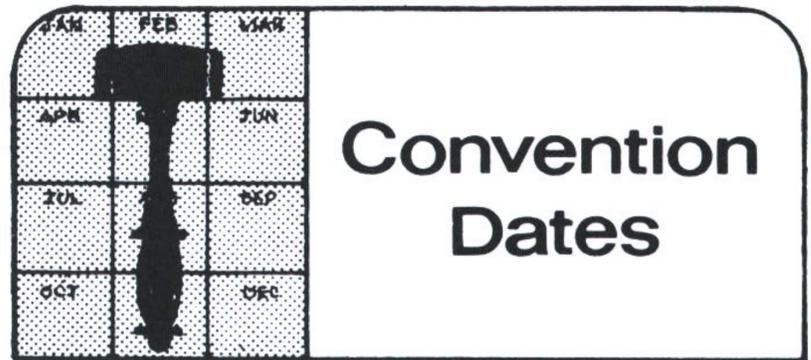
The Missouri State Auctioneers Association held its Spring Meeting at the Ramada Inn in Moberly, Missouri, May 6 and 7. About 35 people gathered in on Saturday evening. We were entertained by Dave Perryman and his group with Country Music. Dave is a member of the MSAA. Everyone was glad to meet old friends and to make new ones.

On Sunday, after a wonderful smorgasbord lunch, about 80 to 90 auctioneers and their families listened to Rev. Charles Willey from Moline, Illinois. He was received with great enthusiasm. He is an outstanding speaker as well as a dedicated person.

An election of officers was held. The following men were elected to the following offices. President, Col. Lenzie Beck, Sikeston; Vice President, Col. John Wagster, Brosely; Vice President, Col. Victor Crawford, Unionville; Sec.-Treas., Col. Ken Barnicle, Ellisville. New directors elected were: Col. Dave Perryman, Kansas City; Col. Garry Knight, Unionville; Col. Victor Bageley, Lee's Summit; Col. Herb Butterbaugh, Kansas city; Col. Hugh Campbell, Chillicothe.

We were extremely happy to have the Bob Wuebbels, Bob Kneow and Franklin Bohn families with us from Illinois.

Ken Barnicle, Secretary



- 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 11—Pennsylvania Auctioneers Association, Ramada Inn, Harrisburg.
- June 11-12—Minnesota State Auctioneers Association, Slayton.
- June 13-14—Wisconsin Auctioneers Association, Ramada Inn, Madison.
- June 17-18—Ohio Auctioneers Association, Hustorwoods, Lodge, Preble County.
- June 18-19—Tennessee Auctioneers Association, Regency Hyatt House, Knoxville.
- June 28—California Auctioners Association, San Jose Hyatt House, San Jose.
- July 27-29—NATIONAL AUCTIONEERS ASSOCIATION, Fairmont Hotel, Dallas.

Nebraskans Hold Another In Series of Great Meetings

Nebraska auctioneers continued their interest, built over the years, in holding the greatest one day state auctioneers convention in the country when they converged on the city of Albion from all directions. Where is Albion? It could well be called the center of auction country, U. S. A.

Albion, Nebraska, was the home of the late Dan J. Fuller for many years. Dan Fuller's reputation as an auctioneer was the envy of auctioneers from coast to coast. The first State Convention held in Albion was when Dan was president of the Nebraska Auctioneers Association. They came to Albion again when one of Dan's proteges, Ray Flanagan was president. This year a third Albion auctioneer, Tom Johnson was the state president. And another nationally known auctioneer, Frank Fitzgerald, Bismarck, N. D., began his career in Albion. Frank was in attendance at this year's meeting.

The meeting got off on the lighter side with a skit presented by the "GO GO BOYS", Marv Grubaugh, Henry Buss and Ray Flanagan. With Henry conducting an auction the other two impersonated female buyers. While their antics could be considered exaggerated, they were successful in making their points.

During the day the registrants heard a panel on, "Legal Aspects of the Auction Business," with an attorney, a judge and two auctioneers serving as panelists. Rex Messersmith of WNAX Radio, Yankton, S. D., spoke on the subject of "More Sales Through Creativity." Leon Nelson, Albion, presented the "Do You Know Your Auctioneer Contest," which consisted of recordings of several Nebraska Auctioneers in action. This is the third consecutive year this has been done and it always meets a receptive audience.

Ronnie Woodward, current World's Champion Livestock Market Auctioneer, conducted a Bid Calling Seminar and briefly described the 1971 World's Championship Contest. Committee reports and election of officers completed the day's program.

Guest speakers were Grover Howell, Dallas, Tex., President of the National

Auctioneers Association, and Ed Wimmer, Covington, Ky., President of Forward America, Inc. Both men delivered inspiring messages.

Henry Buss, Columbus, was awarded a plaque designating him as "Auctioneer of the Year." It was Henry Buss who called the first meeting of the 24 year old organization and he served as its first President. He has only missed one annual meeting in the 24 years of association progress.

Dick Shea, Sterling, was elected as the new President. Other officers elected were: Ronnie Woodward, Broken Bow, 1st Vice President, and Jerry Phillips, Wallace, 2nd Vice President. Named to three year terms on the Board of Directors were: Leon Nelson, Albion; Tom McFadden, Hazard; and Albert Christensen, Pawnee City.

Ohio Summer Meeting Set For June 17-18

Dates of the Summer Meeting of the Ohio Auctioneers Association have been changed to June 17-18 according to Walter A. Hartman, association president. It had originally been scheduled for a week earlier but graduation time at nearby Miami University made the later dates necessary.

President Hartman reports a good program will be awaiting those who attend. Entertainers from WLW-TV, Cincinnati; will be on hand for Saturday evening. A buffet supper and dancing will keep registrants entertained until midnight.

A business meeting has been set for 10:00 A.M., June 18. This will be followed by a Banquet Luncheon at which time the group will be addressed by Hon. Harry Walsh. Herbert T. Ramsdell III, attorney and investigator for the Kentucky Auctioneers Commission will speak in the afternoon, followed by a question and answer period.

The Ohio Ladies Auxiliary will be meeting at the same time and place with a business meeting Sunday forenoon and entertainment in the afternoon. The meeting place is Hustorwoods Lodge in Preble County.



The Ladies Auxiliary

Fellowship Enjoyed By Iowa Auxiliary Group

The Ladies Auxiliary of the Iowa Auctioneers Association met in room 201 at the Iowa State University Memorial Union, Ames, Iowa, April 30th. Mrs. Clint Peterson called the meeting to order with a clever little "get acquainted hour".

We enjoyed a short program and had a general discussion of a gift for the National Convention. Plans were made for the fall meeting the last Sat., and Sun., in October, which will be held at the Sheraton Inn, Mason City, Iowa.

Irene Ericson has been working on the "Origin of the Auction Business" and we think she will have this ready to present to the joint group at the fall meeting. Entertainment for the afternoon meeting promises to be an interesting tour.

DON'T FORGET THE NATIONAL AT DALLAS IN JULY!

All Auxiliary ladies are asked to bring baby pictures of both you and your husband for the fall meeting. Wouldn't you like to know what we plan to do with them? Come join us Saturday and Sunday, Oct. 28th and 29th, to find out.

The Committee is working on a good program to entertain you ladies.

Mrs. Arnold (Lorine) Hexom
Publicity Chairman
Waverly, Iowa

Convention in Dallas Too Great To Miss

Eleven months ago plans were formulated for a convention to be held in Texas. In just a few weeks and days those plans will materialize and another dream for Texas will become a reality with a second NAA Convention to be held in Dallas, in July.

Your president, Willie Howell, and yours truly have met with a group of ladies several times and you cannot afford to miss the annual luncheon and

meeting of this auxiliary to be held during the NAA convention. A very informative program has been planned for you. This will be another event you will want to add to the memoirs of your life experiences.

In fact, the entire convention program will be of great interest to all in attendance as new features have been added. We are looking forward to a return visit of Margaret Berry, Mora Freund, Virginia Rankin, Bernice Ritchie, Kay Dewees, Alma Crowell, Virginia Brewer, Irene Erickson and too numerous others to mention who attended the convention in Houston in 1961, as well as many, many newcomers.

Each year we realize the present convention is the greatest and the best and we wonder how can it become better. However, through many individuals' time, efforts and talents they do become greater.

The Auxiliary to the Texas Auctioneers Association invites each of you to attend the BEST and the MOST that can be offered at a three-day convention . . . Come to the Fairmont Hotel in Dallas, July 27-29.

Pearl Britten

\$4,250 Love Letters

New York — "Love letters" written by George Bernard Shaw were auctioned off to a London rare book dealer for \$4,250.

The object of the letters was Alice Lackett, Shaw's first love, a middle-class Victorian nurse. Shaw wrote the letters between 1883 and 1885 while he was a struggling author.

In one of the letters, Shaw wrote: "I am too big to be petted but you are not too big to be kissed. And your beautiful complexion has tempted me often."

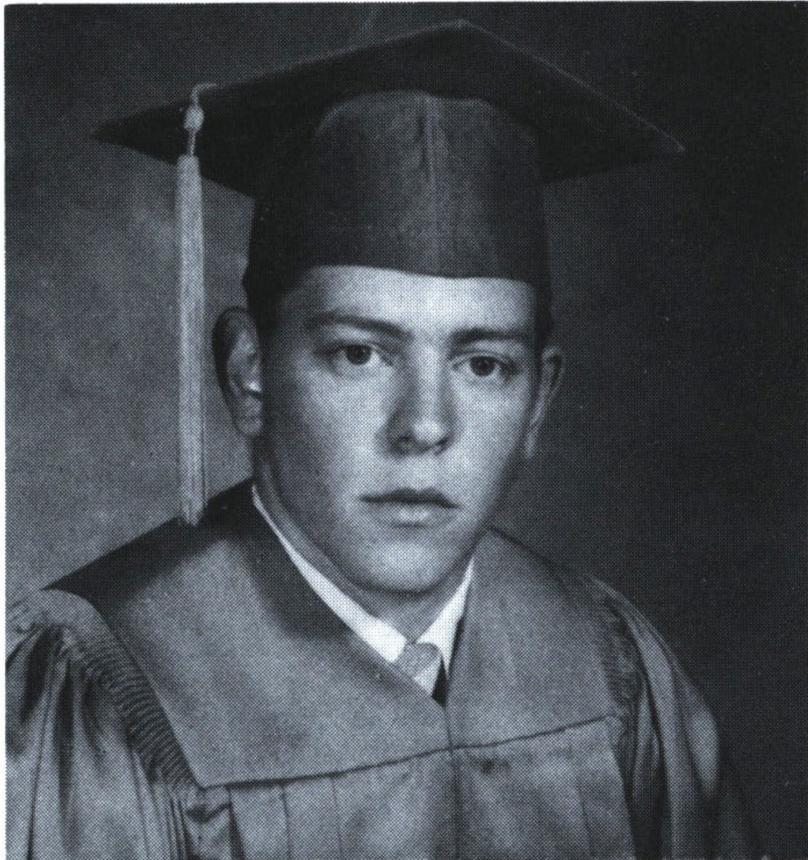
In another, "Beware, when all the love has gone out of me I am remorseless: I hurl the truth about like destroying lightning."

The 161 items brought a total of \$41,800.

Seventeen Year Old

Off To Good Start

Patrick A. Carnahan at age 17 is one of the younger members of the National Auctioneers Association as well as the Louisiana Auctioneers Association. On



PATRICK A. CARNAHAN

may 21 he received his Diploma from the Cotton Valley, (La.) High School. He has been nominated by the American Legion to **Who's Who in High Schools** and he has been named to the **Society of Outstanding American High School Students**.

Young Pat plans to enroll in Louisiana Tech this fall and major in Agriculture. However, this will not deter him from the auction career he has embarked upon and has been most successful.

With his natural talents, education and strong feelings about the auction method of selling, it would seem that he has a great future ahead of him. For instance he says you learn something at every auction, auctions net more dollars for the seller than a private and prolonged sale, prices received at auctions are fair market values and auctioneering is not easy.

A young auctioneer that believes in all these things has a lot going for him and should have a great future ahead of him in auctioneering.

“A little Monday religion beats a lot of Sunday profession.”

IN UNITY THERE IS STRENGTH

Maryland Officers

Sam W. Pattison Rea, Baltimore, has been elected to serve as president of the Auctioneers Association of Maryland. Grant Harding, Reisterstown, is the new Vice President, and R. C. Berkheimer, Elkton, is the Secretary-Treasurer.

All mail should be sent to the Secretary's office at P. O. Box 324, Elkton, Md. 21921. The phone number is (301) 398-5440.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1971-1972

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Mrs. Morris (Velda) Fannon,
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HISTORIAN:

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Bronson, Mich.

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Mrs. J. W. (Ann) Donahoe,
Darlington, Wisc.



Pop's Ponderings

Post Time at the Derby Brings Back Many Memories

By COL. POP HESS

Here it is the month of May, and time to write our June "Pondering." The date of this writing happens to be the 6th of May with the TV all set on Channel 7 (Dayton, Ohio) where in due time we will once again see the 1972 Kentucky Derby, as I have each year when the runners go at Louisville. All my betting money as usual, is still in my pocket and before I go to bed tonight, I can figure up about how much I made or lost had I took time to place a wager and if my hunch is as good as in many years past, I would have been a real loser, leaving me with the satisfaction that I did not follow the hunch!

Long before TV, if on radio, I would tune in if possible. Before that, it was a case of reading about it in the town "headache" to get the results several days after it was over. I recall one time when I was a passenger on a train many miles west of Chicago and had to await the results until trains were changed in Chicago, on my way home to Ohio and so on in those past years.

I never was very lucky on RUNNERS, however, at one time I was a member of a little group of Attorneys and Brokers plus one other Auctioneer, jointly owning a small string of trotters and pacers. We spent many days in the harness races which never made us real rich but it was a pastime that left many years of old time pondering. At least, it made life worth living for sure!

I well recall a sale of pacers and trotters where I purchased a sorrel pacer by the name of "Joseph J." He could pace to beat them all, then change his mind and take for the outside fence and spoil the day for everybody except the boys in the money position. He was hot on the bookie lists who felt that by his actions, he could be a long shot but very few times did he stay put! I recall one time that they had him listed 25 to one. Everybody overlooked him that day when he broke the bookies. . . He forgot to stop pacing and won!

Yes, we had a few that would win. One day, we had a good offer on our best pacing mare that was hot on half or mile tracks. I was the only one of the bunch for selling her. That evening on our way home the gang was kidding me on wanting to sell the mare and before many minutes I had sold my share to the rest of the group, except Joseph J., no takers.

I let our driver take Joseph J. and sell or trade him off. Twice that season he won a few heats, then was sold. Later he broke up a few races and I do not recall what ever becomes of him but the few heats I did win while the sole owner did pay off and this ended my race horse experience as an owner. That was long ago, about 1918.

I recall that I took the money and bought my first car, a Ford. In those days you could break your arm trying to crank it and you did all the shifting with your feet. I had trouble trying to remember which pedal to press to go forward or backward and regardless which way I went it would take off with a jump like a bull frog. I soon got as sore at it as I did with Joseph J.

I traded the Ford to a farmer for some cows that were poor milkers and wound up selling them to a meat packer who specialized in bologna and ever since I have lost my desire for that type of beef except in an emergency, still passing it by at the dinner table.

The foregoing dealing with race horses and bologna ties in today with my Son who is my column-transcriber, spending this week-end here in the Hess Homestead where we both are "Batching" it and he is also doing the cooking and like a streak of lightning, without knowing what I was roughing out here in these lines for him to place in order, stops me to say: "DON'T MISS THE DERBY, better get the TV set as it soon will be POST TIME AT LOUISVILLE." Later, he asked how I would like some nice BOLOGNA SANDWICHES and we will

not print my answer in this column.

My Son, only in his sixties, now retired, and a good writer, keeps a "young" chap like me with you as a columnist in this publication. How well I know how it saves the home office staff plus my good friend BERNIE a few gray hairs in processing my today's ponderings.

I often pondered on my going to Louisville to see the DERBY but it always came on the wrong day. However, I did make it to Louisville for the Kentucky AA Annual Meeting as I mentioned in last month's column.

We here in Ohio have a slow spring for farm work, plenty rain, many cool days and cold nights. However, this week has been excellent with corn planting and bean sowing in full swing. Pastures are good; Beef and pork plus lamb is getting good prices, yet there remains the jump between the FARMER FEEDER and the MAN EATER!

I was interested in watching those three boys go to the Moon and back and from what I gather, nothing much in those rocks were different than the rocks brought back on the other trips. Great things may be discovered in the future from these samples but I am still inter-

ested in the present and old fashioned enough to ponder on our present problems, such as hunger and unsettled conditions throughout the world.

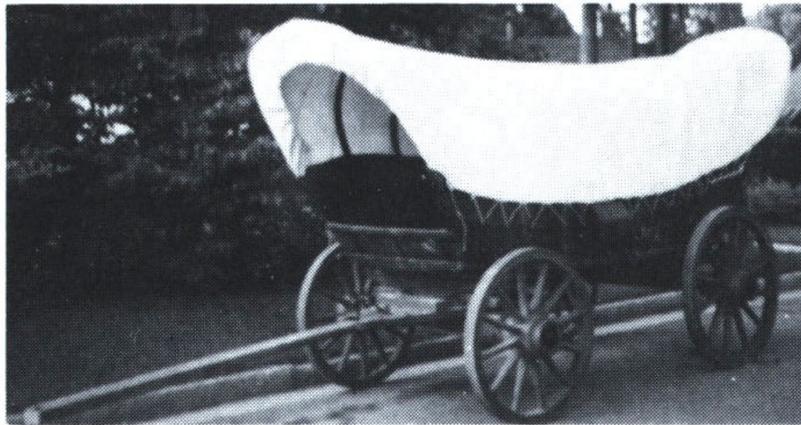
WE HERE IN THESE UNITED STATES, CAN STILL PRODUCE THE GREATER PART OF HUMAN FOOD FOR US AND STILL SOME TO SELL TO OTHER LANDS THAT CANNOT PRODUCE ENOUGH FOR THEMSELVES AND COULD NOT EXIST WITHOUT IMPORTS.

Well, they say the HOSSES ARE AT THE POST. Wish you all luck wherever you are! People have watched this event for years which reminds me I missed the first six years. (Since this is the 98th event, I wonder what the results were for those years?)

As you read this in our publication, it will be June, 1972. My next copy will be in our ANNUAL NATIONAL CONVENTION MONTH . . . JULY, WHERE ALL AUCTIONEERS ATTENDING WILL "GROW BIG IN TEXAS" . . . MAKE YOUR RESERVATION EARLY!

SAVOR IT

A compliment is like a whiff of perfume — it should be inhaled, not swallowed.



107 E. Edgewood Drive

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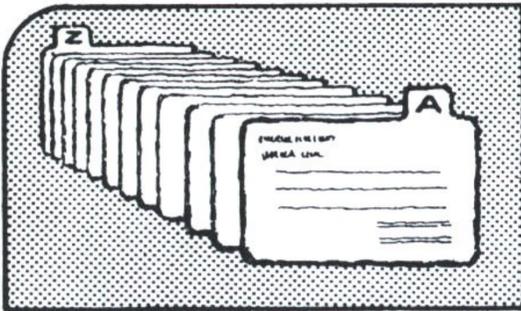
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National Conventions

Some 10 years ago my wife, children and myself prepared for our first National Convention, we looked forward with a lot of excitement and enthusiasm.

This was the first year as a full time Auctioneer, not near as full as we would have liked, as a matter of fact that first year was quite skimpy. We had a sale the day before we were to leave and the success of the sale was dependent on our having the expense money for the trip.

The sale after all our worry was even more successful than we had hoped. So we left the next day trying to anticipate the convention and all the people we were to meet. I can't explain to you with the space I have here, the wonderful feeling we had from the experiences received by us from the Auctioneers and their families.

Since that first convention the thought of missing a convention has never entered our minds. This was a must in our life as we schedule sales and make plans early each year so we may attend. This is our way of gaining full enthusiasm and learning from others. You see, everything I knew I learned from someone, mostly from you that make up the membership of our great association.

I have had a wonderful time serving as your President this year. I have had the honor of representing each of you in twenty-six (26) states and having spent twenty-two (22) weekends away from home. I am not saying this for any reason but to say this has been a year I will never forget. This is truly the high light of my life and as we draw closer to convention time this year, I hope your plans are made to be here and if not I hope I can say something to encourage you to plan to be in Dallas, July 26th thru 30th. I think you will find it worth the time and effort. Every large company in the United States spends a lot of money developing enthusiasm, interest and generating new interest in the lives of their employees. For you and I as Auctioneers our Association together at convention time is our sales meeting to renew our enthusiasm and interest in our business. So what ever it takes don't miss. Even if you don't need it come so I may have the opportunity of having your acquaint-



tance.

For your program we have a line up of real good speakers, entertainment and a program we think you will enjoy. Mr. and Mrs. Howard Adams are working real hard as Program Chairmen.

GROVER HOWELL, President

Maryland Auctioneers Reject License Subject

The Auctioneers' Association of Maryland, Inc. at a recent meeting rejected a proposal for a State Controlled Licensing Board and Licensing Law. At present Auctioneers are required to have licenses in certain counties and the city of Baltimore.

The Maryland Association is growing and now includes members from throughout the entire state. Anyone requesting information may write the Auctioneers' Association of Maryland, Inc. P.O. Box 324, Elkton, Maryland - 21921.

Californians To Meet

Grover Howell, Dallas, Texas, president of the National Auctioneers Association, has been selected as the principal speaker at the annual convention of the California Auctioneers Association. The meeting will be held June 28 at the San Jose Hyatt House, in San Jose.

Ron Kavanaugh, Herald, is the current president of the California organization.

Iowa Auctioneers Plan For Fall Activities

The 1972 Spring Meeting of the Iowa Auctioneers Association was held at the Memorial Union on Campus at Iowa State University in Ames, Iowa, on Sunday, April 30th.

There was a fine attendance with auctioneers, their families and other guests coming from all parts of the state.

Col. Clarence Prange of Charles City, who is the reigning President of the group had planned a fine day for all to enjoy. Before being seated at the banquet tables, Col. Leon Joy of Ames gave the prayer. All enjoyed a delicious dinner and fellowship.

Mr. Billy J. Smith of Nashua, Iowa, a representative of the Harveststore Company gave a nice talk on salesmanship, which was enjoyed by all.

The group was indeed honored to have the National Secretary, Col. Bernard Hart and his wife, of Lincoln, Nebr., present for the day.

In the Board of Directors and Open Business meeting, plans were made for the Auctioneer's Booth at the Iowa State

Fair in Des Moines in August; the fall auctioneers' contest and other current matters. Col. Bernard Hart talked on membership, the new Auctioneer's home in Lincoln and invited all to attend the National Convention in Dallas, Texas, July 27, 28 and 29.

All signed a card of well wishes to Col. Wendell Ritchie of Marathon who was unable to attend due to injuries.

All departed feeling the day had been well spent with fellow auctioneers and looking forward to the fall two day meeting, Oct. 28-29th, at Mason City.

Auction Will Benefit Victim of Bomb Hoax

Sydney, Australia — Qantas Airways, victims a year ago of a \$500,000 bomb hoax, will auction off goods seized from the hoaxer, Peter Pasquale Macari, now in jail.

The auction later this month will include two sports cars, a Ford Falcon, two English-built minicars and a Ford van and a luxury beach penthouse. About \$240,000 of the bomb-hoax ransom is still missing.



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'72 World Livestock Auctioneer Championship

The interest of the nation's competitive livestock marketmen and livestock producers and breeders will be centered on Social Circle, Georgia, June 17.

That's where the 1972 World Livestock Auctioneer Championship and Showcase Cattle Sale will be held.

The Championship follows, by one day, Livestock Marketing Congress-'72, a national conference for livestock industry leaders conducted by Livestock Merchandising Institute, held in Atlanta, Georgia, June 14-16.

Many livestock men present for the Congress are expected to be on hand to watch the world's best auctioneers compete for top honors in the livestock field.

The auctioneer event gives these livestock auctioneers deserved recognition of their talent, plus numerous awards and prizes. The event, as in previous years, will be well covered by the national press.

The Auctioneer's Championship is sponsored by Competitive Livestock Marketing Association, headquartered in Kansas City, and conducted by Livestock Market Digest, Inc., also of Kansas City. The Championship and the Showcase Cattle Sale are produced in cooperation with the Piedmont Cattlemen's Association, Covington, Georgia, and the Tri-County Livestock Company, Social Circle, Georgia.

Before, during and after the Showcase Cattle Sale and the Auctioneer's Championship will be a big celebration, hosted by the entire town of Social Circle and lasting well into the night.

The town bills the festivities as "A Day in Social Circle" and the agenda includes a parade, the awards presentation to the world's best livestock auctioneers, a ladies tour of anti-bellum mansions of the area, and a barbecue.

In addition to honoring the world's greatest livestock auctioneer, the contest and festivities will celebrate a Reserve World Champion Livestock Auctioneer, a Runner-Up World Champion and winners from three major geographical regions of the United States.

The Champion will be judged on his ability to sell livestock. He will be selected by the judges on that basis according to his worth in any livestock

merchandising effort. Judges will be professional livestock buyers and competitive marketmen.

The entire contest will be one day in length. There will be no elimination matches. The number of drafts and the amount of time allowed each entrant will be determined by the number of auctioneers and the number of cattle in the Showcase Cattle Sale.

The Showcase Cattle Sale will indeed live up to its name and its established reputation. The finest cattle in the area will be offered by the Piedmont cattlemen.

Entries for the World Livestock Auctioneer Championship, and consignments to the Showcase Cattle Sale may be made by contacting the Livestock Market Digest, 4900 Oak, Kansas City, Missouri 64112.

Joins Auction Firm

James R. Edwards, recent graduate of Reisch Auction College, has joined the staff of R. C. BURKHEIMER & ASSOCIATES, who's main office is located in Elkton, Maryland. Jim will be working



JAMES R. EDWARDS

out of the Abingdon, Maryland, branch as an agent and auctioneer. He is a member of the National Auctioneers Association and the State Association. Jim resides with his wife, Judy, and their two children in Long Bar Harbor on the Bush River.

Auction Gets \$60,000 For Business Building

A business building within the city limits of Stillwater, Okla., was sold at auction May 8 for \$60,000. According to auctioneer Tom D. Berry of Stillwater, the seller was so well pleased with the results that he plans to sell all his property via the auction method.

Mr. Berry, a member of the NAA, reports he has been very successful in selling real estate at auction throughout the area. He has prepared an attractive brochure to promote the auction method of selling.

Is This A Record?

What is thought to be a record price for a slaughter bull was the \$776.20 received by Silver Spur Ranches, Encampment, Wyo., at the Farmers and Ranchers Commission Co., Fort Collins, Colo. The six year old Charolais weighed 2345 pounds and sold for \$33.10 per cwt.

Jim Wingate, a member of the Fort Collins Auction Market reported it was the most he had ever gotten for a slaughter bull in his 18 years experience. Only at auction are records such as this established. We doubt that the seller would have done so well had he chosen the direct sales route.

Century-old Ale Will Be Sold At Auction

LONDON — London drinkers who claim beer is not what it used to be will soon have the chance to prove it.

Christie's, the famous auctioneers, has unearthed a dozen bottles of 19th century ale. The ale, brewed to commemorate the 1875 British Arctic expedition, will be up for sale on April 27, along with a 120-year-old French wine press, a collection of antique French corkscrews and a box of cigars made specially for Nazi Air Minister Hermann Goering.

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Benefit Auctioneer Honored

Col. John R. Fishdick, Eagle River, Wisconsin, a life member of the NAA, has received an outstanding honor from the Rhinelander Wisconsin Council of Boy Scouts — they have named him, "The World's Greatest Benefit Auctioneer". This title was associated with his name in the press, radio and TV media. As many of our NAA members are aware, Col. Fishdick, has helped raise through Benefit auctions over one million dollars across the country — in fact this was his 358th Benefit auction in his auction career. In all cases he has donated his services and never made a charge of any kind.



Col. John Fishdick, Eagle River, Wis., selling Benefit Auction.

The honor accorded Fishdick by the Boy Scouts was in their 11 years of conducting a Country Store-Auction this was the first time they broke a record, namely, they took in over \$1800 on the auction with Col. Fishdick, on the block for a little over three hours. New and pre-owned items were sold — everything from nuts to bolts — but as Bill Kaul, auction chairman said, "The Colonel sure knows how to get the bidders to put their heart where their pocket book is".

It was a fun auction for the entire family — the youngsters opened the auction with their own items they wanted put on the block — then came the adults — and to round out the affair President and Mrs. Nixon, sent a steel

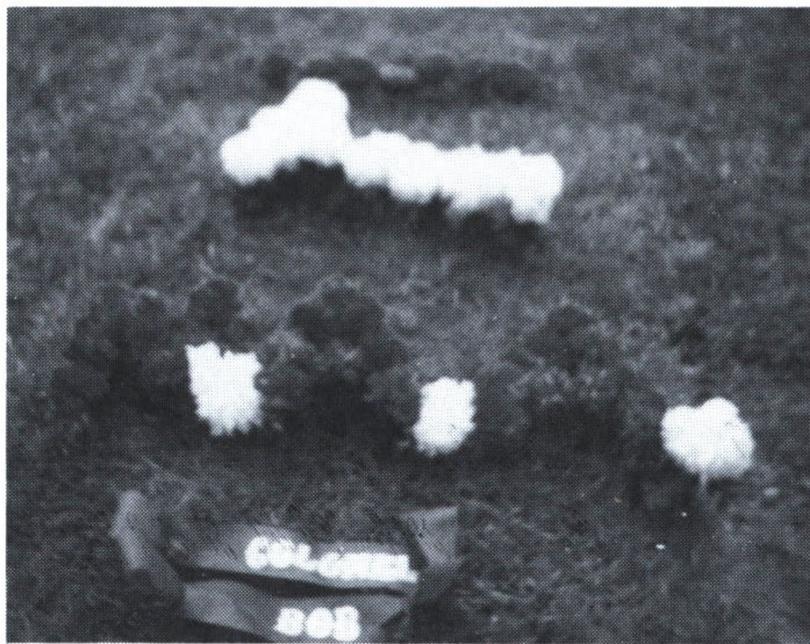
engraving of the Whitehouse and the President enclosed a personal note expressing his wish for a successful auction.

Other gifts and memorabilia were sent by Elroy (Crazy Legs) Hirsch, of the University of Wisconsin Athletic Department, comedian Bob Hope, Congressman Alvin E. O'Konski, Senator Edward Kennedy, hollywood actor John Wayne, Vice President Spiro Agnew, etc. All these items were auctioned off to the highest bidder. Fishdick stated that he wrote all the people who donated these gifts and sent the name of the high bidder along with a "Thank You" note.

Benefit auctions do enhance the image of our profession in the eyes of the public. Congratulations Col. Fishdick.

Bobby Bain Victim Of Carbon Monoxide Fumes

Robert H. (Col. Bobby) Bain, 16 year old son of Col. and Mrs. Ralph Bain,



Red and white carnations decorate burial place of Bobby Bain. Designs were made by his brothers and sisters.

Round Lake Beach, Ill., died May 10 while sleeping in a camper at Shipshewana, Ind. Death was caused by carbon monoxide poisoning.

Col. Bobby was a very popular young auctioneer and ringman. He had worked many auctions with his father and had also helped other auctioneers in the area. Survivors, in addition to his parents include two brothers and three sisters. His father and one of his sisters are NAA members.

Wisconsin Welcomes All To Annual Convention

Wisconsin Auctioneers will be hosting their 22nd annual convention in the Capitol City of Madison, on June 13 and 14, and the welcome mat is out to all members of the National Association. The convention will be held at the Ramada Inn beginning with a steak dinner following registration between 4 and 6 P.M. A fun auction will follow for the evening's entertainment.

Wednesday the 14th, will find Wisconsin auctioneers getting the business meeting underway, after hearing Mr. Don Hovde, who is Chairman of the powerful, Realtors Washington Committee, whose address will relate to real estate and its economic conditions.

Kenneth Haagensen, President of the Wisconsin Chamber of Commerce, will be the noon luncheon speaker and he is indeed a very colorful storyteller, adding to his timely address.

Wisconsin auctioneers will also be added to the program sharing ideas we

hope will benefit all those attending.

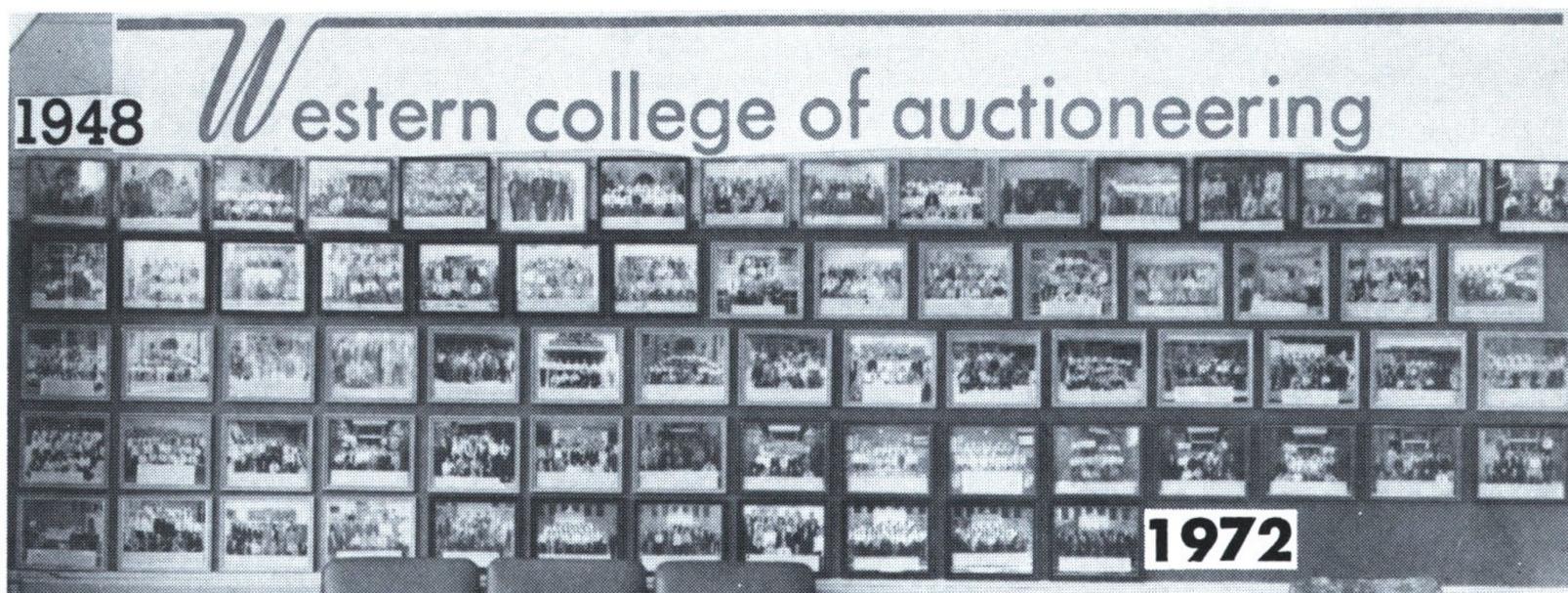
Reservations should be made for rooms by contacting the Ramada Inn, 3841 E. Washington Ave. (Highway 151) or via phone (608) 244-2481. Also the Secretary, Robert Brandau, Wilton, Wisc., would appreciate a reservation for meals if you attend. Circle the dates and maybe we'll have the pleasure of seeing some of you then.

**Alice Brandau,
Wilton, Wisc.**

Auction Brings Three Times Appraisal Price

Seven parcels of surplus land, owned by the Commonwealth of Kentucky, were sold at auction for \$45,200 or approximately \$300 per acre. This land was located near the Mammoth Cave National Park and had no legal access.

The auction, conducted by the firm of Bailey & Grissom, Glasgow, Ky., was considered very successful. Prices received were three times more than the appraised value of the land.



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H. W. Arnaman Celebrates 20 Years As Auctioneer

An open house sponsored by H. Willard Arnaman, Auctioneer, Unionville, Mo., at the Unionville High School auditorium on April 15 was a huge success with 850 signing the register. Mr. Arnaman presented, free of charge to the public, the nationally and internationally known Lester Family and the Gateway Boys of St. Louis, Mo., for two performances, 2:00 P.M. and 7:30 P.M. with overflow audiences at both.



The 20' x 30" banner over Mr. Arnaman's picture here was hanging at the front of the auditorium and drew many comments.

Various remarks were made in regard to the "Steps along the way in 20 years" display which was the full length of the auditorium. The display included "The beginning 1951", diploma, State and National membership certificates, large colored State and National emblems, National Auctioneers Magazine, National Reserve Championship plaque, collection of gavels, large pictures in color of actual auctions including feeder cattle, feeder pigs, antique, household, farm and many other types of auctions conducted

by Arnaman. We feel this made quite an impression toward informing the public to auctions and auctioneers.

Each person attending was given a brochure which listed features of Arnaman service beside 20 stars for 20 years. Prizes were awarded by colored stars in crossed gavels inside the brochure. Favors were given and refreshments served. This all was in observance of Col. Arnaman's 20 years in the auction profession.

Arnaman first became interested in auctioneering about 1950 and started with candy and box suppers in country schools throughout Putnam County. His first auction, after graduating in the 1951 fall class from Reppert School of Auctioneering and Livestock Judging and Pedigree Study, Decatur, Indiana, was a furniture consignment sale which was held Feb. 2, 1952. Gross sales the first year were \$1,500, compared to over \$12,000,000 for 1971.

Some of the highlights through the years was being one of the auctioneers at the auction in 1954 in Independence, Mo., for the Truman Library benefit auction and meeting and greeting Mr. Truman in person. Another was in June 1971 in West Plains, Mo., when Arnaman was selected Reserve champion auctioneer in the contest by the Certified Livestock Auction Markets.

Arnaman has served as Sec.-Treas. and director, and nearly all capacities in the Missouri Association one year to keep the Missouri Association in existence. Also in July 1971, he was elected to the Board of Directors of the National Auctioneer Association at the National Convention held in Lincoln, Nebraska. Col. Arnaman has been a member of the National Association since graduating from auction school.

Mr. Arnaman is very grateful for the press throughout Missouri and Southern Iowa and the radio and TV broadcasts, many, many telephone calls, cards, letters, gifts and flowers received to help make the open house a grand success.

The 20th anniversary theme was "1952-1972 and Right On!, and now, RIGHT ON!"

Advertising Contest

"Third and last call" for the second annual advertising contest. Brochures and sale bills must be at National Headquarters by July 19, 1972.

We hope everyone will participate by sending at least one or two of their best advertising pieces. The educational value to the members attending the convention is many fold. And the number one entry will receive a trophy and his name engraved on the permanent plaque at our new nome office in Lincoln.

Entries will be divided into black and white and color and then into four categories to include 1) Industrial and Commercial, 2) Real Estate, 3) Farm and Implement, and 4) Antique, Household and Miscellaneous. Top entries of each of these will receive certificates. Winners will be selected on overall presentation and eye appeal and neither size nor magnitude of the sale is important.

Judging will be done by the members of the advertising committee plus a professional advertising executive. All entries will be on display so the members have the opportunity to see all types of advertising from all sections of the country.

SEND YOUR ENTRIES NOW ——— See you in Dallas.

TERRY DUNNING

Historic Auction Held At P. T. Barnum House

The contents of a P. T. Barnum house formerly occupied by the late, 96 year old, Mrs. Ella G. Fleck, included historic collectibles. Everyone in attendance on Friday, April 21, 1972, watched with awe as they sat on the spacious lawn overlooking Long Island Sound at Lordship, Connecticut.

A pair of Chinese Urns with ascending and descending hawthorns fetched \$525. Following, a pair of Cobalt Blue Ewers with silver overlay went for \$225. Then the tempo of bidding began to soar. \$500 was bid for a canopy bed and a Rogers Group, "School Days" realized \$362.50. An Oriental Hanging commanded \$600 and an Indian Basket \$255.

A Connecticut Heart and Crown Chair brought \$300 even though the auctioneer announced that the legs had been elevated. Victorian chairs brought from \$115-350 each. A sliding panel Fire Screen sold for \$175. A pair of ornately carved chairs at \$425 was followed by a bid of \$165 for a French Provincial Marble-top Stand. A bowfront mahogany China Closet sold for \$275 and then at 12 noon the auctioneer offered a Chipendale Bonnet Top Highboy which sold for \$2,000. A Queen Anne Highboy then brought \$3,500.

A Partner's Desk went for \$350 and the following five hours of auctioning included the following: Toby Pitcher \$80, Game Table \$225, Imari Covered Urn \$325, Delft Stein \$65, 6 Gaslight Shades \$60, 13th Edition of Encyclopedia Brittanica \$80, Oak 5-Drawer File Cabinet \$110, 3-Panel Folding Screen \$125, 3 pc. Wicker Set \$155, Brass 40" Fender \$85, Victorian Sofa \$175, 4-Sectional Bookcase \$60, 2 Walnut Oval Frames \$60, Barye Lion \$25, Unmarked Cider Pitcher \$32.50, P. T. Barnum Commemorative Plate \$20 and a Fireplace Screen \$130.

Everyone went home with something and added to their treasury of memories a day jam-packed with excitement and wonderment. As one native said, "Barnum and Mrs. Fleck would have liked to have been partners in this venture."

William J. Josko, NAA member and owner of Josko's Auction Gallery, Southport, Conn., conducted the auction.

Niemeyer Nominated

Ernie Niemeyer, Lowell, Ind., auctioneer, won the Republican nomination for State Senator from Indiana's 6th District in the primary election. Niemeyer's total vote was more than the combined total of his three opponents. He will face the Democratic nominee in the general election, in November.



Western College of Auctioneering

Pictured on the opposite page are members of the graduating class of Western College of Auctioneering, Billings, Montana, class of March, 1972: (Left to right).

FRONT ROW: Instructors, Mike Coolidge, Bob Thomas, Bill Hagen, Billings; Jack Ellis, Roundup, Mont.; Gene Gabel, Billings.

SECOND ROW: Sid Stromme, Haliday, No. Dak.; William Piloni, Parlin, Colo.; Freddie Davidson, Aubrey, Tex.; Buddy Gilliland, Anchorage, Alaska; Cecil Moore, Enterprise, Utah; Donald Stewart, Vermilion, Alberta; Ike Cole, Moriarty, New Mex.

THIRD ROW: Maurice Baril, 100 Mile House, B.C.; Jim O'Hare, Kimball, Nebr.; Glen Burke, Manaimo, B.C.; John Strashim, Junction City, Ore.; Roy Van Ostrand, Lolo, Mont.; Lucien "Frenchy" Provencal, Valleyview, Alberta; Daniel McDonough, Gunnison, Colo.; Ron Lillard, Redding, Calif.

BACK ROW: Peter Rebryna, Derwent, Alberta; Gerald Milsaps, Couer D'Alene, Idaho; Hugh Norby, Newberg, Ore.; John Millar, Outlook, Sask.; Dennis McKay, Spalding, Nebr.; Herb S. Adsem, Libby, Mont.; Frank Volmer, Ft. Pierre, So. Dak.

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Louisiana Auctioneers Hold 2nd Convention

The Louisiana Auctioneers Association held its annual convention in Alexandria this past March. This was the second annual convention since the Louisiana Auctioneers organized. There was a good turn out and the wives were invited for the first time. The wives met and organized the Ladies Auxiliary.

The Louisiana Association is working on legislation to revise the Louisiana Status regulating auctions in their state. The existing statutes are extremely complicated and eliminate outside auctioneers from operating in the state. The group expressed a desire to have the law amended to reciprocate with other states. They also want a distinction between the auction contractor and the auctioneer who simply cries the sale. The auction contractor is the one who they feel should be held responsible for conducting the auction in the proper manner and collecting the necessary taxes, etc.

At the evening session the Louisiana Auctioneers, their wives and guests, were entertained by the well known Cajun entertainer and after dinner speaker, Mr. Justin Wilson. After a very impressive patriotic speech, Mr. Wilson had everyone's sides splitting with his South Louisiana Cajun (French) Dialect and tales about the Cajuns.

The fun auction and the bid calling



Rhett Grant, Wayne Henderson, Ray Wallace, Marvin Henderson and Noah Robinson, The Louisiana Singing Colonels.



The "Welcome" is out for the Louisiana Auctioneers Convention.

contest was next. The bid calling contest was won by young Mark Miller, who is only 15 years old.

The event ended with the Louisiana Colonels singing group entertaining until around 1:00 a.m. Mr. Duke Shaw, son of Colonel G. H. Shaw of Alexandria, and an engineer with a local TV station, was on hand and was so impressed by the unrehearsed renditions of I'll Fly Away, A Beautiful Life and other Gospel, Folk and Country and Western tunes that he made a 30 minute video tape of the show and played it on the local TV station.

Colonel Rhett Grant, of Mansfield, was elected President for 1972 and Col. Marvin Henderson, Livingston, was elected as President-Elect. Col. Bill Bailey, of Jonesboro, was elected Secretary-Treasurer and Col. Keith Babb, of Monroe, was elected to the Board of Directors.

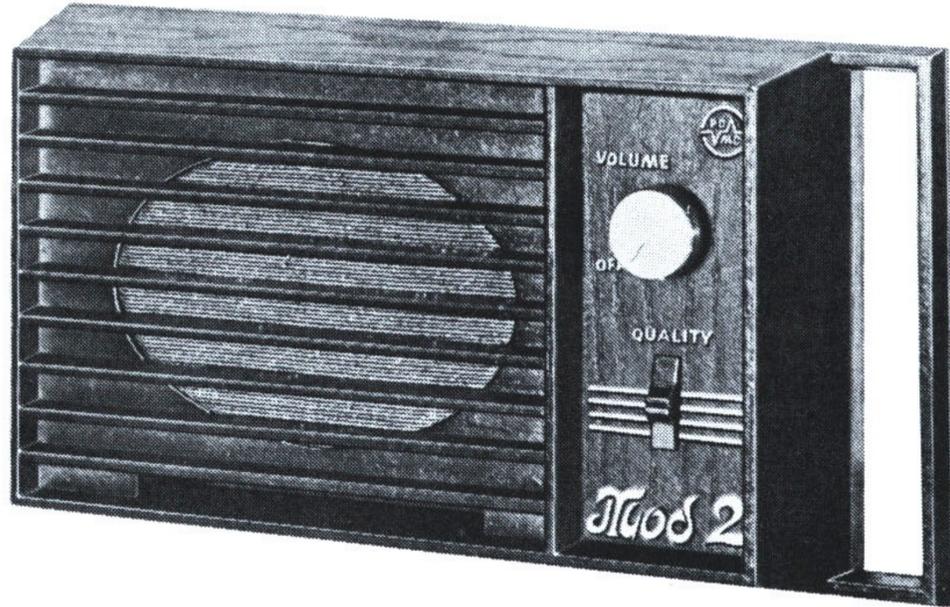
The Louisiana Auctioneers expect to be well represented at the National Convention in Dallas, this July.

WAR

For those who are troubled by war, statisticians happily announce that mass destruction may be coming to an end. War, they say, may eventually price itself out of existence. In Caesar's day it cost 75 cents to kill one of the enemy. In the war between the states, the cost was \$5,000. In Vietnam it is around \$500,000. With this kind of inflation, who could afford it?



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Auction Time in Tennessee

"Auction Time in Tennessee" was the title of a full page pictorial story in an issue of the ATLANTA (Ga.) JOURNAL. J. R. and Clayton Rutledge, auctioneers of Murfreesboro, Tenn., were the subjects of the story and five large action photos were used. The Rutledges are members of the Tennessee and National Auctioneers Associations. The following is reprinted from the Atlanta Journal:

MURFREESBORO, Tenn. — Cars creep bumper-to-bumper along a narrow rocky road with overlapping tree limbs overhead. It is Saturday morning in middle Tennessee. And local residents are going to a popular entertainment for that county, an auction sale of personal property. In this event road's end is a three-room unpainted house. Inside are hundreds of articles ranging from junk to valuable antiques. Something for everyone. So everyone comes. The curious, buyers of junk, and antique dealers.

J. R. Rutledge is auctioneer, assisted by his son Clayton. Together they've auctioned scores of sales in and around

Rutherford county. Rutledge began this somewhat unique form of auction selling in the early 40s when a local predecessor taught him the trade.

Most every Saturday either the Rutledges or other local auctioneers will lead a sale somewhere in the county which may involve a farm or a house in town, farm machinery, livestock, or household furnishings. It is announced in newspapers and by radio. Food and drinks are sold by churches, clubs and other benefits and the day is an outing for the entire family.

They come early to examine the wares and have fellowship with neighbors during the sale, and leave contented with purchases if their bid was successful. Otherwise there will be other sales soon somewhere nearby on another Saturday.

EDITOR'S NOTE - This same article was carried in several other newspapers of major circulation. Stop and think what this much space would have cost had it been in the form of display advertising.

GAINING

The bank had been robbed for the third time. Said the FBI agent to the bank teller: "Did you notice anything special about the robber this time?"

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Notice of Annual Meeting

The annual Membership Meeting of the National Auctioneers Association will be held Saturday, July 29, 1972, at the Fairmont Hotel, Dallas, Texas.

Meeting will be to elect the following Officers:

President

1st Vice President

2nd Vice President

and four (4) Directors for a term of three years.

Also, any other business as may be presented by the Board of Directors.

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Ladies' Gold Watch with Expansion Band	Ea. \$ 4.50
Men's Calendar Watch with Matching Band	Ea. \$ 4.00
Ladies' Pennant Watches, Deluxe Styles	Ea. \$ 4.00
Men's Diamond Jim Brady Watch with Band	Ea. \$ 4.75
Men's "Skin Diver" Watch with Calendar	Ea. \$ 6.00
Ladies' Deluxe Round Face Watch with Band	Ea. \$ 6.00
Ladies' Nurses Watch with Band	Ea. \$ 5.25
Ladies' Square Face Watch with Suede Band	Ea. \$ 5.25
Men's Deluxe Water Proof Watch with Band	Ea. \$ 5.00
Men's Automatic Watch with Calendar	Ea. \$10.00
Men's Day and Date Deluxe Calendar Watch	Ea. \$ 7.50
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$ 9.00
Men's HELBROS Watch, Beautifully Boxed	Ea. \$ 9.50
Ladies' HELBROS Dress Watch—Deluxe	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$ 8.50
Men's HELBROS Dress Watch—Gold or Silver	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch	Ea. \$17.50
Men's 17-JEWEL DAY-DATE DRESS WATCH	Ea. \$ 8.50
Ladies' BRILLIANT CUT—HAND SET	
173 STONE WATCH	Ea. \$12.50
WALTHAM Ladies' Sport Watch w. Suede Band	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$ 9.25
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$23.00
HILTON Ladies' 4-Diamond Dress Watch	Ea. \$16.50
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 6.00
Men's Auto. Day-Date Dress Watch with Band	Ea. \$12.00
JAMES BOND 007 SPY WATCH WITH HOUR WINDOW	Ea. \$ 3.00
BRONCO WESTERN WATCH—for CHILDREN	Ea. \$ 3.50
Ladies' HEART SHAPED DRESS WATCH	
Gold or Silver	Ea. \$ 6.50
Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
Men's Hamilton Gold Coin Watch—24 Jewels	Ea. \$35.00
Men's Waltham Electric Watch—Waterproof	Ea. \$25.00
Cronel "400" Skin-Diver Watch	Ea. \$10.00
Men's or Ladies' Raincoats with hood	Doz. \$ 1.00
Louis D'OR Perfume—\$20.00 Retail	Doz. \$ 5.00
Spray Perfume, Boxed—1000 Sprays	Doz. \$ 2.90
10 Pc. French Perfume Set, \$20.00 Retail	Per Set \$ 2.00
TIFFANY Perfume—2 oz.—Gift Boxed	Doz. \$12.00
Glamorous FILIGREE Spray Perfume	Doz. \$ 5.90
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$12.00
4 pc. RUSSIAN LEATHER Cologne Set	Ea. \$ 1.75
2-oz. ORIENTAL JADE Men's Cologne	Doz. \$ 3.90
2-oz. Men's RUSSIAN LEATHER	Doz. \$ 3.00
Ladies' Wallets with 40 Windows, Boxed	Doz. \$ 3.90
Men's Wallets, Boxed	Doz. \$ 4.80
Ladies' Deluxe Clutch Purse	Doz. \$ 7.20
Trucker's Cowhide Wallet with 5 Compartments	Doz. \$17.50
Necklace and Earring Set, AURORA BOREALIS. Asst. Colors	Doz. \$18.00
Men's ROYAL STAR WATCH '250' WITH 36 STONES	Ea. \$ 7.50
AURORA BOREALIS ACORN Necklace	Doz. \$ 5.90
AURORA BOREALIS HEART Pendant	Doz. \$ 7.20
NITE 'N DAY Reversible Necklace—Pearl and Rhinestone	Doz. \$ 9.00
Reversible Necklace with Matching Earring Set	Doz. \$18.00
Deluxe 4-pc. Pendant & Choker Set w. Earrings	Set \$ 2.00

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4-Slice Automatic Toaster—NAME BRAND	Ea. \$10.00
2-Speed Blender—PROCTOR-SILEX Heavy Duty	Ea. \$ 9.50
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Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
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15-Pc. Decorated Handle Cutlery in Book Chest	Set \$ 3.50
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EVERSHARP 3-pc. Stainless Steel Carving Set	Doz. \$ 8.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz. \$ 8.80
5-pc. Kitchen Knife Set—in Wooden Display Rack	Set \$ 2.00
3-pc. Wood Animal Family Set	Dozen Sets \$ 5.00
21-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$10.00
14-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$ 7.50
6-pc. Steak Knife Set—in Display Box	Doz. \$ 8.00
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11-pc. Industrial Open End or Box Wrench Set	Set \$ 6.50
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 Col. Harold Talley—Rialto
 Col. William Tutt—Red Bluff
 Col. Robert White—Mira Loma
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Col. Ross H. Kemp—Stratford, Ont.
Col. Ralph C. Neely—London, Ont.
Ladies Auxiliary to the NAA



Dear Bernard:

This year seems to be a year for auctions. The auction method is catching on fast in this area. We have already held 25 commissioned auction sales this year throughout the State of Alabama.

We are looking forward to seeing you at the National Convention in Dallas, Texas. This will be a first for us.

Enclosed is a check for annual dues and for a gold lapel button.

Sincerely,
Terry Duncan
Madison, Ala.

Dear Sir:

As a member of the National Auctioneers Association I would like to advise of prices we are getting. My associate, Allen Perkins, just graduated from Reisch Auction College in December, passed his examination in Indiana, January 12, and is serving his six months apprenticeship under me.

We sold a 99 acre farm, April 15, for \$63,600 with ten prospective buyers. Personal property brought \$5,779. An old roll top desk brought \$250, old copper kettle \$175, old trunk \$60, bookcase \$200, and a container of arrowheads, possibly 10 or 12, brought \$50.

Total of personal property and real

estate was \$69,379. I think this proves you can sell real estate at auction.

Respectfully yours,
Theo A. Romerhausen
Ft. Branch, Ind.

Dear Mr. Hart:

Just a short note to let you know of my effort for National Auctioneers Week. When I received the March issue with ad copy I contacted The Plain Dealer (Ohio's largest newspaper) and we received the attached publicity.

Looks like a very good year for the auction business, I have been busy since the first of the year.

I enjoy our magazine each month.

Yours truly,
Floyd E. Cooper
Cleveland, Ohio

Dear Sir:

Enclosed is payment for membership dues of two gentlemen who have recently joined the ever growing ranks of auctioneers. They are Glen Givens and Dale Sare, both of Lawton, Okla. Both are recent graduates of an auction school and citizens of our fair city.

Col. Givens has an agriculture background, is a night time college student and a full time radio announcer. Col. Sare is a real estate broker, owns and operates with his wife, Corinne, a printing shop and teaches computer operation at Cameron State College.

It is indeed my privilege to know men like these who are willing to accept the challenge of entering the auction profession. I feel that men possessing traits and characteristics which they have can and will make valuable contributions to our profession and the Association.

Sincerely,
James L. "Jim" Thompson
Lawton, Okla.

MISTAKEN IDENTITY

When the little girl was criticized for getting home late from school, she told her mother it was because she had stopped to "watch the Devil's funeral go by." Asked by her surprised parent to explain this, she answered:

"Well, I was standing on the sidewalk when the hearse went by, and I heard one man say to another, 'Poor devil, he was sick only a couple of weeks.' "



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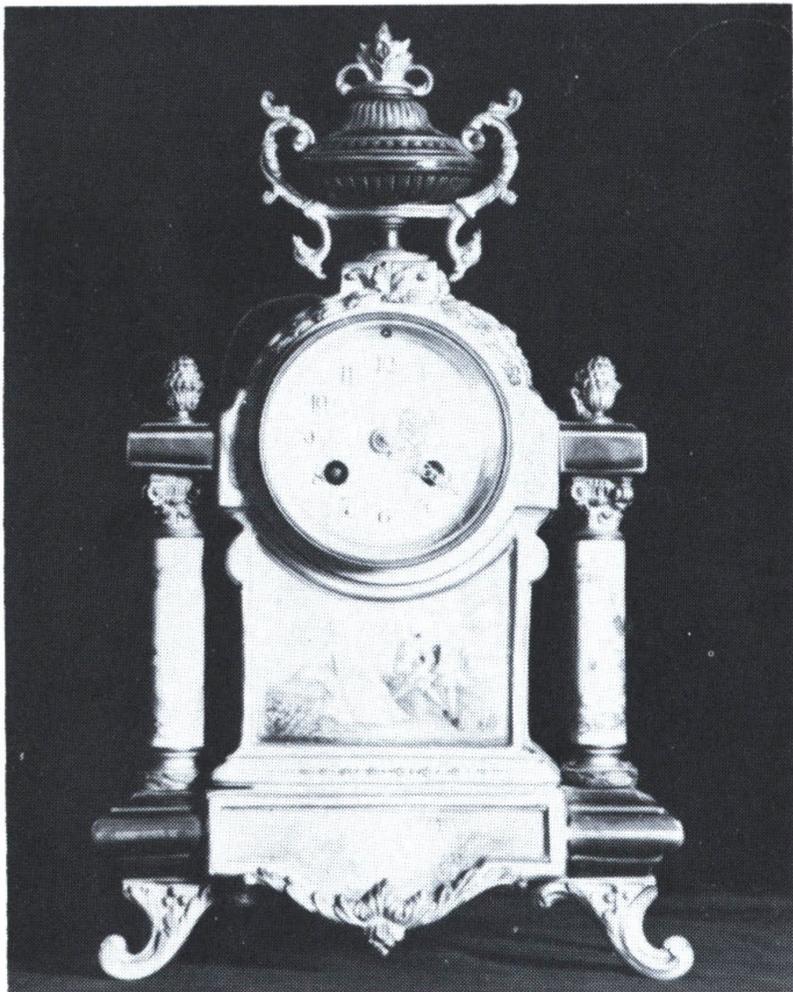
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I'll be in Europe but will shortly contact you for more information. If you are coming to Europe, I can meet you by appointment.

Prices Open Higher At New England Auction

At their first auction of the year, the Gordon Reid Company of Brimfield, Mass., realized a steady increase in prices over last year. This auction was on March 22, an estate auction of a prominent West Hartford collector, in the Colony Room, South Windsor, Conn.

From the auction listing, the furniture was definitely on the elaborate and elegant French and Victorian side, the rugs, both Persian and Chinese of "the finest quality."

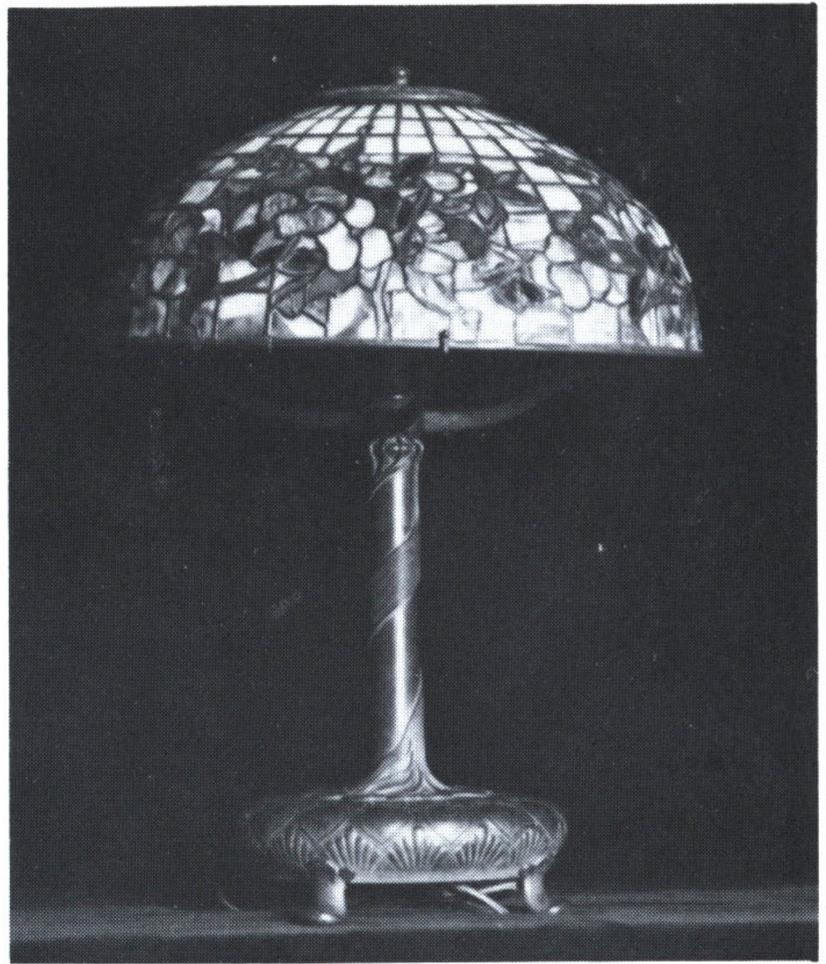


SEVRES CLOCK, signed Petit - 14½ - \$425.

Accessories from Sevres, Royal Doulton, Meissen and Royal Worcester, Wedgwood and Royal Copenhagen all the way to a large quantity of Tiffany glass and silver, was in keeping with the general mood of the collection.

Top dollar went to a Tiffany pansy shade table lamp, \$3,250. This was followed by a Tiffany china grandfather clock at \$1,500.

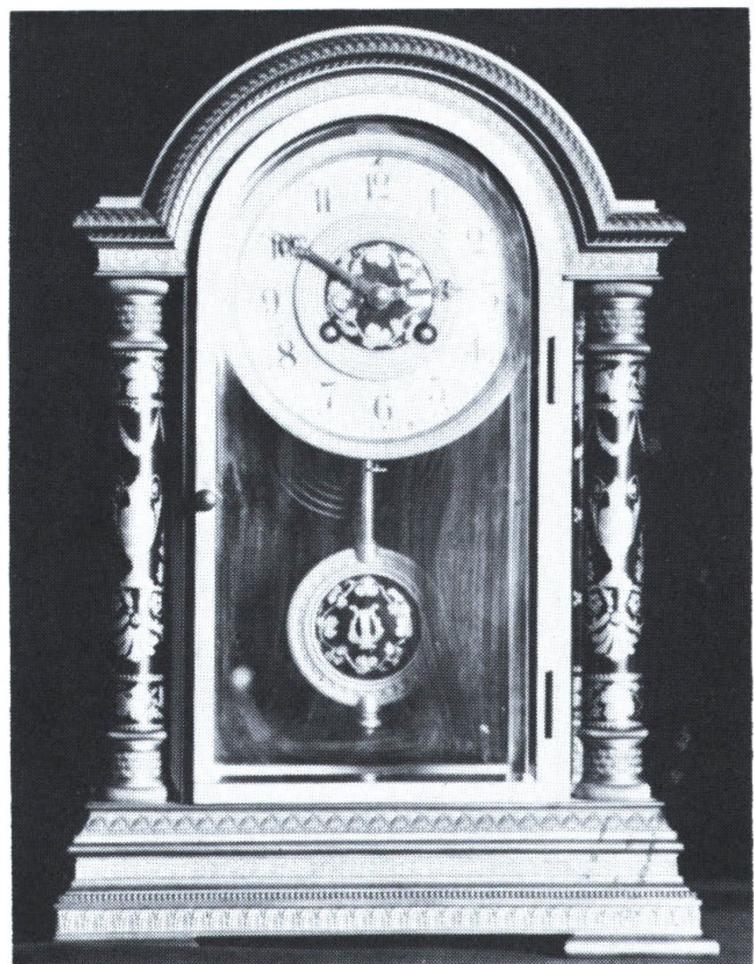
Two Victorian sofas went for \$400 and \$500 and a French "Gold" curio cabinet brought \$600, a cherry inlaid drop panel chest \$400. Decorative clocks were "big" at this auction, a Sevres mantel clock bringing \$425 and a Tiffany shelf clock in bronze and enamel, \$400. You could



TIFFANY LAMP, Pansy Shade - 16" - \$3,250.

have got a Royal Doulton umbrella rack for \$150, but six Hawkes cut glass plates went for \$230.

This was an interesting auction, where German and French accessories were very strong and yet our own Louis Comfort Tiffany held his own.



TIFFANY CLOCK, Bronze and Enamel - 14" - \$400.

Across The Country

BY BERNARD HART



"Into each life some rain must fall," and so it happened. Month after month, readers of this publication have been reminded that never before have auctioneers had so much going for them. Magazines and newspapers throughout the country have been carrying feature stories about auctions and auctioneers. In all instances these articles have reflected favorably upon the auctioneer and the auction method of selling. This publicity has lifted the image of the auctioneer to a lofty pedestal. Some of these stories have been reprinted in THE AUCTIONEER and reports have been written on others.

Then it happened — an article on the front page of none other than THE WALL STREET JOURNAL, issue of May 11. A staff reporter, John A. Prestbo, attended an "auction in a cornfield" conducted by two Illinois auctioneers, their names - Ken Coulter and Dean Yoder. Before going further, let us clarify that neither is a member of the National Auctioneers Association and if they were the Grievance Committee would already have their summons in the mail.

Subject of the story is the oft-heard tale of a farmer who thought he could make more money working in town and was liquidating his farm equipment and livestock at auction. In fact the portion of the story on page one did not damage the image of the auction profession. But those who turned to page 18 to finish reading the article were the ones who received the shock.

We quote, "The two auctioneers breeze into the kitchen, laugh loudly at their own jokes and slap Paul (the seller) on the back." "I guess that's their bedside manner when they see a guy like me feeling a little down, Paul says later, with appreciation."

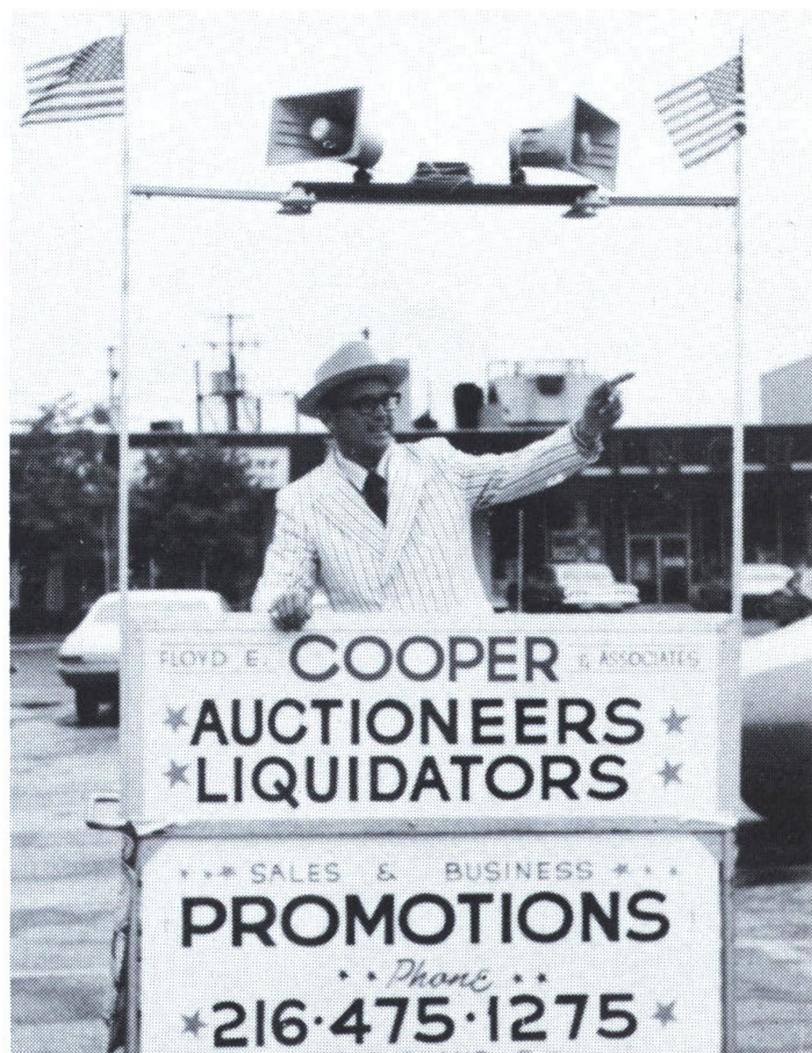
In another paragraph, "In their appearance they (the auctioneers) are a combination of farmer and mod city slicker, Mr. Coulter wears a bright green sports coat, pink shirt and pink tie - along with cowboy boots and a Western hat." Then the auctioneers tell how they use fictitious bids to prod the actual bidders to higher and higher levels - and

some items are even sold fictitiously!! The article describes tricks by the auctioneers as well as those used by some of the would be buyers.

There is paragraph after paragraph that could only destroy the public's image of an auctioneer and the auction method of selling. In summation we are quoting from a letter received from a subscriber to THE AUCTIONEER:

"Enclosed is a copy of a recent story out of Wall Street Journal that I am surprised the National Auctioneers Association ever let some dumb reporter get ahold of." It conveys to me an image much different than the true, sincere, conscientious, hard-working salesmen who know the value of confidence among their clients."

"I believe it would have been easier for this writer to demonstrate the importance of good salesmanship and getting the high dollar for the man that he is serving and to establish true market value without indicating that auctioneers are a bunch of crooks."



Auctioneer Floyd E. Cooper in action.



The Lighter Side...

THANK-YOU

New minister was sent a pie baked by one of the congregation who was a poor cook. The pie was inedible and he reluctantly threw it into the garbage. Thus, he was faced with the problem of how to thank the kind lady and still be truthful. He finally settled on this note:

"Dear Mrs. Finley, thank you for being so kind and thoughtful. I can assure you that a pie like yours never lasts long around our house!"

WEATHER

Charlie was listening to the weather forecaster on the tv news program warning about a patchy fog moving in. He turned to his wife and said, "I've heard of Indiana summer and even squaw winter, but this is the first time I've ever heard of Apache fog!"

SO IT SEEMS

The size of the U.S. liquor bill indicates a lot of us don't save for a rainy day, but for a wet night.

PRIVATE LINE

Mother: I think my son is home from college.

Neighbor: What makes you say that?

Mother: Well, I haven't had a letter from him in three weeks, and the car is missing.

SORRY BOUT THAT!

"Why won't you go out with me tonight?" asked the hired man. "Last night you said there was something about me you liked."

"There was," said his best girl, "but you spent it all!"

ATTENTION ALL AMATEUR ENTERTAINERS

A new wrinkle has been added to the Annual Amateur Contest that is held in connection with the National Auctioneers Convention. The Contest, open to sons and daughters of auctioneers, will be held as usual and prizes awarded to winners in the two age groups.

The addition is the **Adult AMATEUR CONTEST**. In attending State Conventions throughout the country we have found that we have a "heap of talent" among members of the auction profession. So come on, all you Dads (and Moms too), let's see your act. You can perform separately or in groups but by all means, **WE WANT YOU TO PERFORM. THIS IS YOUR NIGHT.** Who knows, there may be a talent scout in the crowd.

Amateur Night is the evening of Wednesday, July 26, 1972

SEARCH

"Where are the Himalayas?" asked the schoolboy as he looked up from his homework papers. After a long pause, the father answered: "You know, if you'd learn to put things away where they belong, you wouldn't have to ask anybody where they are."

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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 cashiering 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.

1,000 Wires \$5.00 5,000 Wires \$22.50

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.

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

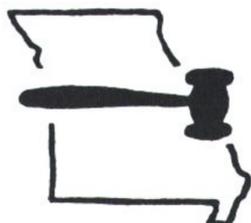
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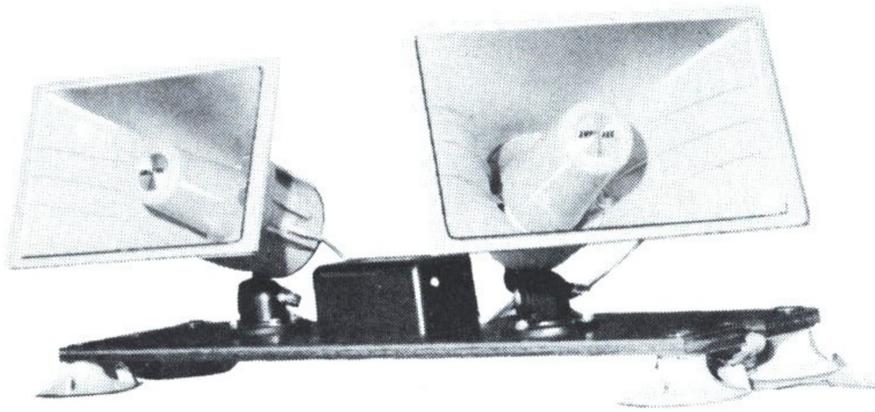
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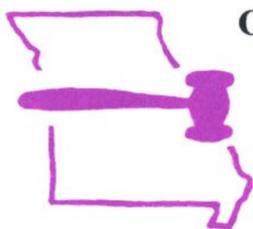
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