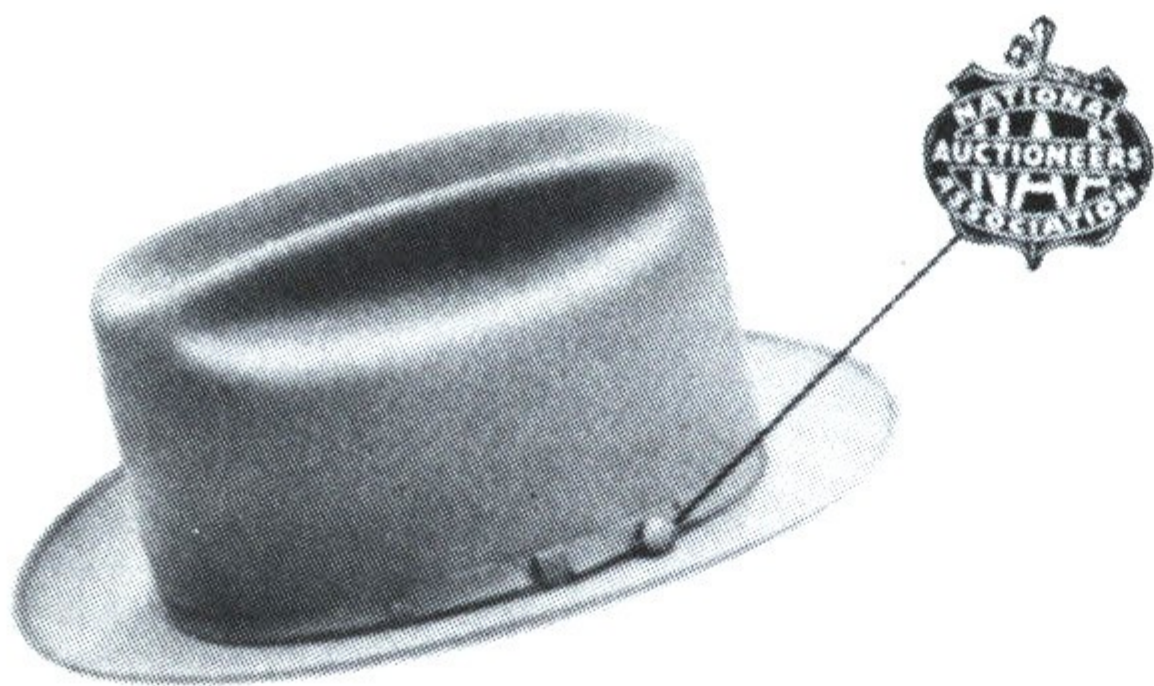


VOL. XXV NO. 10 OCTOBER, 1974

THE auctioneer





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

“IT’S FALL” — Time for the felt hats. Yes, we have them in stock! We are getting good deliveries from the “Stetson” folk and hopefully we can continue to have all sizes in all three brim widths all fall and winter. The brim widths are 2 1/8”, 2 3/8” and 2 5/8” and we have sizes to 7 3/4 in both regular and long ovals. Everything, as you know, continues to go up in price and the cost of these hats has gone up to us but we are holding the price to you down as long as we can and not lose money. Order early for Christmas gifts, etc., and this way you will be sure and have your hats.

For any new members, just receiving your Auctioneer magazine, these hats are Silver Belly in color with red satin lining and the NAA emblem embossed in gold in the top of the lining. We have the cream colored milan straw hats also.

The London Fog type jacket will sure feel good on these crisp autumn days as well as look good with the three colored NAA emblem attached to the left breast. We have them in medium, large and X-large in natural, yellow, navy, earth brown and burgundy.

We can special order you a 10X Beaver “Open Road” Stetson that is famous the world over. It takes 30 days to 6 weeks for delivery. The price is \$100.00.

Order him a solid gold tie tac with any size diamond you desire. They are beautiful and attract a whale of a lot of attention!

You can also get the three colored NAA emblem to attach to your blazers or jackets.

The gavel itself is 14 K “Solid gold”			
with .15 high quality sparkling diamond			\$159.95
with .25 high quality sparkling diamond			\$219.95
Felt (Silver Belly)	\$14.95	Straws (light tan)	11.95
Jackets w/3 color emblem		19.95 (large, medium and extra large)	
3-color Auctioneer Emblems	3.00		Plus 4% sales tax

COLONEL W. CRAIG LAWING

5521 Belhaven Blvd.—Charlotte, N. C. 28208

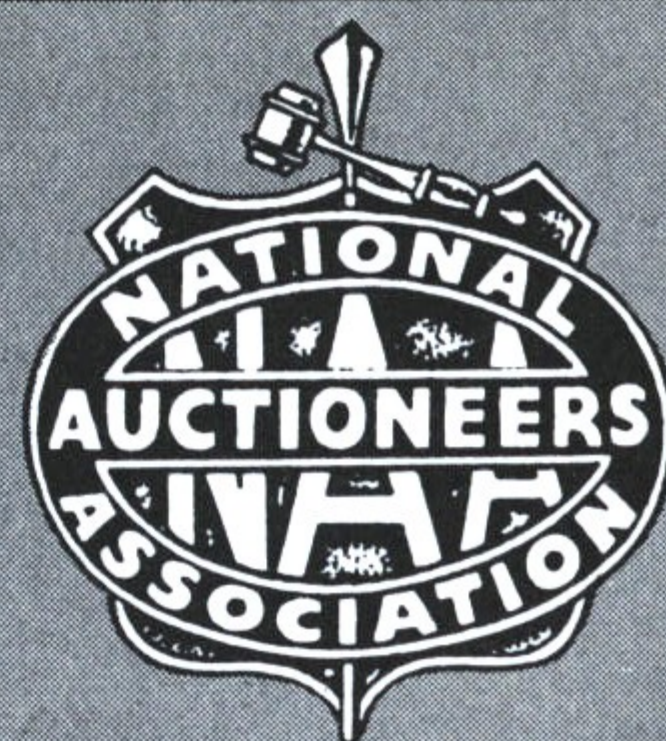
Telephone: Area Code 704/ Office 399-6372

Home 399-3260

THE auctioneer

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION

135 LAKEWOOD DR. LINCOLN, NEBR. 68510



EDITOR

Bernard Hart, Lincoln, Nebraska
Jan Merritt, Assistant to the Editor

THE AUCTIONEER is a non-profit publication and every member of the NAA also owns a share of THE AUCTIONEER. It is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.

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

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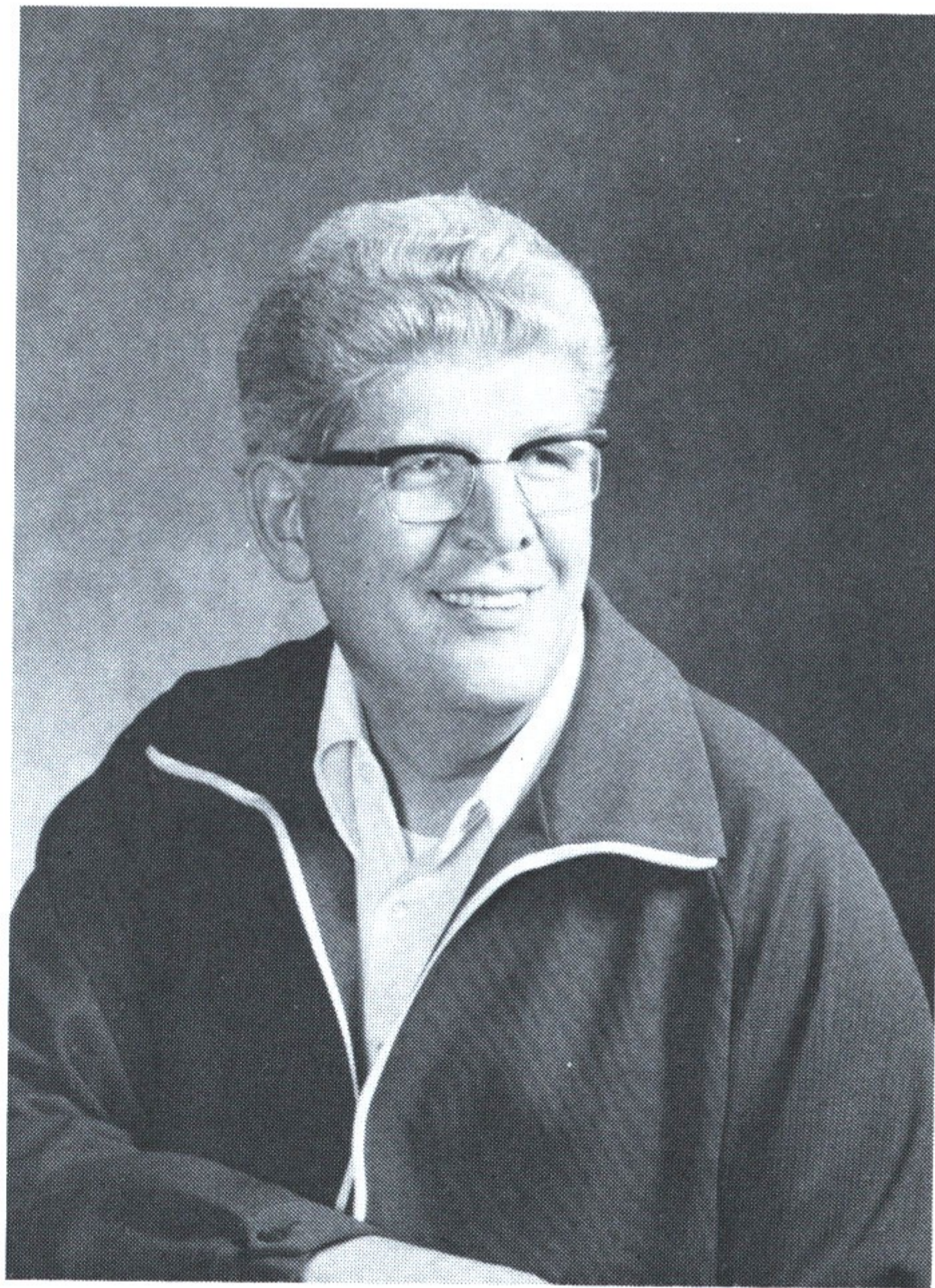
135 Lakewood Dr.
Lincoln, Nebr. 68510
Phone: (402) 489-9356

The Word Is Participation

By Bob Losey

Through the years, when ever I've asked an Auctioneer to join the Association, his first reply is invariably — What can the National Auctioneers Association do for me? Well, you get out of an organization what you put into it. If you just pay your dues and don't even open the magazine, the answer is — nothing. If you participate on all levels of the organization, local, state and national. If you enter the advertising contests, promote Auctioneers week, attend the Seminar, work on committees, attend both State and National convention — the answer is plenty and we've just scratched the surface of participation. As a tree relies on its leaves for its life and growth, so does our organization rely on its members to make it useful to each one in his own personal life. And after joining if you feel the organization isn't helping you, don't just retreat to the shadows, keep asking other Auctioneers questions until you're getting out of it what you need. And when anyone asks your opinion, give him everything you feel about the subject. Who knows you might be the one with his answer.

Well, by now I should have you all so enthusiastic that the foremost question in your mind is where do I go to participate? The National Auctioneers advertising contest covers all forms of advertising: brochures, pamphlets, flyers, newspaper ads, leaflets — all printed material, black and white or color, for the many fields of auctioneering. They are judged for eye appeal, impact, message, composition, and necessary information for the customers to know if the sale meets their needs. The contest is judged by the Auctioneers on the advertising committee with the help of an advertising expert. Advertising is always a good part of the expenses of any sale. The contest makes a good sounding board for this important part of our business. It's good to see what other Auctioneers are using successfully. It's nice to find out if we've been leaving out some small but necessary item in our advertising. And competition always makes us strive to do our best, and in losing to improve for next year. So keep an eye out for the rules and applications in the "Auc-



tioneer" and sign up.

We have an official National Auctioneers week. Make sure your state organization has your Governor proclaim it in your state. Just this alone will give the auctioneering way some publicity. But each of you must participate if Auctions are really to be put in the public's eye. Get your local paper to do some articles for Auctioneers week. Get on local T.V. or radio interview programs. Speak before some local group, even if it's only a Girl Scout troop, after all they are future customers. The more people that see established, honest Auctioneers the more often they'll make use of the auction way.

Participating in our Seminars is one of the best things you can do for yourself. I don't know of one man who doesn't feel that his participation greatly improved his business and himself. The Association always finds men whose experience and expertise makes them worth every minute and cent you invest in them. The Seminars always cover specific fields of Auctioneering plus voice

analysis. So, look for the applications in the "Auctioneer" and sign up now.

Personally, my most rewarding participation in the National Auctioneers Association has been our conventions. Your State convention is where you go to find out about the laws in your state whether they be city, county or state. All of us are interested in just laws that aid the honest man and keep out the fly by night operation. A legislature takes greater heed to a unified organization than to individuals. The state organizations usually have a fair grievance committee that you can make full use of. With the modern consumer laws you'll find no greater ally than your local organization. But no organization can ever be of help unless you PARTICIPATE IN IT FULLY.

My greatest help has come on a personal one to one basis, at both State and National conventions. You'll find it is usually the best and most successful Auctioneers in the country that attend our National conventions. Such stalwarts as: Stambler of Hawaii, Josko of Connecticut, Higgenbotham of Florida, Rittenhouse of Pennsylvania, Penfield of North Dakota, Parker of California — I must stop now for the list could fill all the pages of the Auctioneer and I'm sure I would still forget and leave out several of our best men. And next to these men of expertise and experience you find the up and coming new men of the business learning, listening, and in turn offering new solutions and ideas from their fresh outlook. Something every organization needs desperately, and from this participation the old learns from the new and the new learn from the old, and each man in his turn walks away from the convention richer in his profession and in himself as a man.

Lets face it, our profession is talking and more of that goes on at our convention than any other I know. The basic variation in our business is the local laws imposed on us. Nowhere else will you find such a wealth of problems with laws. By participation and sharing your problems you can usually find a solution. I am a Furniture Auctioneer but often I have been helped by a man who is in Real Estate or Livestock or something else that didn't seem related, but his solutions work for me. With these fresh new ideas I come back from con-

OUR COVER

This month's cover was drawn especially for the New Hampshire Educational Television System and used in publicizing the live TV auction conducted earlier in the year by members of the New Hampshire Auctioneers Association. With the NAA in the midst of a film production being carried out by the Nebraska ETV System and expected to be shown on Educational Television Networks throughout the U.S.A., the editors felt the drawing timely for this issue.

vention refreshed and enthusiastic to face my business anew.

One of my biggest joys at conventions are the young people. Why is it that auctioneering is so much more a family business than other professions? So often the mainstay of our employees are made up of our family. They grow up in the business and act as our reserve, even when they chose other professions. I am always so proud to see all of you Auctioneers bringing your youngsters to convention. I have never met a more clean cut, alert, well-mannered group of young people. Anyone who can get up in front of a group is a leader. This nation needs people who are not afraid to make decisions and before an audience the Auctioneer is constantly making split second ones. You can certainly see the influence of their parents on the children. You can see that so many of them are growing to be the leaders of our future. They may not all become Auctioneers, but they will succeed in their chosen fields following the examples set by their parents.

AGAIN I SAY THE WORD IS PARTICIPATION: I would personally like to meet every member of the Association, as I can learn something from each of you. You, as practicing Auctioneers, have more experience handling people, acquiring sales, closing tough accounts than anyone I know. There aren't any books published with this knowledge in, that I know of. I hope in the future there will be volumes published on Tobacco sales in Kentucky, Real Estate sales in New England, Livestock sales in the Midwest, and Consignment sales in the Far

Attention — State Convention Planners

The Board of Directors of the National Auctioneers Association has adopted a policy to aid in the programming of State Conventions. Believing that a member of the NAA Board, living in another state, could add to the interest and importance of State Conventions, the NAA will aid in paying travel expenses for this purpose.

Contact the NAA office or President Wylie Rittenhouse if you wish one of these men on your Program.

West. I am always encouraging Auctioneers with years of experience to put their expertise on paper, so the new Auctioneers coming up can benefit. AGAIN IT'S PARTICIPATION.

As an example of how some small ideas can grow: This young lad hawked peanuts and popcorn so he could see the University football games. In a few years he was playing on the same field. On that field he had one of the highest and one of the lowest points in his life. He played tackle, but one day he intercepted a pass on his 20 yard line with his team trailing by five points. He fought his way down the field with 30,000 fans going wild, on reaching the three yard line he dropped the ball. There was complete silence in the stadium. It was 25 years before I could talk about it. But that incident did help me to grow and without participating on a team it would never have happened.

By participation in State and National conventions, you can learn from fellow Auctioneers, I have and it has helped my business grow. You young men coming into this profession, participate with other Auctioneers. Nationwide we all have the same problems, never hesitate to ask a fellow Auctioneer how to handle a tough situation, 99% of the time he will guide you in the right direction.

AGAIN THE WORD IS PARTICIPATION. To each of you that has taken the time to read this I would like you to sit down and drop me a note. I want to know what you want and what you don't want in our organization. If you have a gripe, air it, that's what you're paying dues for. My address is:

Col. Robert F. Losey Sr.,
808 SW 4th Pl.,
Renton, WA 98055

This way you would be PARTICIPATING. When the Board of Directors meet again, I would like to present 4,000 new ideas from our members when our President asks for new business.

Remember, send your suggestions directly to me. Don't bother Bernie or Jan with them as they have more than enough work as it is.

College at Home

The State University of Nebraska (SUN) will offer two college courses this fall for Nebraskans who want some college work but who cannot attend on a campus. SUN will use ETV, audio cassettes, newspapers, texts, and other learning materials to bring the courses into people's homes. Accounting I and Introductory Psychology are the first two courses in the curriculum. Applications for enrollment are being accepted now, and there are no admission requirements.

The Accounting course begins September 29, 1974. Fifteen lessons will be broadcast on the Nebraska Education Television Network Tuesdays at 6:30 p.m. (CDT) and again on Saturdays at 12:30 p.m. It is a three-credit-hour course.

The Psychology course begins November 3, 1974, and broadcast times are Mondays at 6:30 p.m. (CDT) and Saturdays at 12 Noon.

The fee for either course is \$54 for the person who wants college credit, and \$27 for those who are not interested in earning credit.

Materials for each course cost \$16.

For more information, call or write:

The State University of Nebraska
P.O. Box 82446
Lincoln, Nebraska 68501
402-472-3587



Richard Kiko (right), President of the Ohio Auctioneers Association, presents championship plaque to Gail Pickwith, Berlin Center, Ohio, as David Pritchard, Whitehall, Ohio, displays his runner-up plaque. All this took place at "Auctioneers Day" during the Ohio State Fair.

Pickwith Champion At Ohio Auctioneers Day

Auctioneer's Day at the Ohio State Fair was Friday, August 23. Sixty-one auctioneers competed for the championship auctioneer title which carried with it a check for \$300.

Ten finalists were chosen from the preliminary and the placings were made from this group. Gail Pickwith, Berlin Heights, carried home the championship plaque, and David Pritchard finished right behind him.

Placing third through tenth, respectively, were: Dave Kessler, New Paris; Jake Campbell, College Corner; Henry Stanley, Jr., Chillicothe; Phil Thompson, St. Paris; Dan Anglin, Fairfield; James Bayman, South Whately, Ind.; John Steinberger, Jr., St. Paris; and Fred Wilkes, Westerville.

Auctioneer's Day has been a part of the Ohio State Fair for the past several years. Profits are donated to the Cancer

Society.

Newt Dilgard, Secretary

Christopher W. Quinn

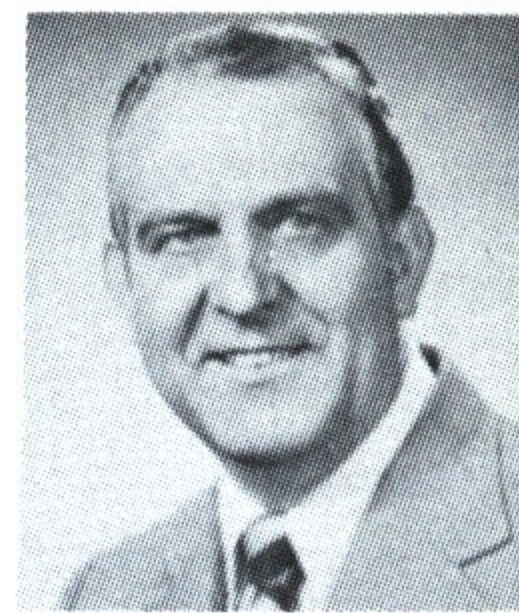
Mr. and Mrs. Michael Quinn, Washington, Pa., are the proud parents of a baby boy, born August 10 and weighing in at 7 lbs. 6 oz. His name is Christopher Wayne. He joins two brothers and a sister in the Quinn family. His father, Mike, is currently Secretary-Treasurer of the Pennsylvania Auctioneers Association.

Open Heart Surgery

Virgil Irwin, veteran auctioneer of West Memphis, Ark., has undergone open heart surgery. Presstime reports indicate the surgery was successful and he is making satisfactory recovery.

His many friends in the Arkansas Auctioneers Association and the National Auctioneers Association wish him a complete and rapid recovery.

Common Sense in the Auction Business



By Leo Jesion

I guess all of us have had problems with hired help at one time or another. Most of us have to rely either on family or part time help, or in most cases both. Many businesses today have trouble keeping good help for various reasons. I maintain that there is a lot of good help available if you know how to spot it and how to handle them. Here are some of the recommendations I make. I'm quite sure that many of you have better methods. If so, don't rock the boat.

(1) Pay your help what they are worth.

(2) If you use six people on a regular auction try to have a list of alternates near your phone. By doing so you won't be caught short if someone can't make it and the help you're using will know that they can be replaced. I once had a helper that told me that he would only work on certain conditions. He was one of the best men I ever had but even so, I dumped him right there. When the help starts dictating to you, no matter how good they are, someone has to go. Otherwise you're heading for a heap of trouble.

(3) Alternate your help on different jobs if you can. Some jobs are harder than others and a change is good for everyone. It also makes your workforce more flexible.

(4) Beware of using too much family help. If you get along good with your relatives — try not to use them. It's a lot easier to let a stranger go than a relative.

(5) Don't restrict your help to an age or sex. You can get good young, middle, or older help, male or female.

(6) Always let your help know that if they see or know of an easier or better way to do anything that you are open to suggestion.

(7) Thank your help at the end of each sale or job they do for you, and compliment them on any job well done.

(8) Never, never cheat a man out of his wages regardless of conditions — even if you lost money. (Don't rational-

ize.)

(9) Don't be afraid to get your hands dirty. Sometimes if you don't do it, it doesn't get done.

(10) Many auctioneers hold the help down to a minimum but remember, this is the day of the slight of hand. The more people you have watching the less you have stolen. I'm not saying to over-staff a sale either, but to work a sale shorthanded is foolish. Every sale has different conditions — you have to figure how much help you will need beforehand.

I realize that this article is strictly on fundamentals. However, if it helps one situation of one auctioneer then the article was worth writing. Possibly, it can also serve as a reminder to you that are aware of all of the suggestions above. Hang in there!

John Brown Killed in Crash of Private Plane

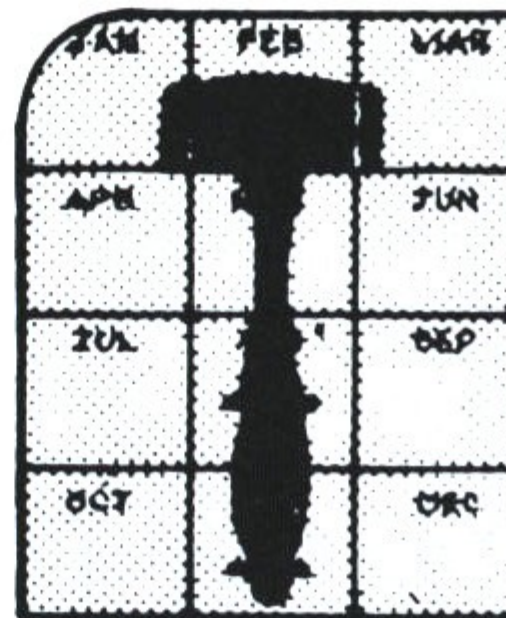
John F. Brown, a 33 year old auctioneer of Shelbina, Mo., was killed when the plane he was piloting crashed into a farmstead near Shelbyville, Mo., August 7. Cause of the crash was not immediately determined.

Mr. Brown had spent all his life in the Shelbina area, educated in the local schools and also attended the University of Missouri and Baylor University. He was a graduate of the Reisch Auction College, Mason City, Iowa, and a member of the Missouri State and National Auctioneers Associations as well as the Missouri State Realtors Board. He participated in the 1974 NAA Seminar Program, in Chicago. He was co-owner of the Edina (Mo.) Livestock Auction Market and was enjoying an enviable career in auctioneering.

Survivors include his parents, his wife, two sons, an unborn child expected in September, a sister and his paternal grandmother.



With a team like this one it is little wonder that the Grand Champion Steer at the Lake County (Ind.) Fair brought a new record price of \$4.10 per pound. This was above the price received for the 1974 State Fair Champion. NAA member and State Senator Ernie Niemeyer is asking for bids with the assistance of Indiana Governor Otis R. Bowen.



Convention Dates

October 26-27 — Iowa Auctioneers Association, Adventureland Inn, Des Moines.

October 27 — New Hampshire Auctioneers Association, New England Center, Durham.

November 2-3 — Illinois State Auctioneers Association, LeClaire Hotel, Moline.

December 2 — Tennessee Auctioneers Association, Nashville.

December 7-8 — Virginia Auctioneers Association, Hotel Roanoke, Roanoke.

JULY 31-AUGUST 1-2 — NATIONAL AUCTIONEERS ASSOCIATION CONVENTION, GALT HOUSE, LOUISVILLE, KY.

(Please send us the date and place of your State Convention if you wish it listed in this column.)

NATIONAL AUCTIONEERS ASSOCIATION STANDING COMMITTEES 1974-75

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Robert Losey
Ray Wallace
Grover Howell

FILM COMMITTEE

Terry Dunning
Merle Straw
Ford Good
Harvey Lambright

AWARDS & PLAQUES

Morris Fannon
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Ray Wallace

EDUCATION

Lyle Erickson
Merle Straw
Dean Fleming
Morris Fannon

CONVENTION SITE COMMITTEE

Harvey Lambright
Jim Wilson
Joe Donahoe

In each case the first named shall serve as Committee Chairman



The Ladies Auxiliary

Dear Friends:

On receiving the finished pictures from all our rolls of vacation film, we were reminded of our trip to the National Convention in Medora. Since I have been unable to attend the National Convention for several years, this trip was especially enjoyable — seeing so many old friends and making many new ones. There were several of you that I missed, though, and will hope to see you next year. We thought this was really a great convention, informal and fun — just as we like it — and Western style. Many thanks to Bob and Winona Penfield, and all the North Dakota, South Dakota and Montana Auctioneers and wives, who went to so much work to make everything possible in this big outdoor convention. In addition to all the scheduled events, our family also enjoyed one of the trail rides through some pretty country, and took in all the museums and other attractions in Medora, taking home many souvenirs. We especially enjoyed the DeMores' chateau.

Along with the several other families, we went on to Bowman on Friday evening after the convention, to attend the horse auction at Penfield's Home Base Auction. Howard especially enjoyed the opportunity to sell a few horses, as this is his regular job at the Kalona Horse Auction here in Iowa.

We took a different route home than our trip out, thus seeing as much scenery as possible. We are luckier than some of you, in that when we returned home we found the condition of crops a little improved with welcome rains.

Howard and I spent a hot, humid day in August at the Iowa Auctioneers Booth at the State Fair, greeting the many people who stopped in. We asked people to name their favorite auctioneer in their town, and if his name was not among those of our members, listed on the wall, they were encouraged to ask him why. Several new members were signed up at the booth.

The weather has turned cool, now and really seems like Fall. Many people in

our area are now worrying about the possibility of an early frost to further plague farmers already hurt by alternate drouth and rainy periods during this unusual summer. By the time you read this, our Iowa Auctioneers Association will be looking forward to our last weekend in October, for our Fall Convention at the new Adventureland Resort.

Best wishes to all of you, and we'll hope to see you at the National Convention next year.

Sincerely,

Mrs. Howard (Carol) Vos
New Sharon, Iowa

Dear Ladies

We have finally gotten back into the swing of business after attending that record breaking convention!! The North Dakota ladies did a very commendable job and I would like to express my personal thanks to them for an enjoyable time.

Our president has suggested that we try to include in our letters to the Auctioneer some recipes or items of interest. I think this is a very good idea and I will be looking forward to reading about some new ideas from the rest of you ladies.

I would like to share a recipe with you that my family enjoys. It can be used as either a salad or a dessert and would make a colorful addition to your Christmas dinner. I hope you enjoy it as much as we do.

Strawberry-Cream Squares

Dissove two 3-ounce packages strawberry flavored gelatin in 2 cups boiling water. Add two 10-ounce packages frozen strawberries; stir occasionally til thawed. Add one 13½ ounce can crushed pineapple and 2 large bananas, finely diced.

Pour half into 8x8x2 inch pan. Chill firm. Spread evenly with 1 cup dairy sour cream. Pour remaining gelatin atop. Chill firm. Cut in 9 squares. Top with sour-cream or whipped cream dollops.

Brenda L. Higgenbotham

Tennessee Auctioneer's Association Auxiliary

The T.A.A. Auxiliary met June 17, 1974, at the Pickwick Lake Inn, on Pickwick Lake, with 23 members present.

The meeting was called to order by President Sandy Robinson. The minutes and Treasurer's report followed, and were approved. The chairman of the nominating committee, Patsy Fulkerson, made her report, and the officers for the new year were accepted by acclamation. They are as follows: President Nancy Taggart, 1st Vice-president Hazel Thompson, 2nd Vice-president Patsy Nevels, Historian Janis Anderson, 3 yr. Director Tomi Ayers.

All business was then taken care of. Everbody introduced themselves, as we had several new members, and four guests, and the meeting was adjourned. Coffee and sweet rolls and a get acquainted period followed.

If you missed the convention this year, you were certainly missed. Please try to come next year. Your presence is needed if we are to have the kind of auxiliary

Col. Fishdick is Chosen to Conduct Art Auction

Col. John R. Fishdick, widely known auctioneer in the area has again received recognition for his ability as a benefit auctioneer. From a field of 14 of the nation's top auctioneers, he has again been chosen to conduct the Exhibit Auction for the Carlsbad Area Art Association of Carlsbad, New Mexico on October 27.

Artists from seven of the southwestern states will exhibit and the auction will be the largest art auction to be held in 1974-75 in the states of Colorado, Texas, Arizona and New Mexico. Artists of national reputation like Peter Hurd, Roderrick Meade and Chet Kuriecicinski will be in attendance.

Fishdick, is well known for his association with the Eagle River Recreation Association having originated the Youth Days Auction in August of 1962. He has been a participating auctioneer and consultant since that date in contributing to the progress of the event, which now receives national recognition.

HISTORY ANSWERS

Sometimes it is said that man cannot be trusted with the government of himself. Can he then be trusted with the government of others? Or have we found angels in the forms of kings to govern him? Let history answer this question.
— Thomas Jefferson.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1974-1975

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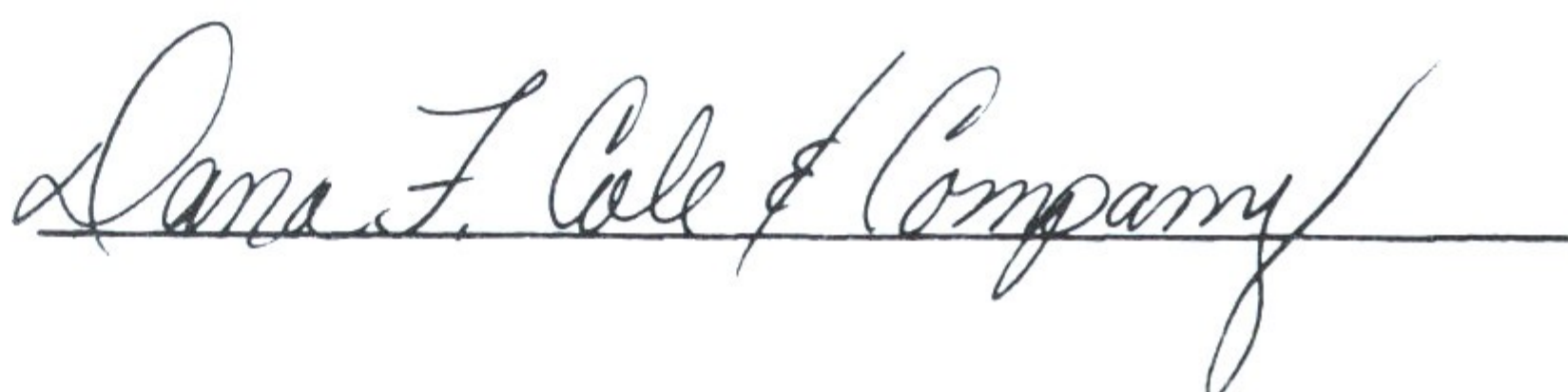
DANA F. COLE & COMPANY

CERTIFIED PUBLIC ACCOUNTANTS
425 STUART BUILDING
LINCOLN, NEBRASKA 68508

Board of Directors
National Auctioneers Association
Lincoln, Nebraska

We have examined the statement of cash receipts and disbursements of the National Auctioneers Association general fund for the year ended June 30, 1974 and the statement of cash receipts and disbursements of the building fund for the period December 28, 1967 through June 30, 1974. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying statements present fairly the cash receipts and disbursements of the National Auctioneers Association general fund for the year ended June 30, 1974 and the cash receipts and disbursements of the building fund for the period December 28, 1967 through June 30, 1974 in conformity with generally accepted accounting principles applied on the basis of cash receipts and disbursements.

A handwritten signature in cursive script that reads "Dana F. Cole & Company". The signature is written in dark ink and is positioned above a horizontal line.

Lincoln, Nebraska
July 15, 1974

NATIONAL AUCTIONEERS ASSOCIATION
GENERAL FUND
STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS
YEAR ENDING JUNE 30, 1974

RECEIPTS

Memberships	\$59,860.00
Advertising	5,758.75
Booster Club	5,138.00
Convention Registration Fees	15,852.20
Fun Auction	3,018.25
Promotional Items	3,456.18
Subscriptions	242.98
Rent Income	880.00
Interest on Time Certificates	1,359.49
State dues and overpayments	4,831.12
Profit from Seminar Program	171.83
	\$100,568.80

DISBURSEMENTS

Salaries and employee benefits	\$22,730.55
Treasurer's fees	1,294.69
Travel expense	4,959.38
Printing "The Auctioneer"	18,575.28
Postage "The Auctioneer"	2,745.80
Convention cost	19,210.64
Office supplies	641.92
Postage	2,546.36
Printing	999.89
Promotional items	6,851.71
Utilities	1,811.49
Professional fees (accounting)	275.00
Taxes, real estate and personal property	2,544.02
Insurance on building and contents	505.00
Maintenance, building and grounds	394.75
Plaques for special awards	768.52
State dues and refunds	4,942.50
Bond fee — Secretary and Treasurer	250.00
Miscellaneous	489.95
	\$92,537.45

EXCESS OF RECEIPTS OVER DISBURSEMENTS	8,031.35
Cash in Banks, July 1, 1973	33,812.30
Cash in Banks, June 30, 1974	41,843.65

"To the Highest Bidder"

One more goal of the National Auctioneers Association board of directors is off the ground. Filming has been started on our long talked about thirty minute color film documentary depicting our auction profession.

This professional film will be produced by the Special Projects Unit of the Nebraska Educational Television Network, one of, if not the most, outstanding facilities in the United States. It will be filmed live on location at various auctions in Nebraska conducted by prominent National Auctioneer Association auctioneers and showing not only the auctioneer in action but also what goes into preparing for an auction and the multitude of people from all ages and walks of life who attend.

It will be directed for viewing towards the average consumer and will not delve into auctions that are primarily for specific groups such as auto auctions or industrial auctions. The object of the film will be to portray to Mr. & Mrs. America the benefits of both buying and selling via the auction method.

Once the film is completed, hopefully by the end of the year, it will be shown on all educational television stations in Nebraska. It will then be available to all

the educational stations throughout the country. However, it will be the responsibility of each member to help open the doors so that your local educational television station is aware of the film and aware of your interest in seeing it included in their program listings.

In addition it will be available to all National Auctioneer Association members for showing at conventions, civic club meetings or any other purpose the members can find to help build the image of the auction profession.

The film committee has been very excited about this project and after meeting with the film director and touring the facilities we became doubly excited. If we can obtain your cooperation as members into helping us entice most of the educational television stations to show this film it will be the most successful project ever undertaken by the National Association. If you would be willing to help please write or call the national office in Lincoln.

Film Committee:

Terry Dunning

Merle Straw

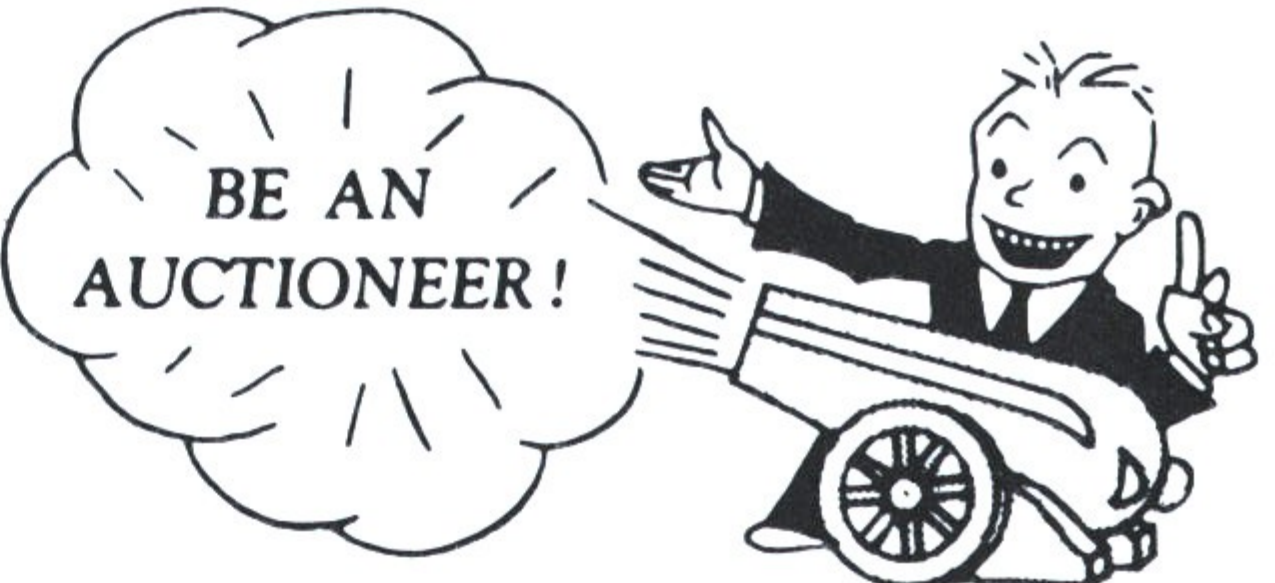
Ford Good

Harvey Lambright

Massachusetts Group Hold Active Programs

Officers of the Massachusetts Auctioneers Association continue to promote their cause by offering their members and prospective members some outstanding programs. Object behind their activities is to promote and advance the auction profession; invite participation of all auctioneers; to improve public relations, integrity and client responsibilities.

On Sept. 15, George Michael, lecturer, editor and auctioneer from New Hampshire, addressed the group, at Braintree. For October 18, a public auction will be held at the Armory Building in Hingham. Over 50 regional auctioneers from Maine, New Hampshire and Massachusetts will participate. Included will be antiques, general merchandise, uniques and celebrity memorabilia.



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Kentucky Auctioneer Celebrates 28th Year

Col. Cliff Ledford, Realtor and Auctioneer, celebrated his 28th year in the field of auctioneering in August.

Col. Ledford graduated from Reisch American School of Auctioneering, Mason City, Iowa on August 17, 1946.

In September of 1946, Col. Ledford held his first public auction on Lexington Street, it being a personal property sale for the late Jim Smith and his sister.



Col. Cliff Ledford (left) and Col. Danny Irvin.

Over the years, Cliff has sold several million dollars of real estate and personal property in Kentucky and a number of other states.

Col. Ledford is married to the former Katie Sutton and they are the parents of two children, Kathy, and Brenda (wife of Col. Danny Irvin). They have one grandson, Cliff Ed.

Col. Irvin has been associated with the firm for eight years. Also, Norman Oliver who has just completed his apprenticeship is now with the firm.

Col. Ledford contributes his reason for the long and successful career to the fact that, "I have dealt honestly with the public, been dedicated to my principles and always practiced the golden rule, 'Do unto others as ye would have others do unto you!'"

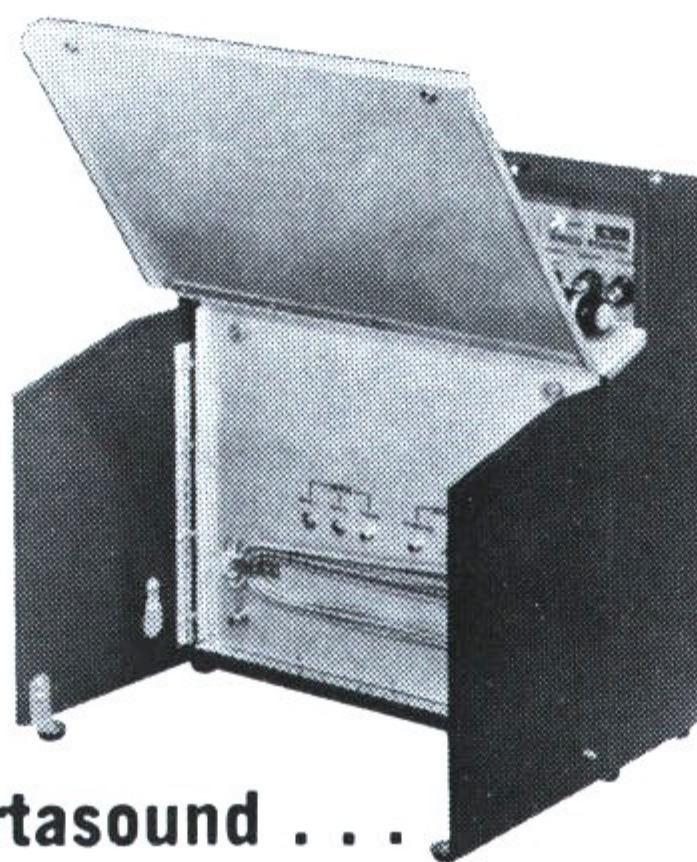
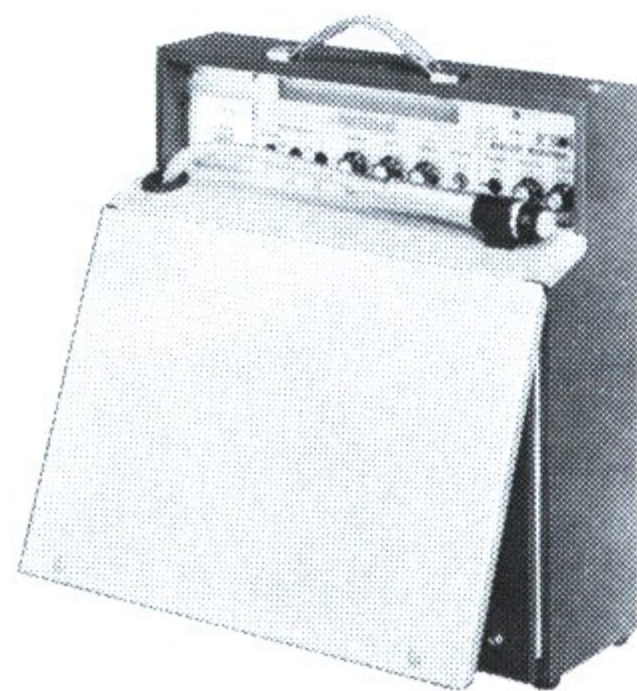
Mrs. Grace Oakes attended Col. Ledford's first sale and has been present at most local sales since. Cliff stated that "Grace has been one of my most faithful followers, attending most of the Ledford Auctions over the 28 years."

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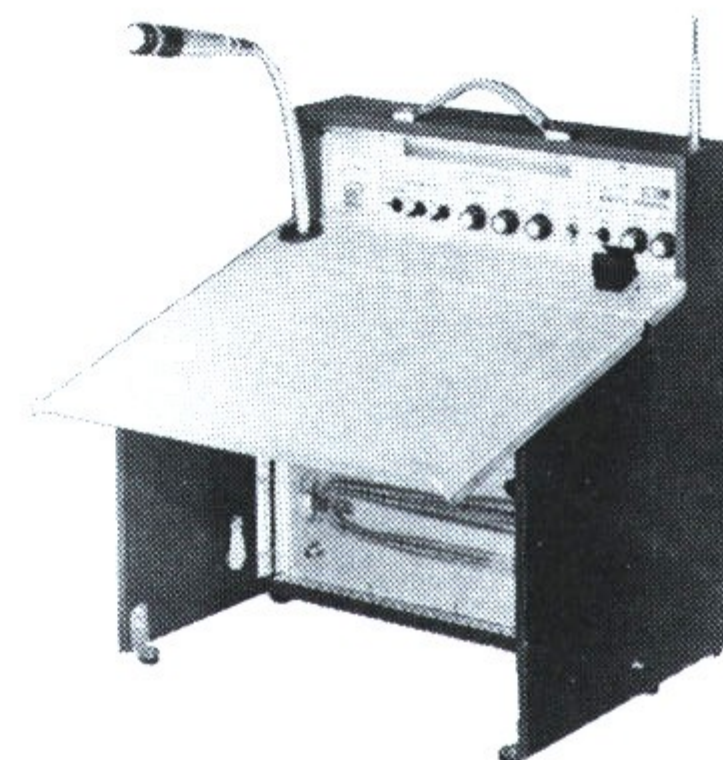
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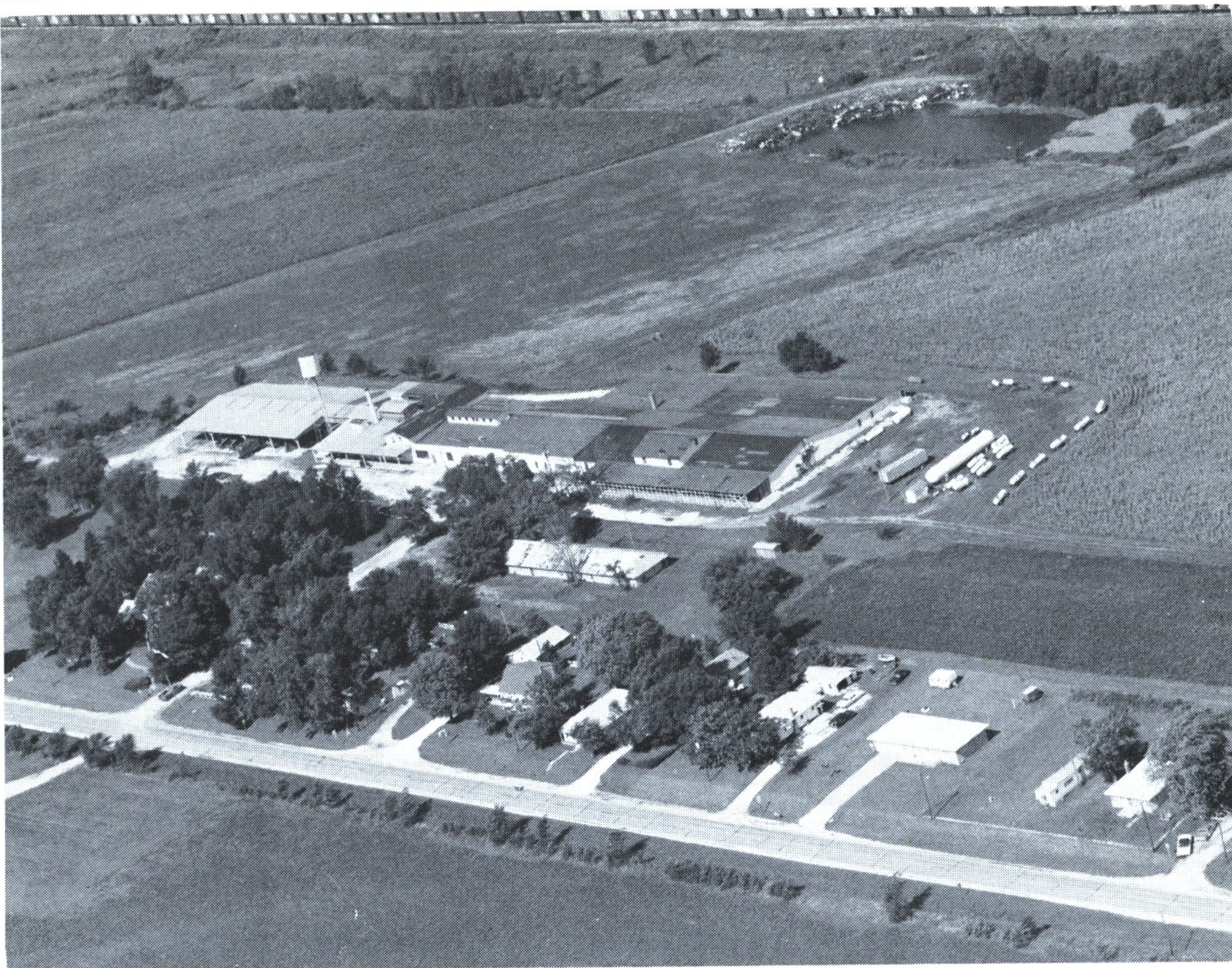
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H. Willard Arnaman (right), Unionville, Mo., and John Fowler of the Putnam County Feeder Supply teamed up to buy the Grand Champion steer at the 1974 Missouri State Fair. The steer was exhibited by Scott Robinson, Unionville. Governor Christopher Bond (left) was on hand to congratulate the exhibitors and the buyers. Also pictured are Mr. Fowler and Scott's sister, MaShelle, holding the trophy. Another NAA member, Ray Sims, was the auctioneer and the selling price was \$1.00 per pound.

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An Adventure to Remember

By Margaret Berry

After 24 years of conventions, this takes the cake. Four others and myself rented a mobile home and started out. This is like a covered wagon adventure. First the refrigeration failed to work, so we put ice in the bath tub to preserve our food. Then the air conditioner decided to play dead. And when we stopped to check the oil in the motor there was a broken dip stick.

So, put yourself in our position, going down the road looking for a motor home made by the same people. When we stopped at a motor home like ours and asked the man for a lend of the dip stick until we explained, he must have decided we were nuts. The trip from Pennsylvania to Medora was in terrific heat. We arrived Tuesday afternoon, went to register and found out we were out of town. So most of the time we had to walk and to top it all off the Trailer Park had no water.

This convention was organized confusion. Now that I am through complaining, let me say the food and entertainment was the best we have had at any

convention. And those in charge should get a vote of excellence. This convention was one of a kind and was great for the younger set. When we arrived home we had traveled over four thousand miles.

Just one serious note. I think all the officers in charge of nominating any man or lady for office should make sure he has been a member for as many years as it takes to know something about him. Please don't nominate a man because he is a personal friend. When the Association was small we knew every one personally and kept in contact all year. Now the Association has grown and so far we are proud of it. I think any candidate should be able to have some of his state members say something in his behalf. And what he has done in behalf of the Association to build it up and make the profession better. Please let's keep our standard we have had for 25 years.

This is no time to cut corners. This Association did not start that way. It was built with a lot of love and pride for the auction profession. God willing, see you in Kentucky.

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Pictured on the opposite page is the Reppert School of Auctioneering class of July 29 to August 19, 1974. Left to right:

TOP ROW: Craig H. Shumaker, Ft. Wayne, Ind.; Randy R. Blackman, Gobles, Mich.; Bruce D. Neal, Georgetown, Ohio; Bronco Anderson, Okolona, Miss.; Paul H. Beerman, Ft. Wayne, Ind.; James Edens, Okolona, Miss.; Marty L. Penix, Meally, Ky.; David M. Bubernack, Mt. Joy, Penn.; Jeffrey R. Bailey, Canton, Ohio; George J. Sanders, Westland, Mich.; Robert Shoemaker, Columbus, Ohio; Charles W. Dilts, Ada, Ohio; George A. Bissell, Hadley, Penn.; Clifford M. Grant, Cobblehill, B.C.; Brent T. Semple, Cincinnati, Ohio; David A. D'Amico, Richmond, Ind.; G. Edward Harper, Caldwell, Ohio; Walker Coomer, Jr., Austin, Ind.

FOURTH ROW: Ed Gingerich, Albany, Ind.; W. E. "Joe" Levine, Muscatine, Iowa; Alan M. Thomas, Olney, Ill.; C. William Eversole, Yoder, Ind.; Duane L. Paxton, Toledo, Ohio; Donald Wesloh, Oceanside, Calif.; Allen M. Reiser, Glastonbury, Conn.; Mark Kurtz, Bentleyville, Penn.; Paul K. Landis, Ephrata, Penn.; Kim H. Clark, West Unity, Ohio; Charles H. Chambers, Frenchburg, Ky.; Hurschel M. Chambers, Jr., Uniontown, Ohio; Robert L. Blackford, Auburn, Ky.; Randolph S. Ludwick, Bronson, Mich.; Philip B. Sterling, Titusville, Penn.; Charles B. Davenport, Indianapolis, Ind.

THIRD ROW: Clifford E. Robar, Essex Junction, Vermont; Jose J. V. daCamara, Capetown, Republic of South Africa; William C. Miller, Hasting, Mich.; William B. Watkins, III, Berryville, Va.; James W. Slagle, Galion, Ohio; Bruce L. Hodson, Parker, Ind.; William Keith Hill, Otwell, Ind.; John L. Hayes, North Benton, Ohio; Francis W. Barnes, New Richmond, Ind.; John E. Yount, Apple Valley, Calif.; Marlon G. Breit, Wakeeney, Kans.; Michael L. Cotton, Anderson, Ind.; Ernest T. Pyle, Churubusco, Ind.; William L. Peck, So. Charleston, Ohio; Robert M. Selby, St. Marys, Ohio; James Cox, South Bend, Ind.

SECOND ROW: Phillip J. Schurger, Decatur, Ind.; A. J. Lay, Dunnville, Ky.; Ricardo Forrest Ryan, Waukon, Iowa; Albert E. Rowand, Willowdale, Ontario; Robert C. Snead, Jr., Center, Ala.; Frazer Welsh Watkins, Berryville, Va.; Lloyd F.

Blair, Abington, Va.; Paul H. Bell, Raymond, N.H.; LeRoy F.M. Burns, Marion, Ohio; Carroll Carman, Gallatin, Tenn.; Mark Gregory, Springfield, Tenn.; Michael H. Dawson, Indianapolis, Ind.; Phillip C. Lile, Hardin, Ky.; Steven J. Short, Archbold, Ohio; Russell P. Roeper, Medina, Ohio; Noel C. Head, Kokomo, Ind.; Ray D. Rhodes, Rushville, Ind.; Michael M. Mahan, Decatur, Ind.

FIRST ROW: Gary Jackson, Almont, Mich.; Ryan R. Mahan, Frankfort, Ky.; George G. Pethol, Monroe, Mich.; Kenneth C. Sawyer, Wellington, Ohio; J. D. Gardner, South Gate, Mich.; Domonick J. Yerace, Wellington, Ohio; Bruce E. Saintingnon, Celina, Ohio; Clinton Shepherd, Nashville, Tenn.; Shirley K. Fennell, Greentown, Ind.; Sharon Ann Anderson, Hudson, Ohio; Tommie A. Cope, Calvert, Ky.; Wilma L. Penix, Meally, Ky.; Paulana Wiseman, Ft. Wayne, Ind.; Warren N. Gilden, Delphos, Ohio; Paul W. Kennedy, Mississauga, Ontario; Ronald P. Adams, Mississauga, Ontario; Floyd Collinsworth, Garden City, Mich.; Cecil M. Cromas, Marion, Ind.; Richard D. Lambert, Decatur, Ind.

INSTRUCTORS: Seated, (left to right) Robert S. Anderson, Decatur, Ind.; Ronald Chaffee, Towanda, Penn.; Gene Slagle, Marion, Ohio; Phil Neuenschwander, Berne, Ind.; Roland Reppert, M.D., Decatur, Ind.; Q. R. Chaffee, Towanda, Penn.; John Almburg, Aurora, Ill.; Paul Z. Martin, Blue Ball, Penn.; H. D. Darnell, Cynthiana, Kentucky.

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This note is not intended to be a formula for success, but to point out to all members of the National Association that a REAL opportunity does exist for all members who register for the additional training at the Seminar, in St. Louis, Feb. 6-7-8, 1975.

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Dean Fleming

Thanks

To all my fellow members of the NAA who so generously helped in our auction business during my hospitalization and recovery period. Words cannot express my sincere appreciation for your deeds.

Virgil Layman
Lincoln, Nebr.

Iowa's Carl Setterberg Is Stricken Fatally

Carl Setterberg, veteran auctioneer of Burlington, Iowa, passed away unexpectedly at his home, September 8. Although he had recently undergone surgery on one of his legs, his recovery appeared satisfactorily and his death was unexpected, occurring as he was resting after attending church services.

Mr. Setterberg had held membership in the National Auctioneers Association since 1950 and in the Iowa Auctioneers Association from an earlier date. He was a great supporter of both organizations and was honored by his state organization only last spring, receiving a plaque in recognition of his many years of faithful service.

He had marked his 50th year as an auctioneer last spring and an article in the April issue of THE AUCTIONEER described his long career. Immediate survivors include his wife of 50 years and two gradsons who were reared in the Setterberg home after being orphaned when both their parents were killed in an automobile accident.

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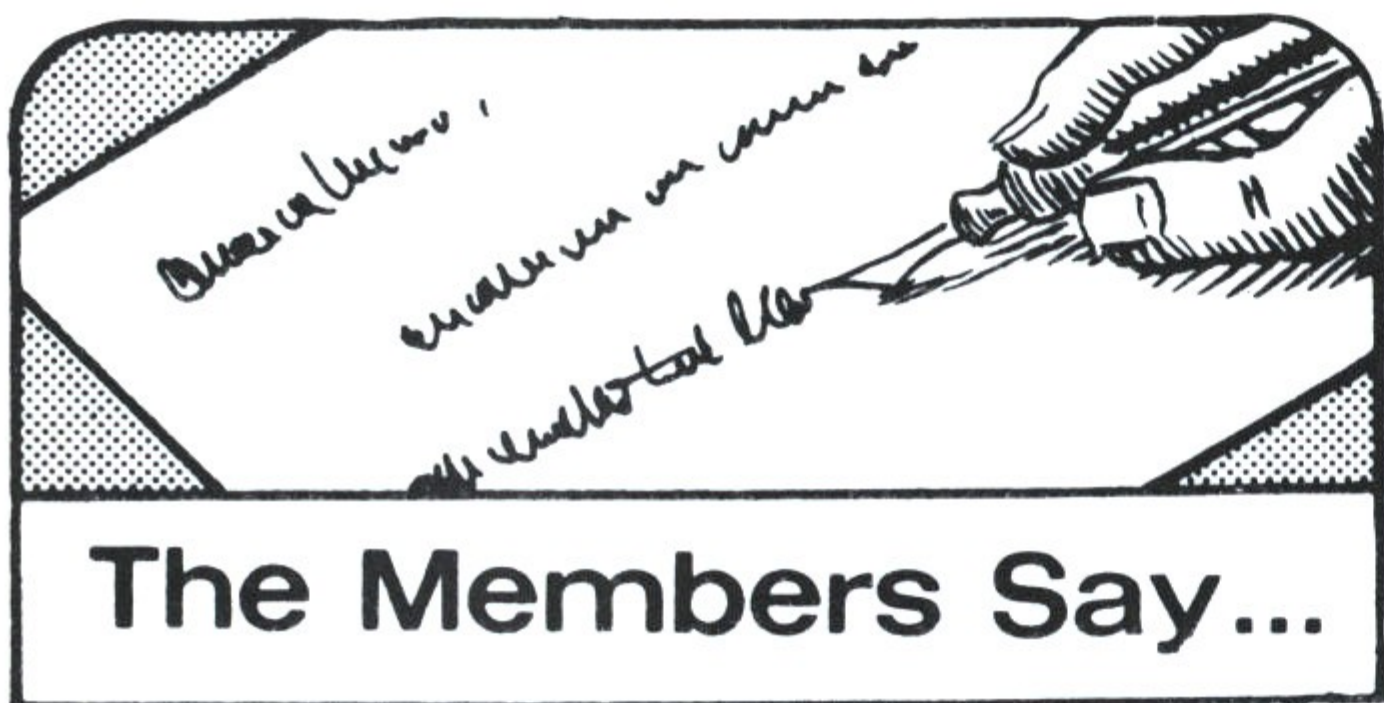
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Dear Mr. Hart:

Just a short note to tell you how much I enjoy your publication, and ask if there are any real estate seminars planned for the balance of this year or the early part of next? Can't tell you how sorry I am that I missed the convention, but can only hope to attend next year's.

Hope this letter finds you and your family in good health. Everyone here is fine. I saw Col. Lou Stambler the other day and he looks and acts like a college football player.

Aloha and Mahalo,
Steven Rosen
Honolulu, Hawaii

Dear Mr. Hart:

I just received my first copy of "The Auctioneer" and enjoyed it from cover to cover, being a new auctioneer in the business. I graduated from Nashville Auction School, April 1974. I am eager to learn all I can about the business and I know my membership in the NAA will be a big asset to me.

Enclosed is my check for one year's Booster club dues.

Best regards,
Ron Tuggle
St. Petersburg, Fla.

Dear Sir:

Please accept my check for membership renewal. I auctioned my first sale March 19, 1919 and am the oldest auctioneer in my community. I had a nice sale on April 20, an all day sale from 10:30 to 4 o'clock. It figured three times more than expected.

When you get 78 years old and past you don't advertise anymore, just take what comes to me. I do have a wonderful voice for which I am thankful.

Best regards,
J. W. Shapley
Scottsburg, Ind.

Oregon Association Begins Second Year

Members of the Northwest Auctioneers Association (Oregon) held their twelfth meeting in as many months at the Silver Leaf Inn, Wilsonville, July 12. This meeting marked the end of the first year as a non-profit organization for the purpose of promoting the auction business in Oregon and the Northwest.

Main order of business was election of officers for the coming year. President Jerry Strasheim, Junction City, chaired the meeting until the new President was named.

New officers elected are: Ed Lewin, Stayton, President; Forest Witthar, Portland, Vice President; and Jeanne Rathbone, Clackamas, Secretary (re-elected for a second term). A new seven member Board of Directors was also elected by popular vote. They are: Dick Rice, McMinnville; Jerry Strasheim, Junction City; Dick Boyd, Portland; Ted Hill, Sr., Portland; B. J. Fox, Salem; Willie Griffin, Colton; and Frank Gwinn, Portland.

The Association decided some time ago to maintain a booth at the Oregon State Fair, August 24-Sept. 2. They plan numerous short auction sales conducted by the members and the distribution of printed material outlining the many services association members can provide the public.

Rick Lang

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AUCTIONEERS!

I dedicate this booklet to fellow auctioneers, by request of many, after hearing me talk on new furniture auctions and how to secure them.

I was speaker on these subjects at the National Auctioneers Convention in Oklahoma City, also the Illinois State Auctioneers Convention, and this subject at the Kentucky State Auctioneers Convention. Many times I have been on a question and answer forum for other states. I have also spoken at Auction schools.

Many letters come to my office in regards to getting new furniture auctions, so I feel compelled to pass what knowledge I may have on to the ones that have asked me to do so for them. So as to not show any favors to one and not the others, I wrote this booklet to let those that may be interested in working new



furniture auctions with their other lines of auctioneering have what knowledge I may have. At this time let me say these rules and methods will work for you if you carry them to the letter.

This book is just off the press and ready for you — So be the first in your district to enlarge your commissions by \$10,000 for the coming year. I will personally grant you will be \$10,000 ahead for the year, if you carry this book out to the letter. Remember it tells all how to secure the sales and how to handle the sale after you secure it.

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Auctioneers in the Limelight

At Missouri Museum Opening

Saturday, August 10, 1974, was a big day in Lancaster, Mo., but perhaps an even bigger day in the annals of auctioneering. This was the day the Schuyler County Historical Society officially opened the former home of the late W. P. "Diamond Billy" Hall as a Museum. With Leona Drake serving as Chairman of the finance committee, a benefit auction was the principal event of the day.

Prior to the opening of the auction a program honoring the former auctioneers of the area was conducted with J. Hughey Martin, Colchester, Ill., in charge. Auctioneers honored included Tom Hale, Lancaster; Anderson Crab-

tree, Queen City; P. E. "Tuck" Couch, Lancaster; Emmett McCloskey, Edina; Guy L. Pettit, Bloomfield, Ia.; Scotty Wheatcraft, LaPlata; Austin Martin, Kirksville; Walter Lees, Green City; Glen Kaylor, Lewistown; J. O. Myers, Memphis; and Ed Clark, Memphis. All these men are now deceased and were recognized for their efforts in continuing and expanding the auction method of selling. Certificates were presented to representatives of the families of each.

H. Willard Arnaman, Unionville, Mo., served as Master of Ceremonies and Jose Camara, Cape Town, South Africa, was a distinguished guest. Mr. Camara had



Col. H. Willard Arnaman, Unionville, Mo., presents Jose Camara, Cape Town, So. Africa, at the festivities at the Hall Home Museum in Lancaster, Mo., August 10. Mr. Camara also attended the NAA Convention in Medora, and was a student at the Reper School of Auctioneering, Decatur, Ind.

aided the Society in research on Hall's activities in Africa. Hall was noted for his large operation as an exporter of horses and an importer of wild animals for his circus.

More than 20 auctioneers from a six state area were in attendance and conducted the auction of articles donated to aid in defraying the cost of the purchase, refurnishing and refurbishing of the Museum, named for Mr. Hall. Donations included items from Governor Bond, U.S. Senator Tom Eagleton and other Missouri political figures. Mr. Camara had brought some gifts all the way from Cape Town to add flavor as well as coffers to the auction.

Leona Drake and other members of her committee had done their work well prior to the auction and much of its success is due their efforts. Friends of Mrs. Drake, wishing to make donations to the project, may mail them to:

Lancaster County Historical Society,
c/o Leona Drake,
R. R. 1, Baring, Mo. 63531.

Paraphrasing Thomas Adams . . . Taxes are a form of pollution but, unlike smog, smoke, noise and litter, taxes create some things that are worse. They perpetuate bad government, trigger fiscal foolishness and increase themselves with mad abandon of a billion rabbits preoccupied with the higher digits of the multiplication table. No wonder there is a belief throughout the land that tax collectors never get to Heaven.

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Across The Country

BY BERNARD HART



Since space limitations crowded us out of the September issue, perhaps the correct title for this month would be "Convention Wrapup." Even though the September issue was the largest issue of THE AUCTIONEER ever published, we omitted some important notes on the convention.

As we told you in the convention report, many records were broken at the Medora event. One of these was the net proceeds from the Fun Auction. The gross receipts were \$3,732.25. Since there were no expenses, this figure was also the net. And this does not include the receipts from the little auction held at the Governor's Luncheon. These three items brought in another \$1,172.50.

The Luncheon for Graduates of the Reppert Auction School almost out-grew the facilities. Up until a few hours before the scheduled time less than 75 persons had made reservations. But an additional 50 or more came in at Lunch time. J. Hughey Martin, Colchester, Ill., one of the early graduates from the School, served as Master of Ceremonies. Rex Young, Plattsmouth, Nebr., was the earliest graduate having attended a Class the late Col. Reppert held in Boulder, Colo., in 1923. Rex had been in the auction business 12 years before that and, coincidentally, it was just a few miles from Medora where he conducted his first auction, in 1911.

Although it did not receive any pre-convention publicity the Alumni gathering of the Western College of Auctioneering brought out a sizeable group. Location and the heavy attendance from the Dakotas and Montana had something to do with it. But it would certainly make Bill Hagen, as well as some more of us, very happy if we get that many graduates of "Western" to Louisville, in 1975.

While nearly all records were broken at the Medora convention, there was one we didn't break and that was the number of states represented. The 42 states at Medora was not a record as we have had 43 and I believe as many as 44 states represented. I didn't realize it until just

now but we had no one from Massachusetts. The Goldsteins, our faithful supporters from Massachusetts were forced to cancel their reservations just a few days before the convention due to an injury Phil had suffered. Also, no Canadians this year. It must have been too close to home for them as they say in the winter only a barbed wire fence separates Medora from the Canadian border. But we did have our first registrant from South Africa and Jose Camara broke all existing records for number of miles traveled to a convention.



Henry Rasmussen, our Treasurer for the past 23 years, was presented a large silver tray in recognition of his long period of service to the NAA. In looking over the large gathering at Medora, there were very few who were present in the early years of the association. However, Wendell Ritchie, Marathon, Iowa, is one who has watched and aided the growth we have enjoyed. Wendell and Bernice attended their first national convention in Sioux City,

in 1949. They have not missed a convention since. Appropriately, it was Wendell who made the presentation to Col. Rasmussen. The entire Rasmussen family was on hand including daughters Francie and Connie each with their husbands and two children. Some of us remember these girls since they were quite small.

Elsewhere in this issue you will find the NAA financial report for the year ending June 30, 1974. If any of our members have any questions about this report we request that they direct them to the NAA office. It seems every year we receive second, third and fourth hand reports that some members were not pleased with the published reports. Questions in writing to this office will receive a written and signed explanation and not products of someone else's imagination.

Back to Medora again, many will remember Dayton and Sharon Layman, of Lincoln, and their horses. At the Nebraska State Fair, just ended, the Layman's exhibited the Grand Champion

Apaloosa Gelding and placed third in the Cutting Horse contest.

Walter Carlson, Trimont, Minn., who has furnished many items of interest for THE AUCTIONEER over the years, was the subject of a feature article in the August 12 issue of one of the area newspapers. Walter has a new book, "Martin County Before 1880" and he was autographing copies at the 1974 Martin County Fair.

Summer travel and the Medora convention brought visitors to the NAA office, most of them for the first time. The Clay Hesses and Rick Moyers stopped on their way to Medora. The Clyde Wolgemuths, also from Pennsylvania, stopped on their way home as did the Robert Matson Family of New York and the C. W. Bordens of Kentucky. And when we thought everyone had returned to their homes the John Freunds of Wisconsin stopped by. Attending another event in our area were the Ralph Neelys of London Ontario. Its a treat for Jan and I to welcome visitors and show them the building that was built by auctioneers.

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The Lighter Side...

HANDICAP

An amateur golfer challenged his club pro to a match. "But," said the amateur, "you've got to give me a handicap of 2 'gotchas'."

The pro had no idea of what a "gotcha" was, but he was confident that he could give any kind of handicap to the duffer and win, and agreed to the terms.

Just as the pro was about to tee off, the amateur crept up behind him, grabbed him around the waist and shouted, "Gotcha!"

They finished the game without further incident, but the pro played terribly and was beaten.

When asked why he had lost, he mumbled, "Have you ever played 18 holes of golf waiting for the second gotcha?"

FASHIONS

"How do you like these breathless, backless, plunging neckline gowns the girls are wearing today?" asked the elderly gentleman to his wife.

"Personally," she replied, "I preferred the old-fashioned girls who stayed home when they didn't have anything to wear."

GAMBLING

A gambler called his bookmaker every night and asked what games were available for bets. The bookie said, "Well, I have 4 basketball games and 3 baseball games." He read them off and gave the odds, and the gambler placed a wager on each game. He lost every bet.

Every night, the same routine: the gambler listened to the line-up of games and odds, placed his bets, and lost.

In answer to the gambler's call one night the bookie said, "I haven't any baseball or basketball games on the list tonight. All I have is hockey games."

The gambler roared, "Hockey? What the devil do I know about hockey?"

GOLF

The chairman of the board was retir-

ing after a long and successful career that brought his company from a small producer to an international giant. To show their appreciation, the company's executives chipped in and got him a membership in a posh golf course and gave him a set of matched clubs.

Always too busy to take up golf before retirement, he went out to the links to unravel the mystery of the game. "What am I supposed to do?" he asked caddy.

"See that flag down there?" said the caddy. "Hit the ball to it."

The former executive took a mighty swing that landed him on his seat, but miracle of miracles, the ball climbed into the air and landed within inches of the hole. He got up and walked all the way to the green and asked. "What do I do now?"

"You're supposed to hit the ball into the cup," explained the caddy.

"Now," blustered the new golfer, "why didn't you tell me that in the first place?"

OBJECTION

"What makes this car jump when you put it in gear?" asked the prospective customer on the used-car lot.

"That proves it's a real car," replied the salesman. "It's anxious to get started."

SUCCESS

"When I was a boy," reminisced the famous lawyer, "my greatest ambition was to be a pirate."

"That so?" said his client. "Well, congratulations!"

HABIT

"My wife has this terrible habit of sitting up till 3 or 4 in the morning."

"Why in the world does she stay up that late," asked the sympathetic friend. "Waiting for me to come home."

SHOP TALK

Every lunchtime the same stockbrokers sat together and invariably their

IN UNITY THERE IS STRENGTH

conversation centered on one thing: the stock market.

Utterly bored with this one-track talk, one of the stockbrokers suggested that they try to talk about something else.

"Okay," agreed one of his associates. "Why don't we talk about women?"

"That sounds fine to me," said a third broker. "Common or preferred?"

BY THE WAY, HAVE YOU HEARD ABOUT the softball pitcher who went into politics? He was **USED** to doing things underhanded!

HOUSEKEEPING

Mother was astonished when her 10-year-old daughter suddenly went on a cleaning spree, putting away all her books and dolls and toys, making her own bed, and even helping with the dishes.

"What on earth is the matter?" asked Mother, "You're not sick are you, darling?"

"Oh, no, Mother," replied the child,

"but I don't want to get into any trouble. I just read in the paper where 2 ladies were arrested by the police and put in jail for a year for keeping a disorderly house."



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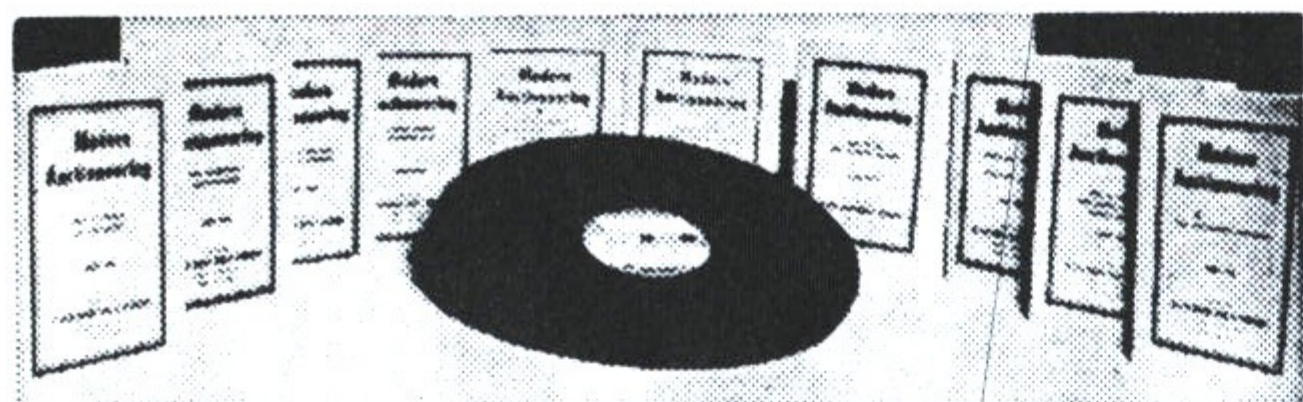


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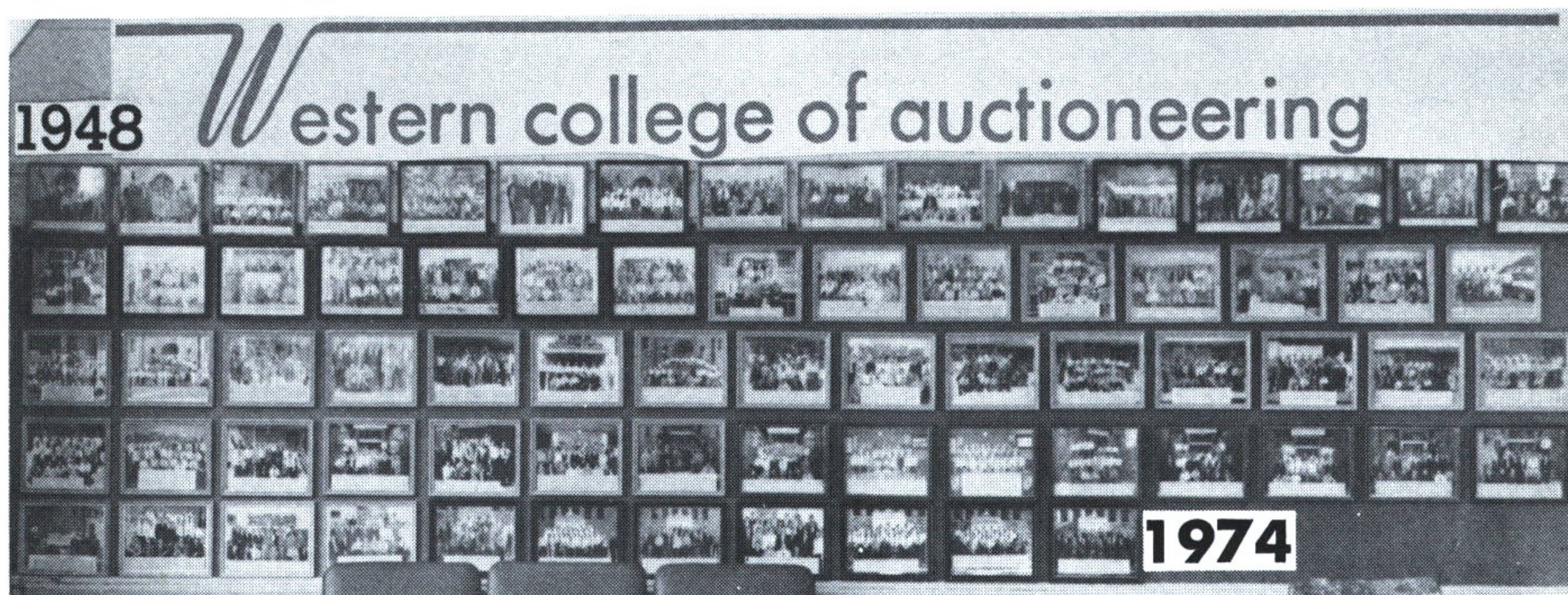
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\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

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

8½ x 11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

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

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

8½ x 11", 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. Space to list a number of items.

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