

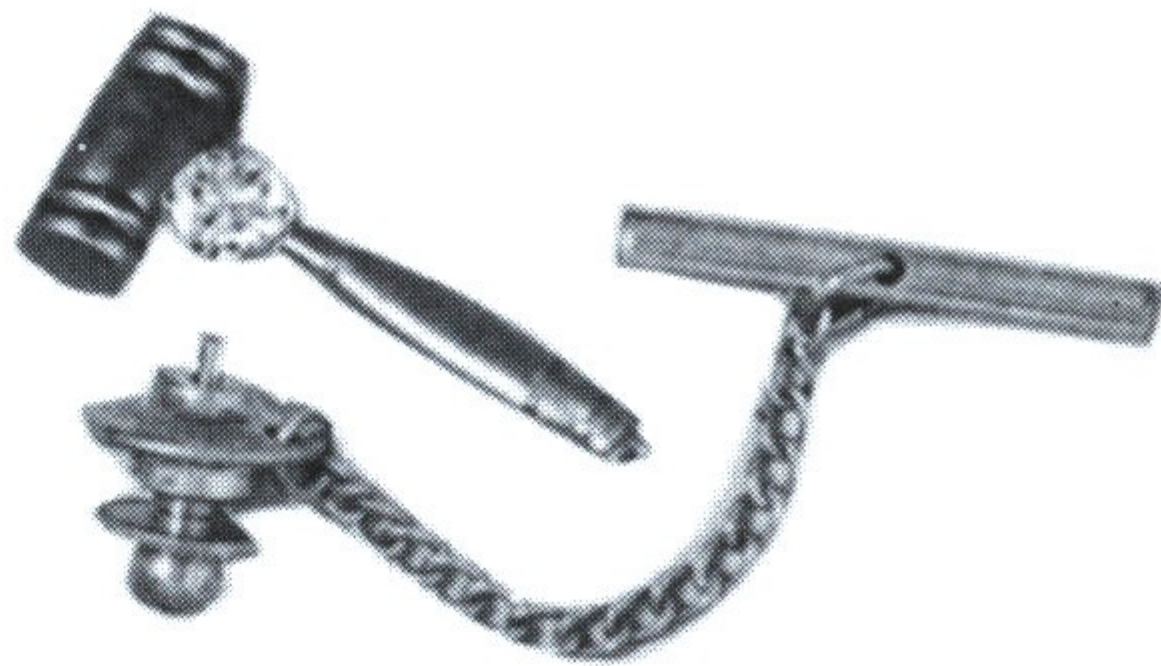
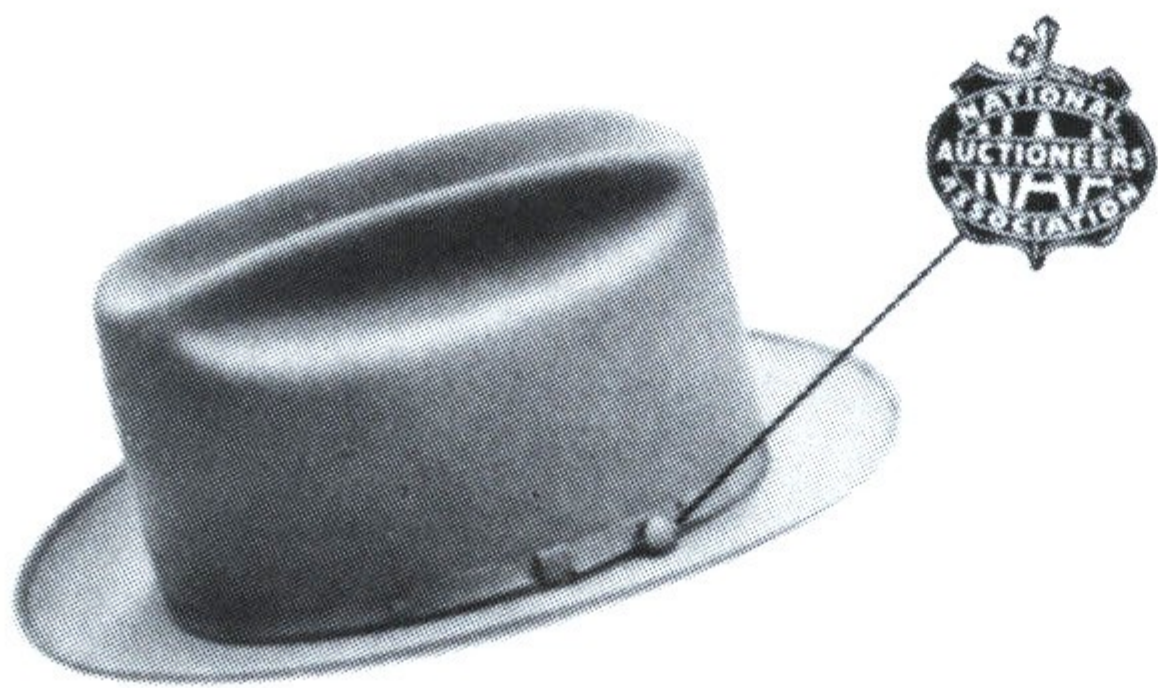
VOL. XXV

NO. 5

MAY, 1974

THE **auctioneer**





“AUCTIONEER HAT”

“AUCTIONEER’S GAVEL” TIE TACK

The summer straws are here, cream colored milan straw with the famous “Stetson Stallion Block” in the 3 brim widths — 2-1/8”, 2-3/8” and 2-5/8”. I am most happy to be in a position to offer these nice “Stetson” hats.

Now that I have received my shipment of “Stetson” auctioneer hats, I have filled all back orders and have a complete line of all sizes from 6-7/8 to 7-3/4 in all three brim widths as mentioned above in stock. Hopefully we will be able to ship from now on the day we receive your order. Our stock of jackets is now complete and we have the pressure sensitive auctioneer emblems in the beautiful 4 colors that can be put on and taken off. We also have the type that sews on and is washable. Let us know your choice when ordering.

The jackets went over far better than our expectations. We have shipped these London Fog type (washable) jackets all over. We have a new National Auctioneers emblem in the same three colors that is washable, that comes on the jacket. Colors are navy, natural, yellow, earth brown, and burgandy, comes in Med., Large and Ex-large.

We have had several inquiries about the “Open Road 7X (100% Beaver,” Stetson’s most famous hat. Anyone who is interested the price is \$100.00 and delivery time is about 30 days.

We still have the solid gold tie tac w/diamonds and emblems for your coat or blazer.

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
Jackets w/3 color emblem	19.95
3-color Auctioneer Emblems	3.00
Straws (light tan)	11.95
(large, medium and extra large)	
Plus 4% sales tax	

COLONEL W. CRAIG LAWING

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

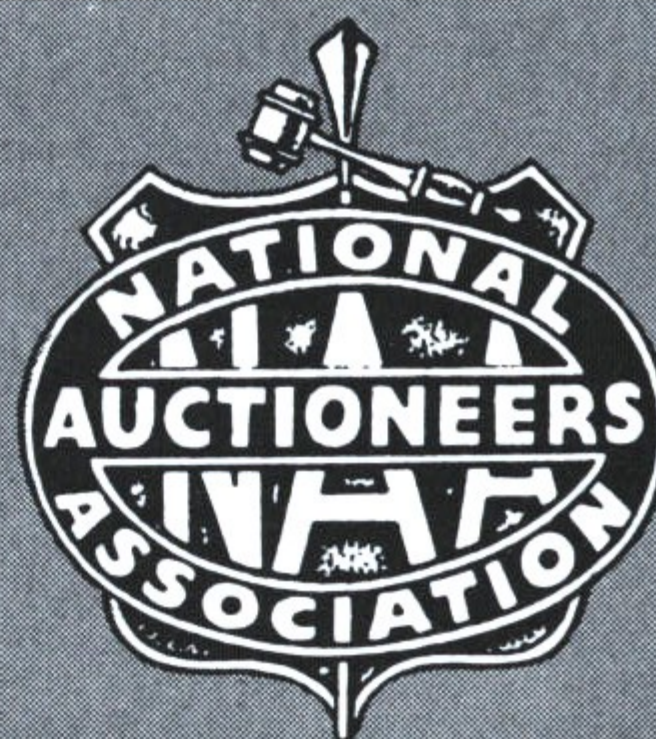
Telephone: Area Code 704/ Office 399-6372

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.

CLOSING DATES FOR ADVERTISING COPY and ALL ARTICLES FOR PUBLICATION 15th OF THE MONTH PRECEDING ISSUE OF THE 1st.

Single copies 50 cents.

DISPLAY ADVERTISING RATES

Full Page	\$45.00
One-half	22.50
Quarter Page	11.25
Column Inch	3.00

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Published the 1st of each month
except August.

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North Dakota Is ---- Indian Country

Medora was the center of early day hunters for all kinds of North American big game until about 1900 or 1910. But for centuries before that the "Short-grass" region of the Northern Plains was top hunting grounds for several tribes of Indians.

The Dakotas have always been the home of the Sioux. This was a large nation of Plains Indians that were divided into several tribes. The Hunkpapa Sioux lived mostly in what would be western South Dakota now. The Flandreaus lived in southeastern South Dakota while the Sisseton Tribes lived in the eastern ends of both Dakotas in what is known today as the Red River valley of the North. This is the only river in the continental U.S. that runs straight north. It enters the Hudson Bay and provided a fine trapping area for all kinds of fur bearers.

The Mandans and the Arikaras inhabited the western and central sections of North Dakota. The Mandans lived along the Missouri River in mud huts and sod houses as well as in the tents or tepees that most Dakota Indians called home. Most of these Indians were on the nomadic order and the tepee was portable enough to allow the braves to move their families across the plains behind the buffalo herds.

The buffalo was a general purpose animal for the plains Indians. He provided fresh meat daily as well as the raw material for the Indian "C-Rations", jerky. The buffalo hide provided leather for leggings, moccasins, tepees, travisois and horse gear of all kinds. His sinews provided the toughest thread or string known to mankind until nylon arrived. His teeth provided decorations. His bones were used for many Indian implements and tools from needles to knife handles. Last, but not least his hide provided robes still used today as well as water and windproof material for the Indian mobile home, the tepee.

Deer and antelope provided more variety in the fresh meat and jerky lines as well as the hides for all standard

Indian clothing, buckskin. The porcupine provided quills for the ceremonial head-dress as well as meat for a hungry brave on a hunting or war trip. Mountain Sheep, mountain goats, cougar (or mountain lions) provided more sport than meat, but were an important part of Dakota Wildlife, in the days when the redskins were the only people the plains knew.

Bring your Family AND your camera for an interesting vacation in Indian Country on your way to and from the 1974 NAA Convention in Medora. In case I forgot to mention the dates, it's July 22-23-24-25. Medora, Dakota Territory, Indian Country is the place.

Montana Auctioneers

Enjoy Greatest Program

March 22-23, 1974, were the two greatest days ever planned for members of the Montana Auctioneers Association. As it turned out it was an event that was extremely expensive to those many members who failed to come to Billings for the Annual Convention of the MAA.

Convention Chairman Mike Coolidge with the aid of veteran Secretary-Treasurer, Bill Hagen, presented the best program in the 13 year history of the organization and those who were on hand certainly obtained a vast wealth of knowledge from which they will benefit throughout their careers as auctioneers.

Bernard Hart, Secretary of the National Auctioneers Association was the first speaker on the program. With the graduating class of the spring term at Western College of Auctioneering as special guests, Mr. Hart stressed the magnitude of the auction method of selling, its effect on the economy of the world and the responsibility of the auctioneers of America.

Dean Fleming, Atkinson, Nebr., and Bob Penfield, Bowman, N.D., spent the remainder of the day in conducting a

OUR COVER

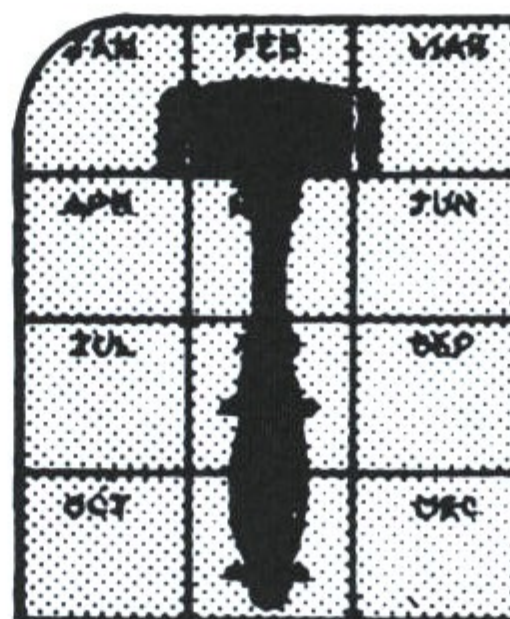
The "Stringbean" Akeman auction in progress. Facing the camera are the auctioneers, from the left, James Thompson, Billy Howell, Hugh Howell and Gwynn Howell.

seminar on selling real estate at auction. Since both seminar leaders are engaged in selling ranch land and residential properties in an area similar to Montana, it proved to be a great learning experience for those present. Alternating in their presentations during the day and periodic question and answer periods held the undivided interest of everyone.

In the Merchandise Auctioneers Contest, held the evening of March 22, Gene Gabel, Billings, was awarded the championship. He was followed in order by Jerry Ellis, Roundup, and Morris Gardner, Hamilton.

The Livestock Auctioneers Contest was held at the Billings Livestock Commission Co., on the afternoon of March 23. Johnny Kujath, Billings, was the winner of this division. Bob Reich, Sheridan, Wyo., was runner-up and Ron Granmoe, Glendive, finished in third position.

Fritz Hoppe, Glasgow, was elected President for the coming year. Ron Granmoe is the new Vice President, and Bill Hagen was re-elected Secretary-Treasurer. Retiring President Carl Westermarck, Shelby, was elected to the Board



Convention Dates

May 4-5 — Missouri State Auctioneers Assn., Drury Inn, Springfield.

May 4-5 — Oklahoma Auctioneers Assn., Oklahoma City.

May 5 — Nebraska Auctioneers Association, Broken Bow.

May 19 — Alabama Auctioneers Association, Downtowner Motor Inn, Montgomery.

June 7-8-9 — South Dakota Auctioneers Association, Sioux Falls.

June 8-9 — Ohio Auctioneers Association, Kings Island (15 miles north of Cincinnati).

June 11-12 — Wisconsin Auctioneers Assn., Midway Motor Lodge, Green Bay.

June 16-17 — Tennessee Auctioneers Association, Pickwick Dam State Park, Savannah.

JULY 23-24-25 — NATIONAL AUCTIONEERS ASSOCIATION CONVENTION MEDORA, NORTH DAKOTA.

of Directors along with Ray Granmoe, Glendive, and Mike Coolidge, Billings.

It was voted that the Montana Auctioneers Association would sponsor and operate a horse drawn taxi service at the National Convention in Medora, N.D.

RESERVATIONS AT MEDORA

For Motel or Camper reservations during the National Auctioneers Convention, Medora, N.D., July 23-25, 1974, write:

THE GOLD SEAL COMPANY

Medora, North Dakota 58645

Be sure to specify that you will be attending the National Auctioneers Convention.

President's Message

Easter has passed and I sincerely hope everyone had a very peaceful and happy day. In the turmoil of the times at the present, a day such as Easter may be a very sobering effect to return our Nation and the World to an honorable and peaceful course in the near future.

At this time, when there appears to be a shortage of nearly every item the public needs, the Auctioneer has had an opportunity to reap a harvest. Never have I seen used items selling so high, even more than they cost new on occasions. I'm sure the progressive Auctioneers are aware of this and are doing everything in their power to take advantage of this opportunity. If not, it is time to take a look at your private business operations to determine why you are not taking advantage of this business bonanza.

Perhaps our upcoming National Convention would furnish some of the answers. This is an opportunity to visit with and exchange ideas with leading Auctioneers from all parts of the United States and Canada. If you have never attended a National Convention you have been missing a tremendous source of valuable information.

Now is the time make a resolution you are going to attend this year. From seven to nine hundred members find time each year to take advantage of this opportunity. If they can find the time and effort year after year to attend I'm sure many more members could. Remember the saying — Auctions don't



JOSEPH DONAHOE

cost, they pay. The National Convention could be covered by the same phrase.

Remember the dates — Tues. — Wed. — Thurs. — July 23 — 24 — 25. The place Medora, North Dakota. Make your plans and reservations now. I will look forward to seeing you all there.

NOTE TO OUTDOOR TYPES — ON A TIGHT SCHEDULE

Convention Chairman, Bob Penfield of Bowman, N.D., has several Mobile Homes tentatively scheduled for rental during the 1974 Convention in Medora.

Call Penfield for more information if you want to fly into Bismarck and rent a camper there.

BOB PENFIELD Phone (701) 523-5243

If you are going to Medora (And we hope you are)

Here are a few things to do soon ! ! !

1. Get your camper or travel home reserved. It's not necessary to reserve a spot to park it, but it would be helpful if you did.
2. If you plan on staying in a motel, get your reservation in NOW. This is a **MUST!!**
3. If you are a rodeo hand, get your rodeo entry sent to Willard Schnell right away.
4. Get plenty of casual outdoor type clothes ready to go, including walking shoes or boots.
5. Get your plans made to go a week early or take an extra week going home to see more of the OLD WEST.
6. Bring your CAMERA! ! !
7. Bring the whole family. Make your plans for a good time in Medora.
8. Don't forget to bring something from **your state** for the fun auction.

NAA Members to the Rescue of Bob Losey

Bob Losey, Renton, Wash., a member of the NAA Board of Directors and the owner and operator of Renton Auction Company, had the misfortune of throwing his hip out of place while picking up merchandise. In addition to being an extremely painful experience it has kept Bob flat on his back for several weeks.

For this to happen on the eve of a \$20,000 auction is indeed a catastrophe of major proportions. This is where the cooperation of fellow NAA members was demonstrated to its fullest.

A. M. "Andy" Bushell and Bill Johnson, veteran auctioneers in Seattle, came in and sold that week's auction

at Renton Auction Company. And they have been conducting the weekly auctions for Bob since that time — refusing to accept any remuneration for their services.

The NAA is proud to claim Cols. Bushell and Johnson as members and Bob Losey is intensely appreciative of his fellow auctioneers.

HELPFUL HINTS

A pretty young girl was walking down the street, carrying a heavy suitcase in one hand and dragging a soldier's kitbag on the ground with the other.

A sailor saw her struggling along and realized she was having difficulty with all her luggage, so he walked up to her and said, "That's not the right way to carry a kitbag, you know." He picked it up and put it on her shoulder.

Common Sense in the Auction Business

By Leo Jesion

Two old timers were at the rear of an auction discussing the prices and other various topics when one of the two brought up the sale's auctioneer. The one said to the other, "I don't know what he does or how he does it, but this guy really draws the people and gets the prices." The place — anywhere in the country. The auctioneer — one of many in the business. Which leads me to one of the most important subjects of our profession, Sales Psychology. Below is a list of some of the things which go into the makings of an auctioneer. These may not be all there is to the business, but they will go a long way.

1) The auctioneer must know himself. He or she must know his or her strengths and weaknesses: Do you have a limited vocabulary? Do you have a persuasive manner? Are you sincere? Do you have natural humor? Do you have a good memory? What type of voice do you have? The point is that the more you know about yourself the better job you can do. The worst thing you can do is try to copy another auctioneer because we're all different. Get the maximum out of **you**.

2) Don't be a braggart. Keep your personal business personal. If someone should ask about how you're doing in the business, can't you say fine, good, or whatever? I know a man who owned a store and bragged to his neighbor about all the money he was making. The neighbor opened a store right next door to his. Today both stores are closed and the men don't talk to each other. I'll bet you know of many such instances.

3) Your dress is very important. You must make a good appearance — be cleanly shaven and well groomed. What you are selling and where should have a lot to do with your dress.

4) An auctioneer is a public relations man. Try to get long with everybody. Little things mean a lot; if you can do somebody a favor do it!

5) Don't be a cheapskate. Don't be a fool either, but sometimes when you pick up the tab you also pick up a sale.



LEO JESION

6) Join your Auctioneers Association and don't expect any windfalls.

7) Don't be afraid to compliment your fellow auctioneer on a job well done. It's better to work together than to have friction between one another.

8) In our business we come into some sad situations: people's deaths, divorces, bankruptcies, etc. We can sometimes help by giving advice or just by being a good listener. You help them and yourself.

9) Develop your ability to control a sale and know when, where, how, and who to use it on.

10) If you don't know what your talking about don't tell everybody!

11) Pace your auction letting your prices be your guide. We've all watched auctioneers play Santa Claus to show how fast they are.

12) Most important, know your bidders. Some of the most intelligent people I know are the slowest bidders. If you can get the best prices you won't

ADVERTISING CONTEST



Are you using the National Auctioneers' Emblem?

This is the number 1 requirement that your advertising carry either the emblem or the words — Member of the National Auctioneers Association.

LET'S INFORM THE PUBLIC — make them aware that we are a National Organization — that we are professional Auctioneers that subscribe to a strict code of ethics. In other words we need to make the public notice our Emblem much like the Realtor.

Send in your entries. See you in Medora.

Sincerely yours
Chuck Cumberlin
Brush, Colo.

have to go looking for sales. They'll be looking for you.

I hope this article has something for you. If it does, use it. For some of you it might serve as a reminder of things you already knew. But if the best you can do is criticize it, you better start back at #1.

Wheat Land Auction Tops \$800 Per Acre

Three quarters of wheat land and 80 acres of grass land brought \$363,000 at a land auction which packed a large part of the National Guard Armory in Harper, Kansas, the afternoon of March 4.

Over 250 persons were on hand to hear auctioneer Merle "Rip" Van Winkle, Argonia, Kan., sell the land at record prices. It was the first major land auction of the season in the area. The land was owned by the John State Estate and was located north of Harper.

The crowd was super-quiet as the bidding for the first quarter section ap-

proached the final selling figure of \$130,000 which is more than \$800 per acre. The second quarter section reached a high bid of \$101,500 and the final quarter was sold for \$95,000. The 80 acres of grass land brought \$36,500.

This was Van Winkle's first real estate auction since attending the NAA sponsored seminar in Chicago. In reporting on the seminar, Van Winkle said, "It was just like going in for a 20,000 mile check-up."

BRAGGART

The big loudmouth at the office was bragging about being an expert on drinks. At lunch, a fellow executive slipped out and brought back a glass of colorless liquid.

"Okay," he told the braggart, "take a swallow of this and tell us what it is."

The bigmouth took a sizeable swig, then sputtering and choking, he gasped: "That's gasoline!"

"Yeah, we know that," said the other fellow, "but is it premium or regular?"

Know Your Director



MERLE D. STRAW JR.

Merle Straw was born and educated in Massachusetts. After moving to New Hampshire, he attended the University of New Hampshire and planned to pursue his father's profession of dentistry. He became interested in antiques and started an antique shop in 1939.

During his service in the Air Force, he married his wife Helen, a Tennessean. While in Tennessee, he became fascinated with the auction method of sell-

ing. In 1946 he graduated from Repperts School of Auctioneering, Decatur, Indiana.

In 1946, he opened his own auction gallery at Seabrook, N.H., where estate and consignment liquidations were conducted for twenty-five years. During this time, he also conducted outside commercial and industrial liquidations. Since 1971, he has concentrated his efforts on the on-site auction sales.

Merle is one of the original organizers of the New Hampshire Auctioneers Association. He is also past President of the N.H.A.A. Presently, he is serving on the three man auction licensing board for the state of New Hampshire, having been commissioned to the post by Governor Meldrin Thompson and his executive council.

He is one of the incorporators of the newly formed Seabrook Bank & Trust Co. He is a member of the Church of Christ. Merle, Helen and their three sons, David, Steven and Robert reside in Seabrook, N.H., a small coastal town. The entire family has worked in the auction business through the years and the boys have become business oriented from the exposure to the auction method of selling.



Real estate auctioneer Ernest Ogburn, Meeker, Okla., uses NAA insignia on his yard signs.

Financial Facts

WHAT'S AVERAGE? With one foot on a cake of ice and the other on a hot stove, on the average, you should be comfortable.

While no one ever seems to fit the "average," it's occasionally interesting to see what such statistics produce and make a personal comparison.

Here are some averages about today's consumer: Age 45.60; schooling, 12.20 years; children 2.34; income, \$10,577.

Income is spent (on the average) for: food and beverages, (20.8%; clothing, 8.7%; housing, 14.5%; household operation and equipment, 12.1%; autos, parts, transportation, gas and oil, 13.7%; other 30.2%.

In 1945 the American consumer had disposable income of \$200-billion. And today that figure has reached \$3,000-billion.

ATTENTION

**Kentucky and Indiana Auctioneers
Going to the National Convention**

MEDORA, NORTH DAKOTA

COME WITH US — ON OUR CHARTERED BUS

Leave Louisville (The Galt House) 8:00 A.M., July 21

Leave Indianapolis (Stauffer's Inn) 10:05 A.M., July 21

Overnight stops at Dubuque and Bismarck

Arrive Medora 10:30 A.M., July 23

Leave Medora 8:00 A.M., July 26

**Return route through the Black Hills with overnight stops at
Murdo, S.D., and Davenport, Iowa, arriving**

Indianapolis app. 1:00 P.M., July 27

Louisville app. 3:30 P.M., July 27

**Enjoy the fun and fellowship of group travel in a new air-
conditioned Greyhound Bus**

Round trip Bus fare \$77.50

For reservations and other information, write:

COL. JOHN P. O'CONNOR

2916 Chippewa Drive Owensboro, KY 42301

\$5,000 African Safari

A 22 day African Safari sold for \$5,000 in a charity auction at Sarasota, Fla. A Tiffany leaded window brought \$7,500 and a pedigreed miniature Schnauzer sold for \$500.

Marty Higgenbotham, Lakeland, Fla., conducted the auction which totaled \$49,800, the proceeds going to the New College in Sarasota.

Model T Brings \$3,800

A 1922 Model T Ford coupe in excellent running condition sold for \$3,800 in the auction held for the William Esser Estate, Menomonee Falls, Wis., April 7.

A crowd estimated at more than 2,500 people turned out on a cold, windy day to bid on the many unusual items offered. A potbelly stove brought \$195; a butter churn sold for \$75; an iron train, \$85; a Bartlett kitchen range went for \$235; and a tin fire engine (toy) brought \$52.50.

Rollie and Ron Bast, a father and son team from Richfield, Wis., conducted the auction.



Ernest Ogburn, Meeker, Okla., conducting a Church Benefit auction.

The clairvoyant society announces it will not have its usual meeting this month due to unforeseen circumstances.



CONTAINER BUYERS

Visit One of Europe's Largest Wholesale Sources of Antiques. 6 Floors, Buy F.O.B. Antwerp, Belgium or We'll Select and Pay All Charges to Your Door. Low Prices, \$150.00 Full Price for Packing, Paper Work and Delivery of 20 Foot Containers to Antwerp Dock. **Write or Call Collect — LYNN WALTERS, CLACKAMAS, OREGON, Phone 503-654-3000.**

Supplying Both East & West Coasts — Annual Volume Over \$1,000,000.00

WORLD'S CHAMPIONSHIP

NAA approved

RODEO

Wed. July 24th

will be held in conjunction with the 1974 National Auctioneers Association Annual Convention in —

Medora, North Dakota

\$600 Purse — Entries added

Trophy buckles for event champions. Saddle bronc riding — bare-back broncs, bull riding, steer wrestling, calf roping, and barrell racing. Also **JACKPOT** team tying.

ANY NAA MEMBER MAY ENTER — FEATURED EVENT WILL BE:

Board of Directors and Officers calf typing contest.

This will be a real rodeo, put on by rodeo people and open to all NAA members. Get your entries in now. \$10 per event, added.

Note to Officers and Directors — You are automatically entered. Bring a written excuse from your mother if you can't compete!!!

Send Entries to

— — — — —
To: Willard Schnell, Box 1209 — Rodeo Chairman
Dickinson, North Dakota 58601

Check enclosed for my entry in the 1974 NAA

Rodeo at Medora, N.D., July 24, 1974. Enter me in:

.....

.....
Signed

.....
Address

Convention Notes

Plans are being finalized for many of the convention activities at present. A full scale rodeo will be held with NAA membership cowboys competing for \$1000 and several trophies.

Reservations are coming in good shape. If you are planning on making the trip in a camper or mobile home, keep right on planning. Filling stations are last on the list to get gas, but so far our state of North Dakota and most of the northern plains have had enough gas.

Melroe Division, Clark Equipment Co., will furnish air-conditioned buses to meet every scheduled flight at Bismarck, N.D. These buses will operate on a shuttle basis from the airport at BISMARCK, N.D., to and from MEDORA.

Porta Feeder Sales Co., of Mandan, N.D., who is the area Melroe Bobcat dealer also plans to operate a Bobcat-powered shuttle wagon around town.

Men, ladies and children should all bring plenty of informal clothing and good walking shoes or boots. A Buffalo barbeque, trail rides, a chuck wagon supper are also some of the more unique items on the agenda for the

1974 NAA CONVENTION IN MEDORA, DAKOTA TERRITORY JULY 22 - 23 - 24 - 25

New Arrival

Auctioneer William Broomfield and cashier Linda Broomfield, owners of Complete Auction Service, Rochester, N.Y., announce the addition of a new member to the staff, Heather Lynn Broomfield. She arrived at 7:17 P.M., March 29, 1974, weighing 7 lbs. 1 oz and measuring 18 inches in length

INSTRUCTIONS

The private detective was trying to get his final instructions straight before he started spying on his client's wife.

"Look," explained the client, "I don't give a damn if my wife is playing around. I just want to know where she is when I am."



FROM

BURGESS TRADING COMPANY

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Anaheim, Ca. 92804

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AMERICAN INDIAN & WESTERN ART

Attention:

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Add to your next auction, The fastest selling item available in America today.

**HAND MADE TURQUOISE AND SILVER
JEWELRY FROM THE TRIBES OF THE
SOUTHWEST**

ZUNI NAVAJO HOPI



I have never heard of an Indian Jewelry Auction that was not a success.

Dealers, collectors and private buyers far exceed the supply of this fine handmade jewelery.

This is the fastest growing phase of the auction business.

Don't miss out on this great chance for real profit. Every auctioneer in the country should offer a selection of these fine crafted pieces at each auction and watch your attendance jump, when they are advertised.

Col. W. C. Burgess

3440 W. Orange St.
Anaheim, CA 92804

Telephone: Office: Area code 714 821-7440
Residence: 828-6944





Maryland Governor, Marvin Mandel (seated) signing Proclamation designating April 1-6, 1974, as AUCTIONEERS WEEK in the State of Maryland. Representing the Auctioneers Association of Maryland at the signing, left to right: Grant Harding, Reisterstown, President; Ross Rhoades, Church Hill, Member; and Robert C. Burkheimer, Elkton, Secretary-Treasurer.

DOUGLAS GALLERIES
Box 131, Sunderland, Massachusetts
01375

Dear Bernie:

Enclosed find check for membership, booster page and 50 promotional brochures.

We were most impressed with the brochures. They really do tell it like it is. We have found them to be most useful in dealing with other professional people. We have been able to further personalize them by attaching our own logo and label to the back page.

Hope to see you in Medora.

Very truly yours,
Douglas P. Bilodeau

P.S. Am enclosing an additional \$10.00 for 50 more brochures.

BUSINESS CARDS

EMBOSSSED



\$8.50 per 1000

2 color - \$9.00



Either emblem \$1.00 extra

CARDPRINT

701 Park Ave., Galion, Ohio 44833

SALE CLERKING SHEETS

and other Auction forms

Write for Samples and Prices

BURTON PRINTING CO.

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Hastings, Nebr. 68901

JIM STRAIN, Martin, S.D.
1973 World Livestock Auctioneer Champion

1974 World Livestock AUCTIONEER CHAMPIONSHIP June 15

**Stockland Union Stockyards
Spokane, Washington**

Official Entry Form

Contestant's Name: _____

Home Address: _____

Business Address: _____

Contestants must complete the following information for use in pre-contest and championship publicity. Use additional pages, if necessary. A head and shoulders photograph of contestant is requested. Please print.

How many years has contestant been an auctioneer? _____

Has contestant entered previous auctioneer contest? _____

If so, when and where? _____

Awards won? _____

If contestant is employed or retained by a competitive livestock market, please complete the following:

Names and titles of market owners: _____

Approximately how long has market been in business? _____

Marketing days? _____

Name, address of newspapers, radio and television stations you would like to receive a news release:

☐ My Entry Fee of \$100 is enclosed

☐ Photograph enclosed

Mail this form with entry fee and photograph to:
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Bloomington Site of Illinois Spring Meeting

The Spring meeting of the Illinois State Auctioneers Association was held at the Ramada Inn, Bloomington, Illinois, Sunday, March 31, 1974.

The Convention Chairman, Col. Ken Gravlin, Melvin, Illinois, presented a well planned program and carried it through in professional style.

The meeting began at 9:30 A.M. with coffee and rolls being served during registration. At 10:30 the business meeting was called to order by President, Col. Elwood Stagen. While the business meeting was in session, the ladies were entertained by a demonstration on crafts. The meetings were adjourned in time for the noon meal.

After luncheon, Mr. Leroy Kaczor of Champaign, Illinois, gave a very interesting talk about coin identification and grading. He was followed by the Funatics Quartet, they were very entertaining.

It was decided that the Fall Convention would be held at the LeClaire Hotel, Moline, Illinois, Nov. 2nd & 3rd. Col. Larry D. Hoyle, Milan, will be the Convention Chairman.

There were three dealers with displays of merchandise. Pulse Dynamics Corp., Colchester, Ill., Selected Educational Aids, Inc. And the Boswell Wholesale Co., Boswell, Indiana. The Boswell Company donated a stereo record and tape player for a door prize. There were several items donated and sold at auc-

tion with lively bidding, the proceeds going to the Association.

The outstanding feature of this Convention was the large attendance and the feeling of fellowship among the people present. You get the feeling that this Association is really moving ahead to great heights. We gained 12 new members at this meeting alone.

J. C. Kornbrust, Secretary-Treasurer

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TEXT: " . . . desire accomplished is sweet to the soul." Proverbs 13:19.

In a rural area an old woman and her husband were sitting on their porch. The man faced the road. His wife had her back to it when a long funeral procession passed.

Finally the husband remarked "I reckon ol' man Simpson's havin' 'bout the biggest funeral that's ever bin held in these parts, Caroline."

"A purty good size one, Bud?" his wife asked, making no effort to move.

"You betcher," Bud murmured.

"Shor would like to see it," said the woman. "Too bad I ain't facin' thatta way."

Many of us go through life wishing things were different so that we could enjoy more. Yet in most cases, all we need to do is "turn our chairs around."

It takes wishing to reach a goal, but not wishing alone. We must wish hard

enough to force ourselves into action that will accomplish our desires.

The wisdom literature of the East, found in Proverbs, points out that the sweet reward of desire realized, demands effort.

We must act. The man who only waits for things to turn-up, usually finds that his toes do first.

The fellow with a girl on the string often finds she has been busy weaving it into a leash.



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Western College of Auctioneering

Pictured on opposite page is the March, 1974, graduating class of Western College of Auctioneering, Billings, Montana. Left to right.

SEATED: Ed Dayton, Camrose, Alberta; Jack Ellis, Roundup, Mont., instructor; Bob Thomas, Billings, instructor; Mike Coolidge, Billings, instructor; Bruce Buechner, Wynnewood, Okla.; Lee Gandy Sr., Weiser, Idaho; David Paniuak, Green Acres, Wash.; Bill Hagen, Billings, instructor and founder.

SECOND: Steve Heniger, Cardston, Alberta; Jerry Murrell, Ames, Iowa; Jim Sannon, Billings; Morgan Hooper, Lovington, N.M.; Ben Carpenter, Clackamas, Ore.; Shirley Duncan, San Francisco, Calif.; Dean Lewis, Helena, Mont.; Frank Dusbery, Cardston, Alberta; Hal Loff, Hampden, No. Dak.; Wilfred Attfield, Vermilion, Alberta.

THIRD ROW: Patrick O'Connor, Mobridge, So. Dak.; Ralph Stark, Rapid City, So. Dak.; Fred Evans, Langon, Ontario; Robert Harmoning, Red Lake

Falls, Minn.; Richard Cosman, Phoenix, Ariz.; Jerry Dormeier, Wadena, Minn.; Richard Wiggins, Rocky, Okla.; Mack Tipton, Billings, Mont.; Bernard Pitman, Bryant So. Dak.; Bob Mann, Aberdeen, Idaho.

FOURTH ROW: Larry Strathe, Lisbon, No. Dak.; Kevin Gardner, Hamilton, Mont.; Charley Powell, Albuquerque, N.M.; Rick Sannon, Billings, Mont.; Robert Mikalson, Moscow, Idaho; Larry "Doc" Stokes, Bremerton, Wash.; Roger Cole, Henderson, Colo.; Edward Snyder, Rock Springs, Wyo.

BACK ROW: Lyle Jones, Sugar City, Idaho; Mel Sines, Caldwell, Idaho; Gary Klepper, Penhold, Alberta; David Millsaps, Orland, Calif.; Lee Brady, Santa Maria, Calif.

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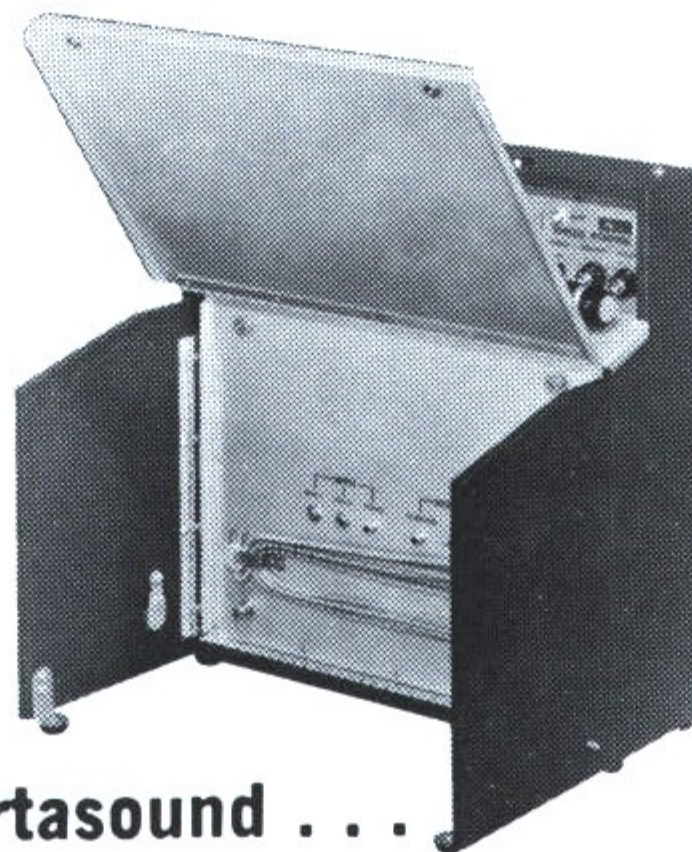
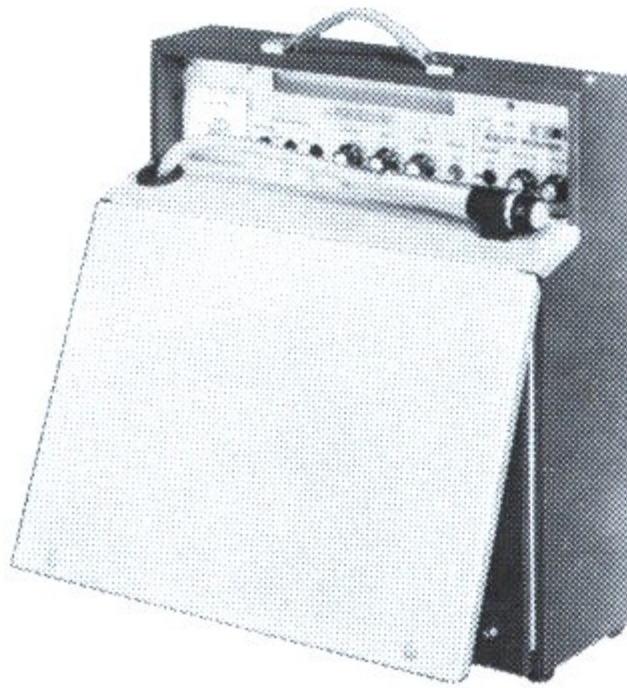
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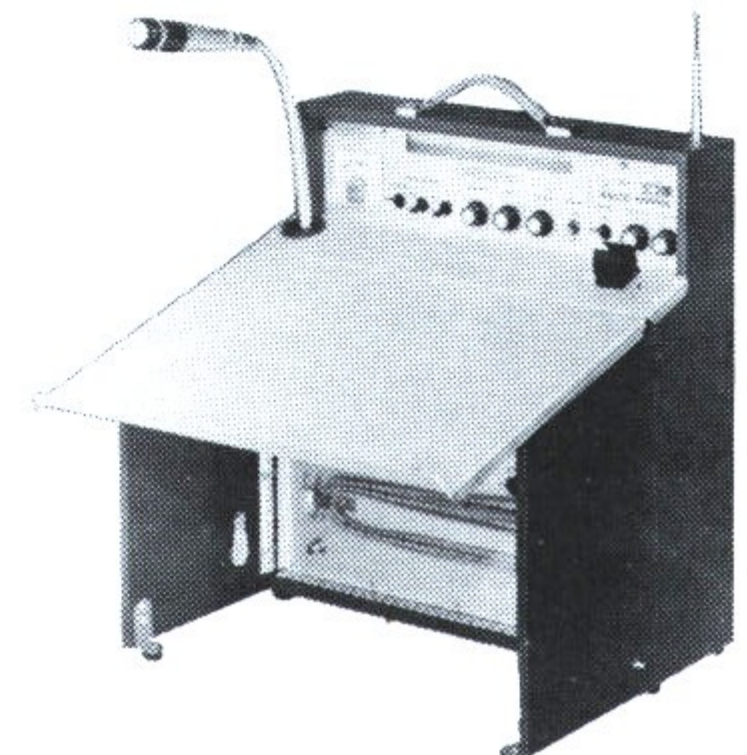
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Yesteryear's Auctioneer Needed a Strong Voice

**(From the Martin County Independent,
Fairmont, Minn. July 15, 1918)**

Years ago when Fairmont was merely a struggling village, one of the most spacious, mysterious and useful landscape features was the big pasture southeast of town, where nearly every citizen kept a cow or two, and some of the more opulent, several old plug horses, at a cost of pasturage per season when compared with present prices that appeared about like a horsefly on an elephant's ear.

In the East Blue Earth avenue house now owned by Sheriff Carver lived one, T. Strickland Fisk, who was too ample physically for much exertion in hot weather, and possessing a voice as powerful as the Bull of Basham and as willing as our most ambitious orator.

Instead of wearily wandering afield at eventide in quest of his old cow and heifer, it was the fixed habit of T. Strickland, just before sundown to gravely carry a big rocking chair and sofa pillow out on to the front porch, seat himself with a swishing sigh of satisfaction, and while slowly rocking back and forth, lift up his 42-centimeter voice and steadily roar, "co boss! co boss! co boss!"

The mighty throb of this full-voiced chant would echo o'er dusty hilltop and through slough grass bottoms and continue until Old Spot, perhaps two miles away, suddenly raised her head, listened a minute, then slowly started for the far away pasture gate, closely followed by the red heifer, and a little farther back, the scarred, shaggy and decrepit two old Indian ponies. The mighty throb of the "co boss" chant would not for an instant cease until all four animals stood at the exit switching flies while patiently awaiting the gates ajar, which was sure to be realized soon after the close of the ponderous front porch pastoral chant.

Why work when the same thing can be accomplished by sitting down and hollering?

Dear Bernie:

Years ago, before whispering in microphones became fashionable and noise pollution was unrestricted, an auction-

eer's voice was a big part of his stock in trade.

The enclosed excerpt from a newspaper article indicates that T. Strickland Fisk must have been pretty well blessed with that commodity. During the early 1900's he was president of the National Auctioneers' Association in operation at that time. "Fisk's Auction Methods", known to many auctioneers years ago, was a production of his, probably compiled in the same rocking chair from where he called the cows.

Items like this float to the surface when we go through ancient newspaper files for historical stories. Thanks for the splash across the country this month.

Always,
Walter Carlson
Trimont, Minn.

An Auctioneer's Thoughts

**With a determination within My Soul
Like the great fire of India.**

**I will and shall by the grace of God
maintain my present position in Life**

**And shall dedicate myself to hard labor
by and with whom whoever it becomes
necessary to move forward to one goal**

**To establish a good thought within each
and every mind of the people who I
meet and when time comes that Life
is no more**

**My century thoughts is to have estab-
lished good will to each and everyone.**

**Col. A. G. Dick Miller
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OTHER OFFICES IN PRINCIPAL CITIES



Pictures taken during the auction of personal property of the late "Stringbean" Akeman. Upper left is a view of "Stringbean's" modest home.

Estate of Grand Ole Opry and Hee Haw Television Star Sold at Auction

By Hubert D. Songer

David (Stringbean) Akeman, nationally known country music entertainer for thirty-two years on Nashville's Grand Ole Opry and on the nationally televised show "Hee Haw," lived a very simple life in the beautiful hills of Tennessee on his 140-acre farm. On the night of November 10, 1973, returning from a performance on the Grand Ole Opry to their home near Ridgetop, Stringbean and his wife were shot to death.

One of the last steps toward settling the couple's estate — to be divided among their heirs — was an auction. On Saturday, March 2, 1974, centered in the hill surroundings, the auction of personal property and farm real estate was conducted by George P. Howell and Sons Realty and Auction Company of Madison. This firm is operated by Colonel Billy Howell and his son, Hugh. Items sold were all of the personal property and the 140-acre farm, with the exception of Stringbean's banjo and one of his hats. The heirs had given the banjo and hat to the Country Music Hall of Fame.

Ably assisted by sons, Hugh and Gwynn, and by Colonel James Thompson, Colonel Billy Howell started the auction at 10:00 A.M. However, long before that time, bidders and curiosity seekers were arriving in such numbers that a traffic jam was created at the entrance to the farm.

The Nashville Metro Police were in attendance and did an excellent job throughout the day of not only patrolling the crowd but also of directing traffic in and out of the farm. In addition to parking on the farm, the two roads leading to the farm had cars parked on both sides of the road for over three miles in each direction.

Police flying over in a helicopter estimated the crowd at approximately 5,000. This, plus the number who drifted in and out during the day, brought the total estimated attendance to 10,000. One

thousand sixteen people registered for the bidding privilege and the bidding was spirited for the personal items — many of which were used by Stringbean on the stage and in his private life.

A green felt hat worn by Stringbean — one of those he would flip in his inimitable way — was sold by Colonel Howell to an avid fan for \$40. A pair of worn blue denim overalls went for \$20. A script for an old Prince Albert Grand Ole Opry Show starring Stringbean and Red Foley brought \$19.00 and another with Minnie Pearl brought \$15.

Stringbean's personal 1974 Cadillac which was purchased in October at a price of \$6,530.00, brought \$7,450. The car, with only 2,800 miles on it, was purchased by Pigeon Forge Car Museum of Gatlinburg, Tennessee.

Stringbean was an avid fisherman. Two of his fishing rods were bought by his brother, Bob, of Scottsburg, Indiana, for \$65 and \$55. His old straw fishing hat brought \$13.00 and his fishing boat and 65 h.p. motor went to John Van Cleve of Hendersonville for \$2,200.

One of the highlights was the sale of his fishing tackle box and contents which, after spirited bidding, brought \$140.

While Stringbean Akeman was living, his albums sold commercially for about \$5.00 each; but at the auction his last album, "Me and My Old Crow Got a Good Thing Going," brought \$11.00; and many were passed out to the crowd at this price.

The farm of 140 acres containing the modest little home of the Akemans and another house, formerly lived in by Grandpa Jones of the Grand Ole Opry and Hee Haw fame was divided into four tracts and sold individually. Later, tracts two and three were regrouped. Tract one of 27 acres brought \$35,600. Tracts two and three totaling 70 acres brought \$48,500 and tract four of ap-



Col. John R. Fishdick, Eagle River, Wis., (Life Member of the NAA) is shown conducting the largest art auction held in the southwest, at Carlsbad, N.M. Artists from seven states exhibited their works, including such southwest notables as Peter Hurd, Roderick F. Mead, Chet Kuriecicinski, etc. Sponsor of the Show-Auction was the Carlsbad Area Art Association.

proximately 43 acres brought \$27,000. The total figure for the 140.49 acres was \$110,000 cash. The total sale of real and personal property was \$130,000.

This sale concluded at 6:00 P.M. and was conducted in a very professional manner by Colonels Billy Howell and Hugh Howell, assisted by Gwynn Howell and James Thompson. Colonels Billy and Hugh Howell are members of the Tennessee and National Auctioneers Association. The convenience and personal comforts of the crowd were well taken care of. Three catering services provided food and drinks throughout the day. The Nashville Metro Police Department did an excellent job in a very courteous manner, assisted by the police helicopter in patrolling the traffic.

As a sequel to the March 2nd sale, Colonels Billy and Hugh Howell sold the Akemans' modern summer home at auction on Saturday, March 9th. This summer home was located in the wooded hills of the beautiful Center Hill Lake properties near Smithville, Tennessee.

There was lively bidding for the property which was sold to Potter Truck Lines of Nashville at the auction bid of \$27,500.

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By Chuck Cumberlin

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Next auction you list, why not follow the advertising with special interest. Do your own write up and brochure lay out. Strive to make your advertising distinctive - not like everyone else's as so often happens when it is left up to the printers.

Printers in any given locality usually settle into a certain pattern and most auction sale bills take on the same look, only the auctioneer's name is changed. You soon can tell by a glance which printer did the work!

As an auctioneer, we are all individuals. Lets project ourselves into our advertising. Many times our very first contact with future business is our printed advertising. Does it do anything to build your company's image and are you getting full mileage from your advertising dollar?

Logos or trademarks are very good. The public soon recognizes and remembers a distinctive mark. That alone guarantees your auction sale bill will always have an eye catcher when among several.

How about the quality of paper and printing, Did you ever check the difference between paper quality and costs — maybe you just might be surprised that there is very little difference. Good paper provides the printer with needed flexibility in copy reproductions, pictures, offset printing, etc.

A few extra dollars spent on the auction sale bills might let yours stand out on the bulletin board. Next time you post one - step back and take a long hard look, is it one to be proud of? Don't be satisfied until yours is the best of the lot.

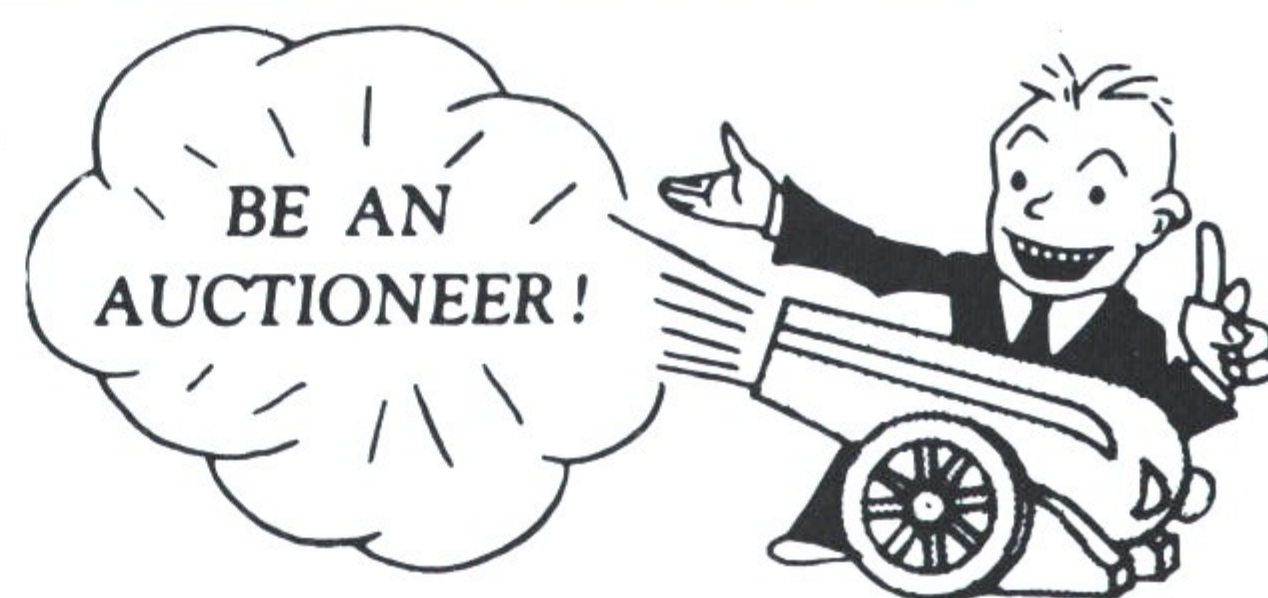
Print shops are continually upgrading their equipment. Offset printing offers many possibilities that most of us are not taking advantage of. Pictures can now be used very effectively and it's economical too. First chance stop by your local print shop, your printer will welcome the opportunity to show and explain his operation and you just may come up with some brand new ideas to highlight your advertising.

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The rules are very simple. You **MUST** be a member of the National Auctioneers Association, **AND** you must use either the words "Member of the NAA", or the NAA emblem, on the advertising piece. Each piece must be in the hands of the National secretary at least one week before the Convention.

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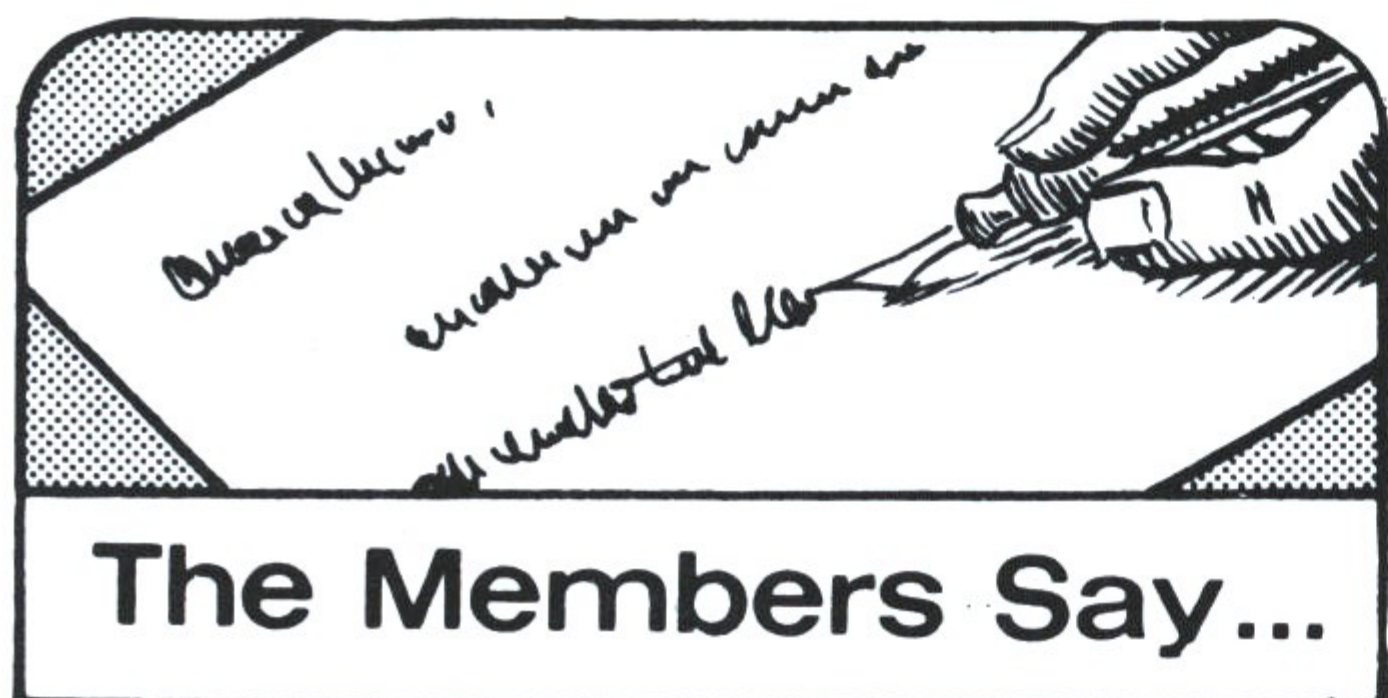
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 Ladies Auxiliary to the NAA



Dear Bernie:

We just returned from Phoenix, Ariz., where we sold an Indian Art Auction. It was held in Del Webb's Town House for the Fowler McCormick Estate. This auction was the largest Indian Art Auction on record. The sale grossed \$45,821.50.

The auction was contracted and managed by PUEBLO ONE INDIAN ARTS (Richard and Charles Cleland) Scottsdale, Ariz., and ASHTON GALLERIES (Mr. and Mrs. Robert Ashton) Scottsdale, Ariz. I was the auctioneer, my wife clerked and our two sons were ring men.

The sale was held in five sessions, March 15, 16, 17. Buyers and collectors from all over the United States and from Europe were in the audience. The merchandise was on display for inspection from noon until 6:00 P.M., Friday, then the first session started at 7:30 P.M. The merchandise was lotted and catalogued and sold in numerical order as shown in the catalogue.

The highest priced item was a Navajo Concha Belt. It sold for \$7,500.00. A Navajo Turquoise Jacales Necklace sold for \$6,500.00. A Yavapai Basket sold for \$3,800.00. All types of jewelry, rugs, blankets and all items sold brought excellent prices.

This sale is certainly the highlight of my career so far. We are in the process of booking more sales with these people who we worked with on this McCormick Auction.

Sincerely,
Dallas R. Rarick
Durango, Colo.

Dear Bernie:

We recently went to Mexico for a two week tour by train. We had four days in Mexico City. One evening we were sitting in the hotel lobby when some familiar looking people went by. As it turned out, they were auctioneers from Colorado, Mr. and Mrs. J. L. Sears and their family. We had a very nice visit with them. We go downtown Annandale and

never see anyone we know but we go about 3,000 miles from home and meet someone we know.

While in Mexico we couldn't get the people to understand what an auction or auctioneer was — even by using the Spanish word for auction. We did see two jewelry auctions in progress in Mexico City. Sat in for a few minutes. The auctioneers were what we call "Talkers" — had no chant.

Sorry we missed the Virginia Auctioneers annual meeting but we had our dates mixed up and by the time we realized it an auction had been scheduled and advertised and was too late to do anything about it. Look forward to seeing you and all our auctioneer friends at the National Convention.

Sincerely yours,
Ronald I. Tull
Annandale, Va.

Dear Mr. Hart:

Enclosed is my check for dues and for my name to be on the booster page. As of April 1, I will begin my third year of membership in the NAA. I missed something like twenty years of "Pops Ponderings" by Pop Hess. I feel I have missed very much. Has the association thought of compiling Pop's articles into a book, or going back as far as you can, and reprinting them? Either one would be fantastic for those of us that haven't even started to cut our teeth in the auction business.

Thank you,
Bill Harper
Torrance, Calif.

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This picture, in color, was a prize winner in an amateur contest for Mrs. Sidney Reed, Penn Yan, N.Y. The auctioneer "in the frame" is Victor Pirrung, an NAA member of Wayland, N.Y.

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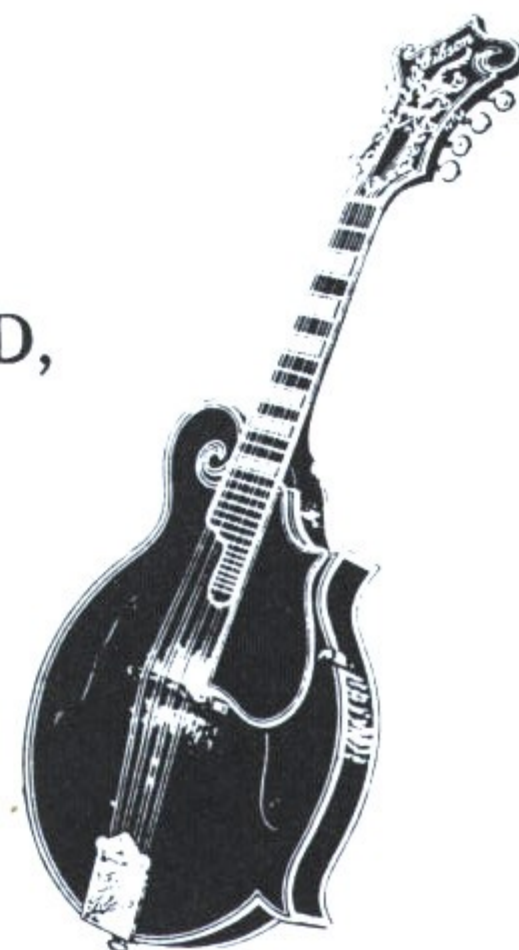
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And Snow Caps lying around.
Where the Wind is Chilly at day and at
night.
That is where you will find me around.

I wave the flags on Tall buildings,
And ruffle the hair of the girls on the
ground,
At all the beaches and coves of the sea
you will find me there.

I'm the wind that blows from East to
West,
you breathe me at day and at night.
Every year at Springtime I keep the
Kites up High.
And many miles up in the sky I keep
the airplanes high.

You can not see me — only hear me.
The Trees they wave up and down.
Many wonders have I created,
With my swirling funnels upon the
ground.

I am the wind that blows from North to
South;
to East to West.
I will always give you a chill.
And many seasons of the year you will
find me pleasant to have around.

I am sometimes as ruff as the lion or as
meak as the lamb.
I can toss the largest ships at sea and
smash them on the rocks.
I am sometimes strong and sometimes
weak, although it is nice to have me
around.

I move the clouds which bring you rain,
that falls upon the ground.
I am the VERY LIFE of you,
So grateful you should be.
I give you life upon this earth
So Humble you should be,
to GOD the one who created Me.

Col. A. G. Dick Miller
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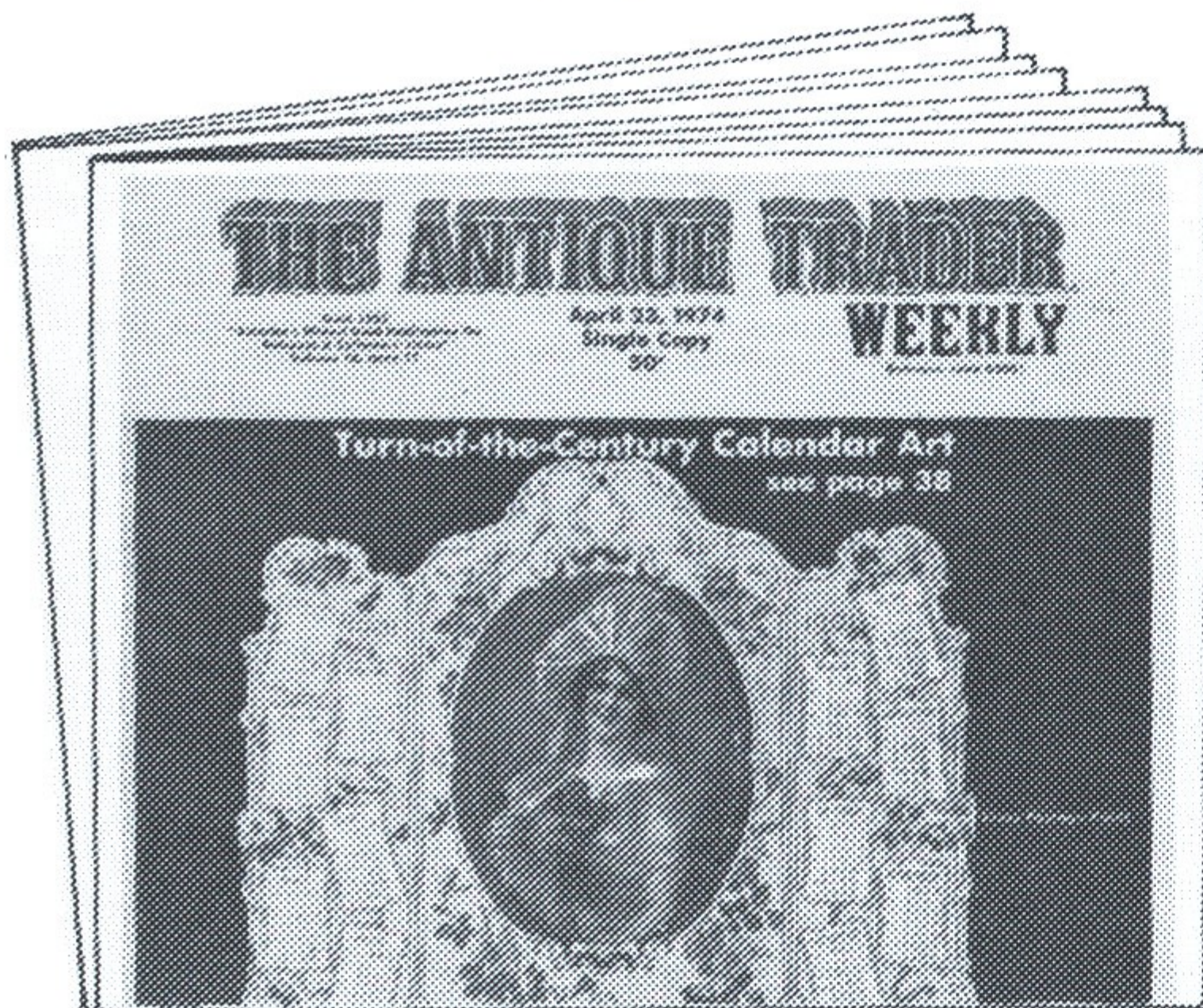
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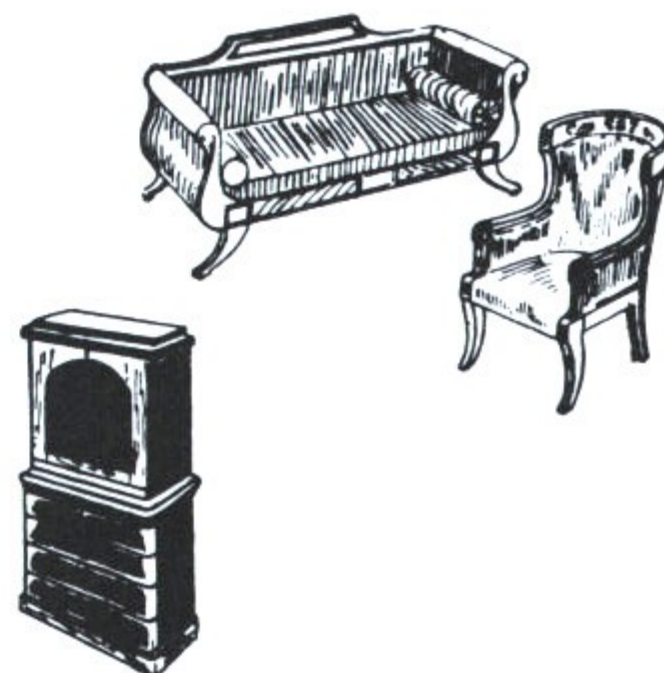
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Across The Country

BY BERNARD HART



National Auctioneers Week (April 1-6) received its best promotion in history during the 1974 event. Never before have so many state organizations gone to their respective Governors and obtained signed proclamations. We will not attempt to list them here as we know we have not heard from all of them at the time this is written but those who have reported to date exceeds by far any previous year.

This is proof that if this special week is going to be designated it is the responsibility of the State Auctioneers Associations and the members at the grass roots level to do the promoting. Like other national trade organizations, we have tried to promote it from this office. We have failed in the past. This year's success is proof that all we can do from here is offer suggestions. The real promotion must be done by the members.

In attending state conventions this year I have been pleasantly elated at the testimonials of those present who attended the January Seminars. The last two conventions were Montana and Kansas and the good things these people were telling their fellow auctioneers about the Seminars made one wonder how any auctioneer could afford NOT TO ATTEND. But, on the other side of the coin, when we asked for comments and suggestions on the Seminar Program in the March issue of THE AUCTIONEER, only ONE reply was received. Do the members have full confidence in the way they are being conducted or is it that they just don't care? I guess we'll never have the answer.

On this same subject, the current issue of THE MISSOURI COLONEL, official publication of the Missouri State Auctioneers Association, contained some fine testimonials from seminar registrants.

"We Sell It Like It Is . . ." the title of the new brochure which was enclosed with the April issue of THE AUCTIONEER has created more interest than any project initiated by the NAA in the past

20 years. We are basing this statement on the way orders for the brochures are pouring in from the members. We thought our initial printing would last more than a year but if orders keep coming at the pace of the past week we will be re-ordering by July.

We did not receive a report, we did not see it in print nor did we hear it on the radio but we have been informed that Dick Shea, Sterling, Nebr., sold at auction a tract of unimproved farm land in Cass County, Nebr., for \$1200 per acre, said to be a record high for this type land in the area.

At the Montana Auctioneers Convention, Bob Penfield told those present that if they attended the 1974 National Auctioneers Convention in Medora, it would be a experience they would never forget. When one considers the fact that the average person has forgotten 50% of what he knew five years ago this would seem to be a strong statement. However, there is no doubt of its truth. The manner in which this 1974 convention is building up guarantees it to be AN UNFORGETTABLE EXPERIENCE FOR THOSE WHO ATTEND. And how can any auctioneer not attend?

In the past 20 years I suppose I have heard all the excuses and I can assure you that only a few are acceptable — least of all the one about the man who just had to have an auction that week. I'll be looking for you in Medora, July 23-25.

KIDS ALWAYS OVER-ESTIMATE THEMSELVES AT THANKSGIVING. These three youngsters were talking and one of 'em said, "I'm gonna have three helpings of turkey, four helpings of stuffing and five pieces of mince pie!" The second kid said, "I'm gonna have four helpings of turkey, five helpings of stuffing and six pieces of mince pie!" Not to be outstuffed, the third kid said, "I'm gonna make a big pig of MYSELF!"

HERE IS WHAT YOU HAVE BEEN WAITING FOR THE NAA PROMOTIONAL BROCHURE

This brochure was prepared by a professional ad agency with the help and guidance of our Film and Brochure Production Committee. These are now available to all members at 20¢ each. Please fill out the order blank below, and mail to NAA Brochures, 135 Lakewood Drive, Lincoln, Nebr. 68510

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The Lighter Side...

LIFE

There seems to be much excitement and anxiety in many quarters because scientists are trying to produce life in a laboratory. Can't understand all the concern. It shouldn't be too difficult, if the lab assistant is pretty and willing.

TRAINING

The retiring training director was giving some tips to his successor. "Of course you'll pay attention to your trainees who score A and B in your quizzes and workshop evaluations. But don't ignore the C trainees. One of them might be the company's next president."

WELCOME

A woman was asked if she had ever made the long trip to California to visit her son and his new wife.

"No," she replied, "I've been waiting until they have their new baby."

"Oh, I see," said the friend, "you won't want to spend the money for the trip until then."

"No, it isn't that," the woman explained. "You see, I have a theory that grandmothers are more welcome than mothers-in-law."

FIRE

"Come quickly, our house is on fire!" shouted the housewife into the telephone.

"How do we get there?" asked the fireman on duty at the firehouse.

Responded the housewife: "Don't you have your red truck anymore?"

PROPHECY

Congressman's wife went to a fortune-teller to learn of her future. "Prepare yourself for widowhood," announced the crystal ball gazer. "Your husband is about to die a violent death."

The wife sighed deeply and asked, "Will I be acquitted?"

INTRODUCTIONS

"I'm Mr. Pearson's wife," said the

brunette, introducing herself to a blonde at the company picnic.

"I'm his secretary," said the blonde.

"Oh," said the brunette, arching her eyebrows slightly, "were you?"

COMMUNICATIONS

Jazz musician attended church one day and after the service, complimented the minister.

"You really flipped me out, man," said the musician, "That was a groovy sermon."

"I'm happy the sermon pleased you," the dignified pastor said, but could not resist adding, "I would appreciate it, though, if you could express your approval in less vulgar terms."

"Sorry, daddy," said the jazz-man, "but that's just my way. I just want you to know that I dug your sermon so much I flipped a C-note into the money pot."

"Cool, man," said the minister.

THINKING

It usually takes most of us about a half hour longer to tell what we think about a given subject than to tell what we know.

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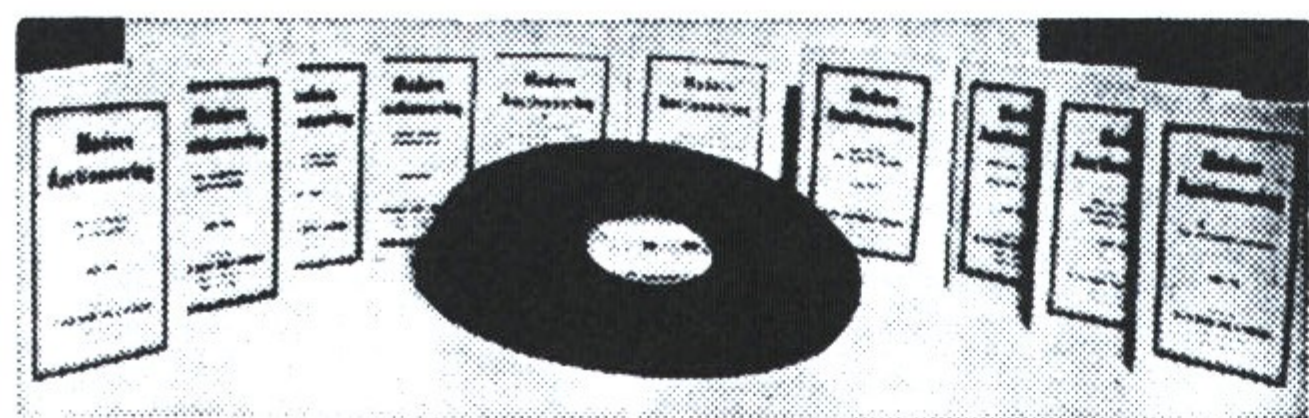
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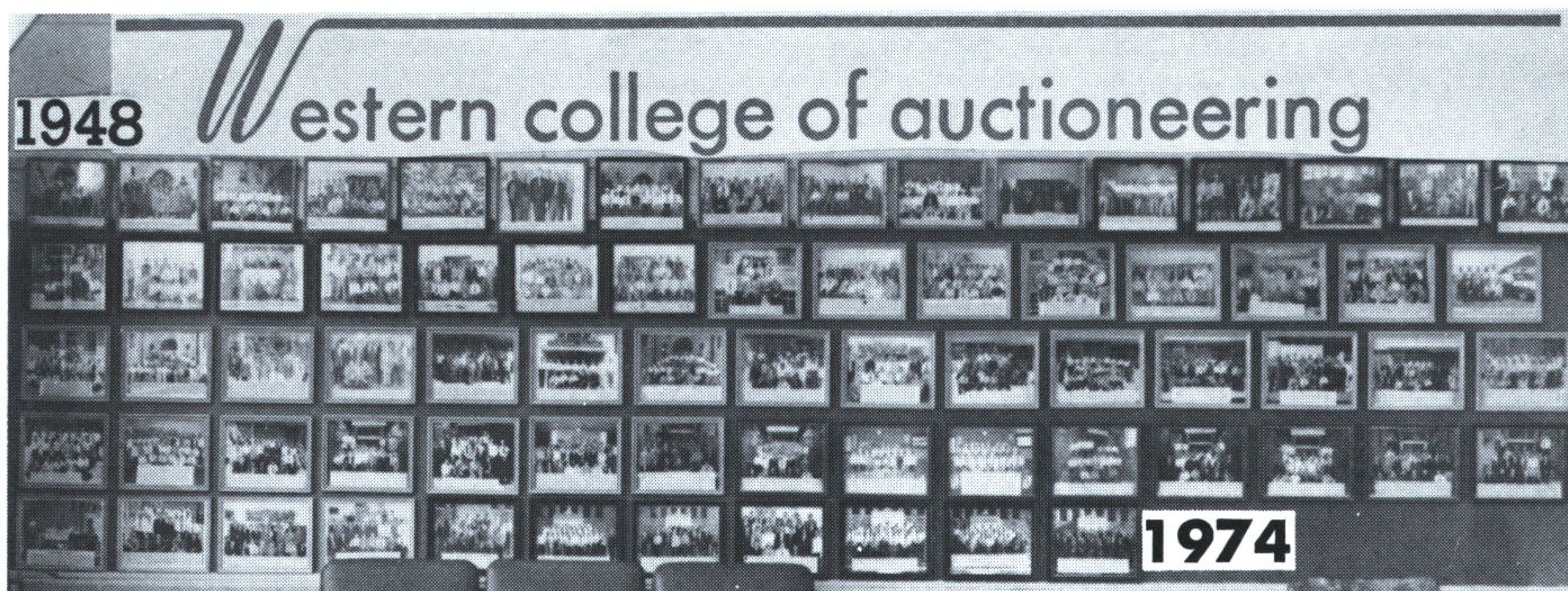
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STANDARD CLERKING SHEETS . . . Form No. CLS-2

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STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.

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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

CONSIGNMENT CONTROL . . . Form No. CC-73

8½ x 11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC1-69.

250 sets \$16.50 / 500 at \$32.50 / 1,000 at \$59.50

FINAL SETTLEMENT FORMS . . . Form FS-69

8½ x 11", 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.

\$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.

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

PERSONAL PROPERTY CONTRACT . . . Form No. PPC-69

8½ x 11", 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.

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

AUCTION PROMOTION SCHEDULE . . . Form No. APS-72 8½ x 11. 50 sheets per pad. Column to list seller's name, property location, date, estimated cost, date ads ordered, amount paid and amount advanced by seller. Itemized by newspaper, radio-T.V., signs, sale bills, postage, addressing, labor for tagging, clean-up, security, etc.

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

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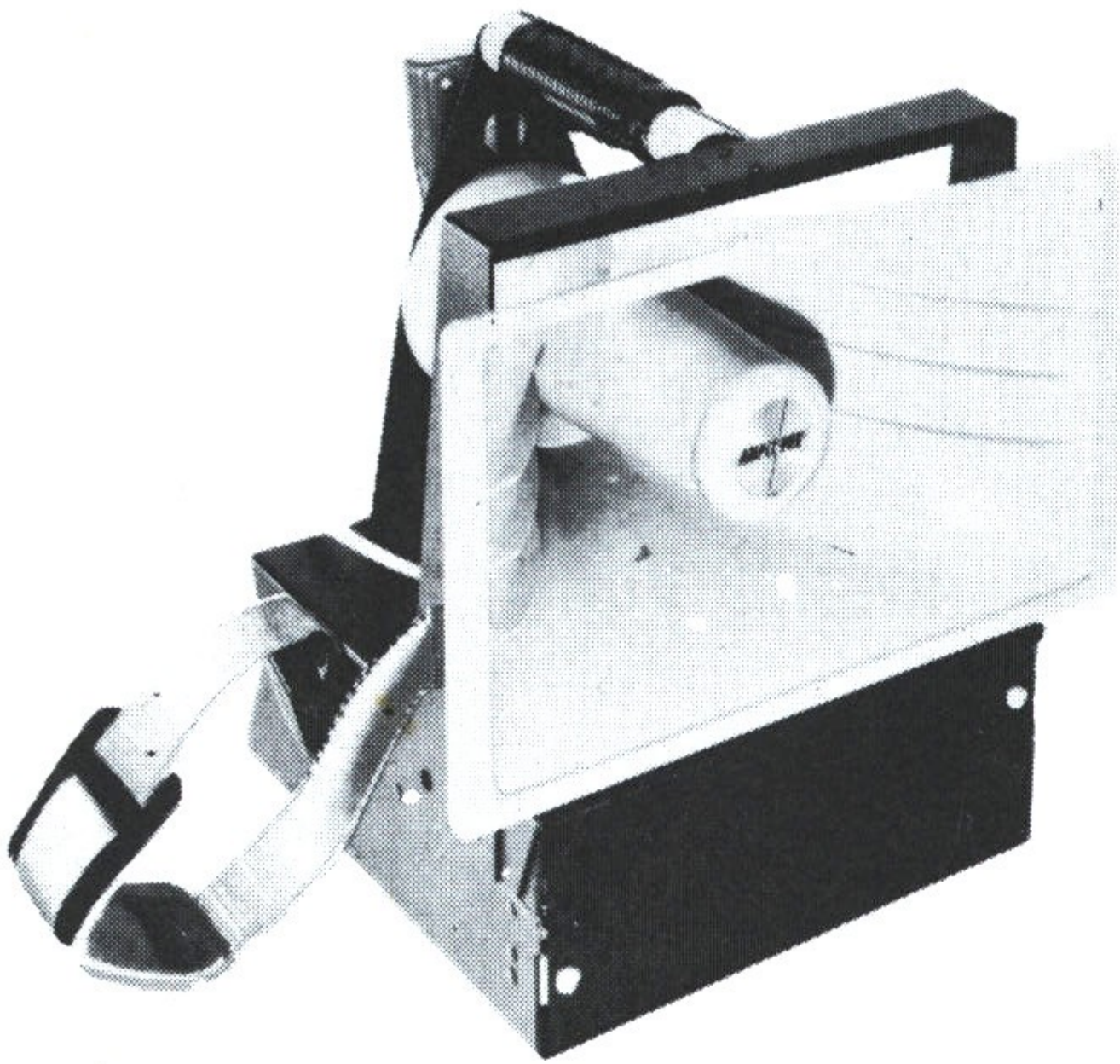
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