

VOL. XXII NO. 2 FEBRUARY, 1971

THE auctioneer



\$98,000 FOR CHARITY See Page 4.

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THE **auCTIONeer**

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What's Right With America

By Col. Ernie Niemeyer

Past Director National Auctioneers Assn.

Having enjoyed the privilege and opportunity to serve and work with the American public in many ways in the past 20 years, encourages me to make the following assessments. This great land that is called the United States of America is still by far the best place in the world to live, to raise your family, and to enjoy the rewards and challenges that are available. This isn't said with any great flag waving or patriotic gestures, but simply on the premise that the advantages and privileges, that can be had for the effort, by far outweigh anything that any other Government could offer. Proof of this is the increase number of immigrants from all over the World continuously migrating to this Country.

There is a growing tendency, by a small not noticeable minority, to make drastic changes in this Country's political, moral and social structure. In many ways it's quite alarming when a few dissenters can almost completely disrupt and force changes to our well established educational institutions and can create chaos by destroying property and disrupting the operation of Government in some of our large metropolitan areas. The sad part of the intent and reasoning of the leaders and followers of such acts of violence, is that when they are challenged as to what is their alternative for such action, they are very vague and come up with such statements as, give it to the people, or, we will make our judgement after we have taken control. A prudent man with dedication and a sense of responsibility could not adhere to such a philosophy or would he be a part of such a movement. In many ways it shows a Marxist philosophy with a subversive attitude. The irony of this so called revolutionary group is that they are continuously taking defense on what is their Constitutional and civil rights, and are getting assistance from lawyers from within their movement to defend them. In actuality they are jeopardizing and violating the civil rights and privileges of the majority to carry out



Ernie Niemeyer

what they feel is their rights and freedom under our Constitution and the Bill of Rights.

There are two alarming attitudes in connection with this so called revolutionary movement. One is the increased permissiveness within our moral and social structure and the other is the lack of faith and determination to accomplishing something in life. These attitudes are not only detrimental to our society, but gives a bleak outlook into the future of a self-governed Democracy.

There are items of concern and noticeable inequities in our National, State, and local governing bodies. Constructive criticism and challenges need to be made against some of our leaders in Government to inform them that certain proposed policies that they have encouraged are not in the best interest of a majority of the people. But this type of criticism usually can be handled through the proper channels and within the political structure. If the inequities continue to mount and go unheeded, the elected process should be exercised to replace such

officials with qualified and conscientious persons. This process usually works, but I know there are exceptions, especially where there is a strong political machine that dominates an area. Here is where it is necessary for strong leadership to get people concerned and aware of this situation and to build pressures and organize against the powers of this machine. American History proves situations where this has been done with effective results and as recently as in the 1970 General election.

There have been interesting articles in recent newspapers and magazines on different interpretations of the inequities and suggested solutions for our present social and economical problems. The theory that I feel has the most merit in the analysis of the individual is the quest for identity. Every individual must have some kind of directive to keep him involved and then he needs to set a goal to attempt to achieve. There is definite need for a stronger moral consensus and a scheduling of priorities. Many people need to open their creative minds to take advantage of their potential that will prove rewarding in many ways. Experience has taught me that if you have the faith and desire to want something bad enough and work at it long enough that it usually is a reality. Similar attitudes would eliminate many of this Country's social and economical problems. Recently there has been strong resentment by many against any and all outspoken groups. I don't believe complete condemnation is going to solve this problem or make it go away, although stern action is necessary against outright criminal and subversive type acts. What is necessary is a job of all out salesmanship in fostering pride, initiative, and a determination to help each other regardless of race, color, or creed.

In closing let me encourage a few challenges for your consideration. Rather than complain and find continuous fault with the happenings in your neighborhood area or and in your Government, how about getting involved by participating in your School Board meetings, County Board meetings, etc. Also take the time to write a letter to your Representative in the State Legislature and to your Congressman in Washington. If you haven't already done this, I think

you will be surprised by the response and the recognition that you will receive. An area that I am deeply concerned about and have spoken out emphatically on is the continuous increase of Federal taxes and Federal powers that affect our individual lives. In reality we are losing more and more of our Home Rule type of Government in exchange for more Bureaucratic Governmental agencies. This is not only costing the individual citizen and taxpayer more, but it is taking away direct communication and governing powers that are necessary for a Community to function properly. I will admit and agree that there are areas such as in public highway, welfare, social security and a few others that it is necessary for Federal assistance. But the trend is going to far and is not only costing too much, but is actually taking away much of our decision making power and other freedoms that the Constitution and the Bill of Rights intended for the individual to have. I know that there are many people who think that the Government owes them a living. To a certain degree they may be right, but it reminds me of a statement I read recently, quote, "A Government that is big enough to give you everything can also take everything away from you." Take the time to think about some of the issues and inequities that you feel are in existence. Then with the integrity and determination that you possess, let your thoughts and ideas be known, and you will be surprised at the recognition and the satisfaction that you will enjoy.

Footballs Sold For Cancer Fund Benefit

Detroit-area merchants donated prizes for an American Cancer Society benefit auction sponsored by Aptco Auto Auction and the Detroit metropolitan automobile dealers. Held just before Christmas, the best selling items were autographed footballs by Detroit Lions football stars. Many brought as much as \$100 or more.

Veteran auto auctioneers, Lou Guidotti and Ray Austin, conducted the auction.

\$98,000 For Charity

By Lyle R. Rolfe

Aurora, Illinois, auctioneer, Col. Fred Quick and his son, Col. James Quick, are gaining quite a reputation for offering their auctioneering services to charity.

Their most recent was probably the most important charity auction to date, this being for the Cancer Research Foundation of the University of Chicago. Through their combined efforts and trading places doing the ring calling, they raised \$98,000 for the foundation. The event was held last November at the Pick Congress Hotel in Chicago, and was sponsored by the Ladies of the University of Chicago Alumni.

The Quicks were dressed in tuxedos, black ties and lace shirts, and could have easily fit in with the crowd of

more than 500 persons that consisted of professional, business and social leaders of the city.

The items sold were donated by business people and friends of the sponsors. One of the first items sold showed the fine auctioning ability of the Quicks. It was a 1971 Ford Pinto that was sold for \$500 more than the price on the sticker.

The Quick's took the hint that the audience was in a bidding mood and proceeded to get top dollar bids for items such as six box seats on the 50-yard line for a Notre Dame home game, a week in the Bahamas with all transportation included, and dinners with senators and congressmen in Washington.



Pictured with Col. Fred Quick and his son is, Ronald McDonald, the McDonald Inn Clown, whose guest appearances thrill kids from coast to coast. His guest appearances were among the many items auctioned for Charity.

Other items included boats, horses, organs, large appliances, and small appliances. They even auctioned the services of Ronald McDonald, the McDonald Clown, for personal appearances.

This is the fifth year for this event, and the sponsors said they have never had as successful an event as this year. "We have already asked the Quicks to be with us again next year," Mrs. Leonard S. Florsheim, Jr., benefit chairman said. "Having professionals do the work makes all the difference in the world. It added the needed spark and excitement to the event."

The Quicks are both graduates of Reperts Auction School, Fred in the class of 1950, and son, James, in the class of 1962. They have conducted a successful auctioning service in the Aurora, Illinois, area for many years, and have volunteered their services to PTA, church, scouting, and other groups to raise money for the groups. Fred managed a television marathon auction in Aurora for the local cancer drive several months ago.

The senior Quick is a past director of the National Auctioneers Association, past president of the Illinois State Auctioneers Association, and served as convention chairman of the National Convention held in Chicago in 1967. He was recently elected to membership in the Appraisers Association of America, qualifying as an appraiser of both personal and real property.

James is following in the footsteps of his father. At the last state auctioneers convention, he was elected as a director of the group.

Iowa Auctioneer Goes When Others Cannot

An early January snowstorm, the heaviest in many years throughout the upper Midwest, stopped most transportation but not Merv Hilpiper's dog sled. Hilpiper, a Cedar Falls, Iowa, auctioneer and his family care for 30 Siberian Huskies.

Usually used for national dog sledding events, the Huskies came in real handy after the snow storm. A 15 mile cruise through the drifts was just a warmup.

IN UNITY THERE IS STRENGTH

National Auctioneers Week

April 12-17, 1971, has been designated as National Auctioneers Week. A Committee has been named by the President to assist NAA members in publicizing the Week and they are now preparing a special packet of materials for each member's use.

A suggested news release and advertising mats will be enclosed with the March issue of **THE AUCTIONER**. The Committee suggests that each member use this material to publicize this designated Week and it will be a plan that can be used as a supplement to any other advertising a member may be doing at that particular time.

Watch for this special packet in the next issue of **THE AUCTIONEER**.

\$1 1/2 Million Land Auction in Georgia

The sale of 7,800 acres of land in Houston, Dooly and Macon Counties, Georgia's largest land auction, brought \$1,421,000.

More than 600 persons, some from as far away as Ohio and Pennsylvania, attended the auction held Saturday in settlement of the Ella Peake estate and liquidation of some of the farm land interests of Southern Tree Farms and Forest Farms, Inc.

Hudson and Marshall, Inc., which conducted the auction, said this was the largest attendance at any auction featuring strictly farm land it has ever handled.

Prices paid for the land ranged from \$100 to \$600 per acre with an average price of \$182. The unimproved land sold for approximately \$100 per acre and that with crop allotments from \$275 to \$350 per acre.

Land planted in pine trees brought approximately \$200 per acre, and the woodland acreage sold for \$125 to \$150. The portions of land bringing the highest price was close to I-75.



The Ladies Auxiliary

Dear Ladies,

Here we are in a brand New Year, 1971, and we wish for all of you a Happy New Year. We have had a most delightful Happy Holiday Season. First of all Romaine and I took off for Florida in our Air-Stream for four weeks, the last two weeks of November and the first two weeks in December. Romaine thinks that is the way to travel. Then for the Holidays our son, Robert and his wife, Charlene, and their two sons, Roger, 11 years old and Rodney, 7 years, came by plane from Denver, Colorado, and we all drove to our other son, Dana, and his wife, Ruth, and their two sons, Chad, 2 years, and Brett, 9 mo., in Akron, Pa. We spent three happy days together. It had been five years that we as a family had all been together.

We are planning now to attend the 1971 National Auctioneers Convention at Lincoln, Nebraska. Hope we can make this years convention one of the highlights of the auctioneer profession, where we can dedicate the building of our National Headquarters. We are looking forward to seeing our many friends and meeting many new ones.

Here is a recipe that I thought you might enjoy reading as it is good food for thought.

"Recipe for Life"

- 1 C of good thoughts
- 1 C of kind deeds
- 1 C consideration for others
- 3 C forgiveness
- 2 C well-beaten faults

Mix thoroughly and add tears of joy, sorrow, and sympathy for others. Fold in 4 C prayer and faith to lighten other ingredients and raise the texture to great heights of Christian living. After pouring all this into your daily life, bake well with the heat of human kindness. Serve with a smile.

Sincerely,
Ruth Sherman

Quiet people aren't the only ones who don't say much.

A Salute To Jan

by Kay Dewees

This article could also be entitled "Above and Beyond" the call of duty. This is what prompted me to write this letter to the "Auctioneer". For once again, Jan Merritt helped me solve a problem — so I'd like to recommend her as "Queen of the Day" or "Friend of the Auxiliary": JAN MERRITT!

Maybe I have more requests than most but Jan certainly takes them in stride and comes through with the best possible solution, for the auxiliary always and, as in this case, particularly for me.

At the Realtor's Convention in Chicago, our auxiliary president, Irene Erickson, came by our Missouri Auction School booth and we were chatting about the N.A.A. Auxiliary. We were discussing the ladies page of the "Auctioneer" and decided we needed some new ideas for it and were trying to think of ways to make it more interesting. We tossed around thoughts but didn't make any definite plans.

However, after returning home the idea kept popping into my mind that we ladies ought to give a little recognition to that member of our sex in the front office who takes care of all the little problems our husbands, and ourselves, have without a minutes hesitation.

For instance: since many of our auxiliary members are mothers I thought of how Jan had helped this mother have a lot of fun with the Orange Bowl game.

Our 12 year old son, Paul, is a football enthusiast. He's a player, statistician, TV game watcher, but most of all, a Big 8 fan! He was so enthused about Nebraska University that it was all he could talk about as the Orange Bowl game approached.

To add to the plot, his football coach (from L.S.U.) was busy teaching the team their plays and doing a little extra curricular bragging about Louisiana State University. Paul listened to his tips, played his heart out, but kept his loyalty

only to Nebraska.

As the Orange Bowl approached and as the Christmas season coincided, he hit on the idea of "gifting" Louisiana (his coach's nickname by this time, of course), with a beautifully wrapped gift containing a sweatshirt with big bold letters on it: "University of Nebraska."

He was very excited, but also very late in thinking of it. So he came home one night with the idea and only had a day or so to come up with the Nebraska sweatshirt.

Well, you guessed it. We called "our gal in Lincoln" and before Paul could collect even half of the quarters the team promised to contribute, Jan had it bought and sent "air mail" to us. We wrapped the sweatshirt and had it ready for the big surprise!

"Louisiana" offered to wear it to the next practice if Nebraska should, by some quirk, happen to win. (It's a small school and the football coach is now teaching basketball.) And sure enough, the coach named "Louisiana" came in wearing the Nebraska sweatshirt the first practice after the Orange Bowl game. This little Big 8 fans thoroughly enjoyed seeing their Louisiana coach trotting around in a Nebraska University sweatshirt.

And all thanks to Jan and her quick response to a little request. It's a simple story but heartwarming to any mother.

So here's to Jan with a big thanks from the Ladies Auxiliary for all the big things she does for us and particularly the little ones!

Large Diamond Brings \$1½ Million At Auction

One of the world's biggest and most flawless diamonds brought 2,200,000 Swiss francs (\$502,855) when it came onto the market here for the first time Thursday. It was auctioned by Christie's London auctioneers. The 45.05 carat emerald-cut unmounted diamond, mined in South Africa and cut last summer, was bought by Princess Jeanne-Marie de Broglie on behalf of an unnamed European private client.

Said the young lady to the auto mechanic, "Please fix my horn, my brakes don't work."

New Sotheby's Branch Soon To Open In L.A.

Sotheby's the London auctioneering house, will open a new branch in Los Angeles next year and one of its first sales will be furnishings from the estate of striptease artist **Gypsy Rose Lee**, who died in April. The new auction house will be called Sotheby, Parke-Bernet, Los Angeles. It will be managed by staff from Parke-Bernet, the firm's wholly-owned affiliate in New York City.

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Reppert School Of Auctioneering

Pictured opposite is the Class of November 30, 1970 to December 18, 1970 at the Reppert School of Auctioneering, Decatur, Indiana. Following is their identification by rows reading from left to right in all instances:

TOP ROW: Larry L. Marshall, Mich.; Franklin Douglas Wilson, Ky.; Stephen E. Andrews, Ohio; Stoy G. Witten, Ky.; Don Richeson, Tenn.; Mike Lamberth, Tenn.; Paul V Wolfe, Ill.; Carlton R. Stephens, Texas; Duane L. Miller, Indiana; Dennis Walker, Ky.; Robert Weaver, Ohio; Delbert J. Robey, Ohio; L. Sherman Byers, Jr.; Ohio.

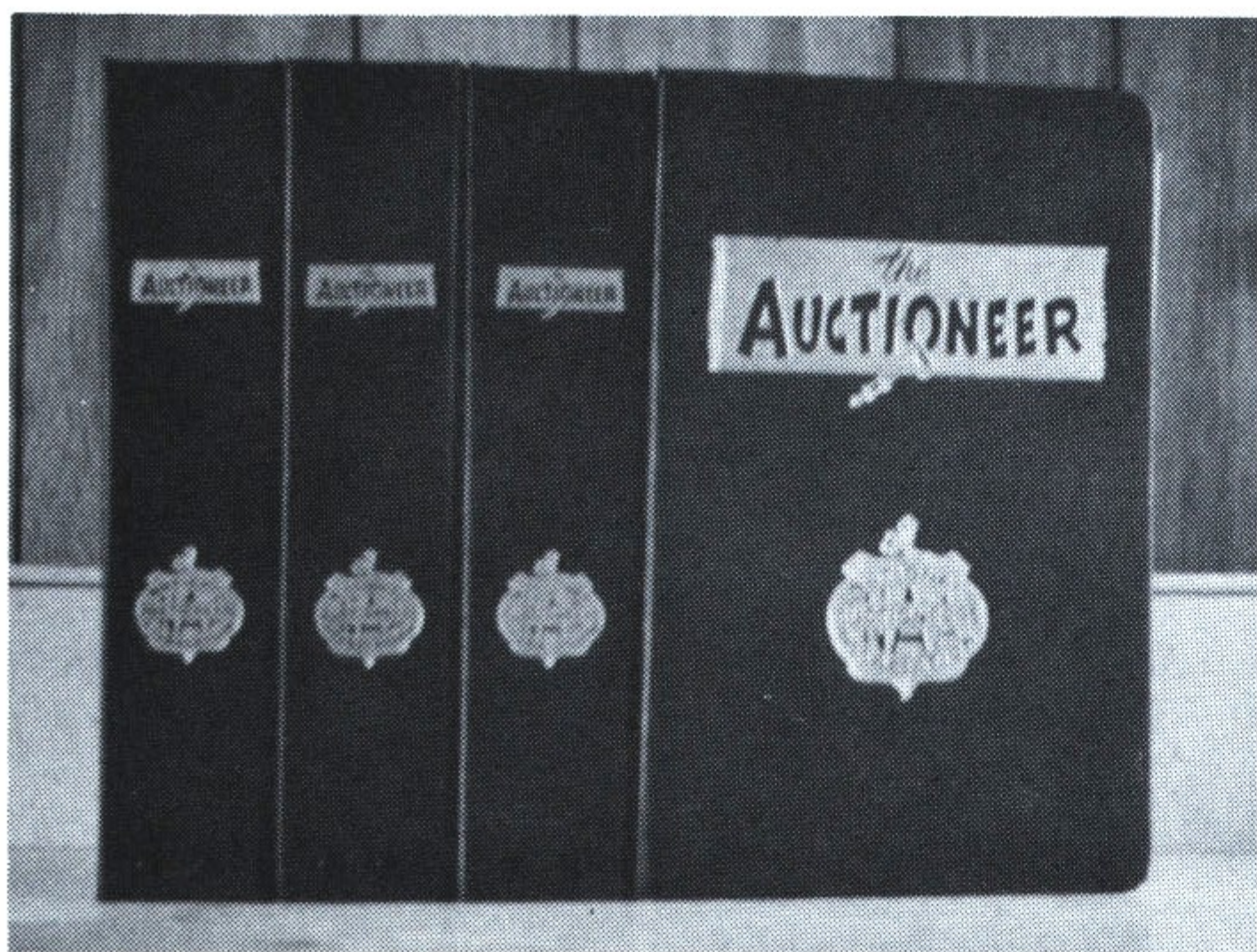
Third Row: Richard W. Oliver, Maine; Leonard John Witt, Nebr.; Howard E. Bates, Ohio; Gary Smith, Ky.; Walter Diedrich, Ohio; Ralph C. Neely, Ontario, Canada; W. Douglas West, Ky.; David E. Nower, New York; William E. Moore, Ind.; Jim Golston, Penn.; Jimmy H. Blalock, Tenn.; Leroy W. Yoder,, Ind.

SECOND ROW: R. Carl Hickam, Tenn.; Peter Burgund, Ill.; Jack Young, Ky.; Thomas D. Hedger, Ohio; Vernon St. John, Ariz.; Norman A. Barriger, Jr., New York; Robert Samuel Myers, Ind.; James Malcolm Lee, Mo.; Chris D. Wilson, Va.; Donald I. Blackburn, Mo.; Clifford W. Radant, Mich.; John R. Fedele, Sr., Ohio.

FIRST ROW: Delmar C. Bazzo, Ontario, Canada; Donald E. Higbee, Ind.; Marvin L. Ford, Jr., Ohio; Denzil Harris, Ky.; Rolland W. Lindgren, Fla.; Stanley W. Oparowski, Md.; Harold D. Milstead, Sr., Fla.; J. D. Vandergriff, Tenn.; Wayne P. Chicka, Ontario, Canada; Henry E. Rich, Ind.; John H. Barth, Ohio; George E. Menakes, Ohio.

INSTRUCTORS: (Seated) Robert Anderson, Lawyer, Ind.; Homer Pollock, Ohio; Roland Reppert, M.D., Owner and President, Decatur, Ind.; Q. R. Chaffee, dean, Penn.; Phil Neuenschwander, Ind.; H. D. Darnell, Ky.; H. Earl Wright, Florida.

A fellow who is always declaring he's no fool usually has his suspicions.



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Membership Climbs To New

High Figure of 2,877

With the close of 1970, records indicated that the active membership of the National Auctioneers Association had increased by 154 over the same date a year earlier. As has been relatively true over the years, best gains were scored by those states having the heaviest membership.

Ohio returned to the top state in members after standing second to Illinois for the past few years. Their NAA membership jumped from 172 to 209 during the year. Illinois increased from 186 to 208, making them a nose behind Ohio. This is the first year any state has ever topped the 200 mark.

Tennessee and Nebraska finished in third and fourth spots, each with minor gains for the year. Kentucky passed Indiana to capture fifth spot with 144 members, up 17 from a year ago. Indiana had four less members than last year to wind up in sixth position.

With 113 members each, Pennsylvania and Wisconsin tied for seventh high states. Wisconsin gained ten for the year and Pennsylvania lost the same number.

New York got into the top ten states for the first time with 108 members as compared with 96 a year ago, and Iowa completed the top ten with 106 members. Kansas lost its spot in the leading ten states. This was the first year that all the top ten states recorded more than 100 members each.

Following is a membership table by states for this year, last year and five years ago. Where does your state rank - and where will it be a year from now?

	Dec. 31 1965	Dec. 31 1969	Dec. 31 1970
Alabama	13	10	14
Alaska	0	0	2
Arizona	7	8	9
Arkansas	44	49	61
California	65	84	83
Colorado	45	45	41
Connecticut	10	16	17
Delaware	4	5	5
Disrict of Columbia	1	2	3

Florida	32	53	58
Georgia	16	36	33
Hawaii	3	3	3
Idaho	18	10	16
Illinois	162	186	208
Indiana	132	140	136
Iowa	88	105	106
Kansas	92	99	98
Kentucky	84	127	144
Louisiana	9	14	17
Maine	6	9	9
Maryland	22	34	36
Massachusetts	28	36	36
Michigan	55	82	90
Minnesota	23	30	34
Mississippi	8	14	20
Missouri	65	90	93
Montana	38	46	48
Nebraska	139	147	149
Nevada	1	3	3
New Hampshire	5	14	12
New Jersey	31	53	54
New Mexico	11	19	17
New York	73	96	108
North Carolina	34	61	67
North Dakota	23	27	22
Ohio	157	172	209
Oklahoma	34	57	72
Oregon	21	27	26
Pennsylvania	117	123	113
Rhode Island	4	5	4
South Carolina	13	15	19
South Dakota	23	27	29
Tennessee	87	160	163
Texas	81	97	90
Utah	2	3	3
Vermont	2	6	5
Virginia	46	69	68
Washington	29	26	29
West Virginia	15	42	36
Wisconsin	83	103	113
Wyoming	16	17	16
Australia	1	1	0
Canada	24	20	24
Puerto Rico	0	0	1
Totals	2142	2723	2877

Awkward

A couple of women, discussing the awkward stage in which they found themselves, summed it up, "We're too young for Medicare and too old for men-to-care."

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Pop's Ponderings

Exciting Day As Ohio Auctioneers Hold Meeting

By COL. POP HESS

The date of this writing is Jan. 13, a very nice day here in Ohio. It also was a very nice day Sunday Jan. 10th, when I had the pleasure of attending our Ohio Auctioneers Association annual meetings. I am a charter member of this Association and for many years, never missed a meeting. Since retirement and years after I layed down the gavel, I was always in close touch with our OAA and was more behind the curtains of activity and news reporting through this column you have had for monthly reading for the past twenty years.

While I have in many ways got my thumb on the auctioneering field for better sales service, two of my close friends made it a point to get me to this January meeting. I am so thrilled to see the progress our Ohio boys have made in building a state association, that today shows the largest state membership of any state in the U.S. Also it could be, as of now Ohio is one or near the largest in our NAA. I want to say very happily to all our Ohio boys and everyone in attendance, who so greatly honored by attendance, it will long be fresh in my years of pondering for column writing.

It was also my pleasure to meet and hear the guest banquet speaker, our past president of the NAA, Col. Jim Messersmith of Idaho. It was our first time to meet, and we enjoyed every moment of it. His talk was one the kind our auctioneers of this day and age should listen to and see, the life that a busy auctioneer can live and enjoy. Col. Jim, is the auctioneer in demand that John Q. Public wants to hire for his auction. Your writer will be looking forward to meeting him again next July in Lincoln. Convention time our Ohio Association took in a fine lot of new members, and through their business meeting they find there seems to be some unrest in the State Auctioneering

License Law. Seems the apprentice situation is off base in some spots. There is some confusion on the department handling the licenses. However, it looks like the Ohio Association will get it all back into rolling shape. The readers who have followed my past columns will recall I have often remarked, "The day will come when the auctioneering profession and its business involved will be in strong demand, and that the auctioneer be classed a strong business operation, and has been without too much control or recognized as outstanding in exchange from buyer to seller through the calling voice of the Auctioneer".

The figures would look like the Federal Government Appropriation set up. Each year we can see from all edges other interests, business professions buying and selling through private sales and are one way or the other trying to tie in some extra tax or fees or try to tie in some controls, etc. Yes, the day is now here, as I see it, the state and our NAA get in line for strong and solid footing in the auction way of selling. Each year we have states coming up with rigid state license laws and the object is due to the high total of U.S. money involved. The auctioneer is compelled to secure a state license before he can operate as an auctioneer and also be bonded.

This does not mean auctioneers are not honest, or cannot be trusted. The point that I want to bring out is, the auctioneer both in state and national is so required and covers his guarantee to the general public he has to serve. Where he is licensed and bonded to do so, he must to stay in business.

We as auctioneers should stand up for our guarantee, for it is as solid and need not be tied to other business enterprises that will try to draw some tax or fee to hold up their (Kettle of Fish). Yes, our state and national associations can make this all come through by our

membership support. By the end of July, the Shrine of efficiency in auctioneering will far glisten from our National Association Shrine, that will extend from our permanent home office headquarters. We will dedicate our Auctioneer Capitol of the U.S., Lincoln, Nebraska.

This month of February, brings back many past happenings, and much of it revolves around my living life. As it was Feb. 6th, 1880, I was born here in Ohio. On this birthday, as I am told, was a real winter day. The snow was deep and the best way to travel was by horse-back, and a horse that could walk over the deep snow drifts. This they have always told me that my father went by horse-back to the old family Doctor, to help the stork get me here and as it so happened, the stork did not have to walk, he flew and had me here at noon flat. A very fat, strong and healthy boy.

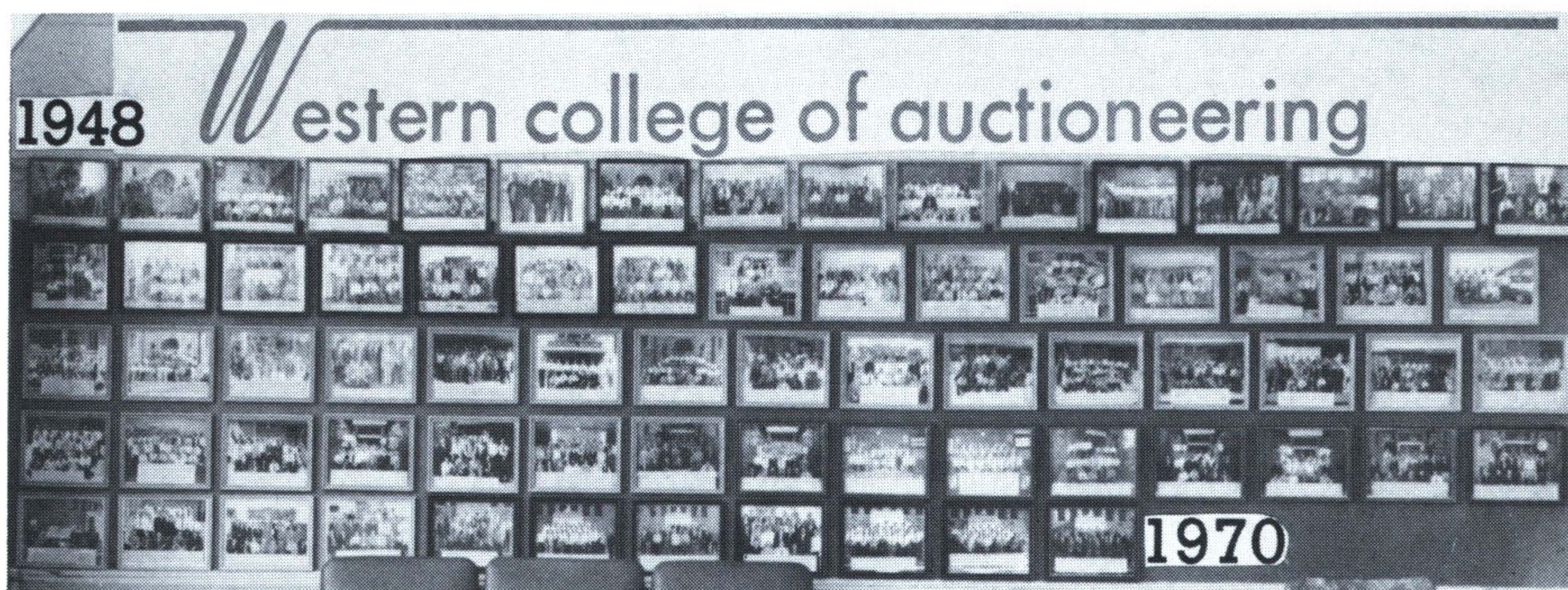
So it was on this day, Feb. 6th, 1880, I started my travels of life. As I have the past 90 years of living, I have many good memories, good times, and dates to look back, and ponder on,

Auto Show Attracts By Auctioneer's Chant

The chant of the auctioneer continues to possess as much power to impress people as ever. American Tobacco Company was among the first to capitalize on the auctioneer's chant in merchandising its products and others have used it from time to time.

Last fall, the Detroit Auto Show, held in Cobo Hall, conducted an auction each evening, replacing live entertainment that had been used in prior years. The change was so successful that the auto show management has already decided to continue the auctions another year.

At the Indianapolis Auto Show, held early in January, at the Indiana State Fairgrounds Exposition Hall, an auction was held each of the ten nights. Cars and TV sets were sold to live bidders. The ten cars offered in the daily auctions, which were open to the public, included a Vega, Volkswagen, Demon, Fiat, Pinto, Duster, Capri, Gremlin, Datsun and LeMans.



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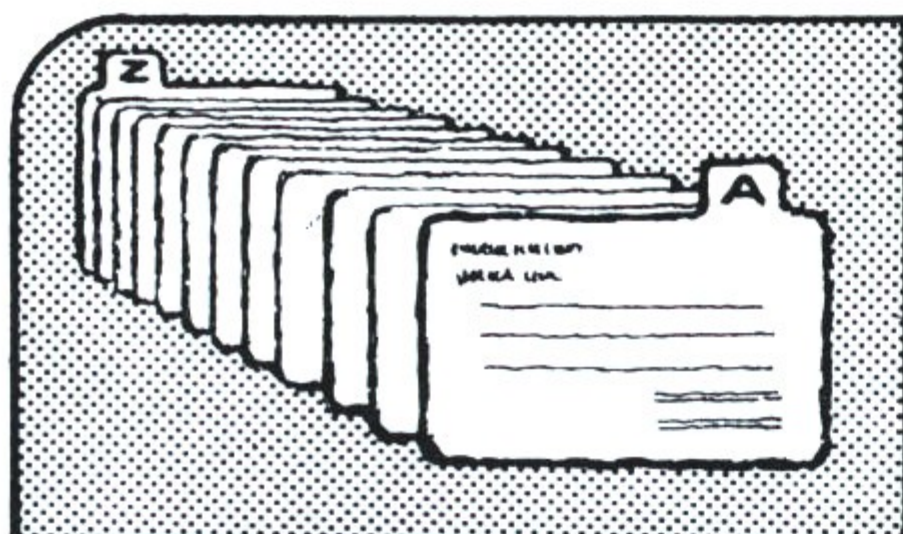
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- * James P. Spellman, Ohio
- Robert Chaffee, Massachusetts
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 William Weschler, Washington, D.C.
 Benjamin Weschler, Washington, D.C.
 Lloyd Sitter, Illinois
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 Dale Dean, Michigan
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 * Charles Foster, Jr., Kansas
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 Kenneth Light, Virginia
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 Walter Szary, Massachusetts
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 John Horton, Alabama
 Roy Wheeler, Virginia
 George D. Hand, New Jersey
 Edward Oparowski, Maryland
 Gilbert Bone, California
 James Read, Illinois
 Noble Stokes, Jr., Indiana
 Otis Hawthorne, Missouri
 Joe Pence, Indiana
 Laurence Vogel, Indiana
 G. G. Finnell, Florida
 Leo Kramper, Illinois
 Floyd McCaskill, Illinois
 Melvin Lindauer, Illinois
 W. Virge Meador, Illinois
 William Scifres, Florida
 * Richard Wilson, Illinois
 * Paul Shirley, Oklahoma
 Robert Richey, Indiana
 William Gaule, Illinois
 Brooks Thornton, Florida
 Robert Harrison, Indiana
 Gail Cowser, Illinois
 Earl Cagle, Georgia
 Michael Laurence, Alberta
 Melvin J. Manasse, New York
 Mike Merza, New York
 Dorothy Knapp, New York
 Horace York, Jr., North Carolina
 Helen Mylow, New Jersey
 Donald Steinke, Ohio
 Robert VanderVlucht, Ohio
 Ralph S. Day, New Jersey
 W. Lee Holton, Ohio
 Leo Grindley, Nevada
 Albert Robertson, Missouri
 Robert Sutton, Missouri
 D. S. Blew, New Jersey
 Ordell Darst, Missouri
 Louis Dansky, Massachusetts
 Robert J. Gallow, New York
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 Sanford Blau, California
 Abe Cantor, Illinois
 Irvin Eilers, Idaho
 * Richard Beasley, Virginia
 Lawrence Callis, Indiana
 Laurence Oaks, Illinois
 Bobby F. Cheek, North Carolina
 Amos Wittmer, Indiana

Membership, Promotion and Education

Garth Wilbur, Marty Higgenbotham and myself have been appointed to this committee and to do an effective job we need your help.

One of everyone's main concerns over the years has been the inability to attract the majority of auctioneers from all fifty states into our membership. We draw quite well from some states but many states have very little representation. By convention time in July, Garth, Marty, and I would like to formulate a definite membership plan of attack. We would appreciate any ideas you might have to help us conceive this plan.

There has also been discussion on a continuing program of education for the established auctioneer as well as the new auctioneer. The auction schools do an excellent job in the short time they have with each new auctioneer. The conventions, both state and national, are excellent sounding boards for old and new ideas. However, in order to grow we need additional vehicles of information and education to make our members more proficient and serviceable to the buying public.

Many times members come up with good ideas but fail to follow them up because they feel they will have to do the work. Give us the ideas and we will do the work.

All ideas and suggestions that come under this committee will be given consideration and eventual presentation to the board of directors. Please write or call one of us.

C. P. Terry Dunning

Mary Cole, Michigan
Vernon Cole, Michigan
Howard Overmyer, Ohio
Gary Knight, Missouri
Maury Riganto, Virginia
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Robert Payne, New Mexico
Harold Nash, North Carolina
Robert Losey, Sr., Washington
L. W. Gindlesberger, Arizona
A. J. Billig, Maryland
Raymond Henley, New York
George Roman, Ohio
* Vernon St. John, Arizona
Marshall Lashway, New York
Bill Patterson, Ohio
Earl Bland, Virginia
C. A. Morrison, Oregon
Anthony Ferolito, Massachusetts
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Robert Goldstein, Illinois
Morris Schwartz, California
Lester Martin, Indiana
David Sawyer, California
Bernard Wehinger, California
Bill Cooke, Indiana
Jim Clingan, Illinois
Don M. Johnson, California
John T. Wilkes, California
J. H. "Swanie" Swanson, Illinois

* Dwight O. Pennington, South Dakota
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 Kindell Keeton, Kentucky
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 Adrian Atherton, Kentucky
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 George Webb, Kentucky
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 Ray Wilson, Kentucky
 Malcolm Taylor, Kentucky
 Johnnie Taylor, Kentucky
 Howard Staton, Kentucky
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 Jim Merrigan, Missouri
 Paul L. Latham, Ohio
 John L. Cummins, Kentucky
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 * Arthur Hicks, Vermont
 * Willis Hicks, Vermont
 Eddie Douglas, Oklahoma
 Andrea Licciardello, New Jersey
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 C. M. Parrish, Virginia
 James A. Luggen, Ohio
 Myron Berman, Massachusetts
 Tom Baier, Ohio
 Kenneth Sherbahn, Indiana
 Jerry D. Vaughan, Georgia
 Newton Cox, California
 Arthur O'Hare, Indiana

Clayton Tschirgi, Idaho
 Gordon Barlow, Michigan
 A. S. Bontrager, Michigan
 Earl Ray, Indiana
 Joe D. Beck, South Dakota
 * Ronald Rodenberger, Colorado
 * Earl Witzel, Washington
 Clarence Marshall, Virginia
 Bill Heaverlo, Washington
 Bob Heaverlo, Washington
 Watson Van Sciver, New Jersey
 Jim Trunk, Illinois
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**(Please Allow 4 Weeks For
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History Of Auction Is Long, Colorful

By Glenn Kreuscher

The auctioneering profession ranks among the oldest known means of transferring property from one person to another.

Some of the earliest records of auctions are to be found in the written records of Babylon around 500 B.C. In the writings of Herodotus there is a discussion of the yearly marriage auction. Beautiful girls were sold to the highest bidder as the town's most eligible bachelors sought wives.

Auctions were also an effective method of sale in the Roman world where the auction took place in a facility called the atrium auctionarium. It is known that auctions were utilized in China to obtain money for Buddhist temples and monasteries.

The modern day center of attention for the auction profession in 1971 will be Lincoln, Nebraska where the National Auctioneers Association will hold their annual international convention July 22-24. During this convention the new national auctioneer headquarters now under construction at 135 Lakewood Drive will be dedicated.

Nebraska's veteran auctioneer Rex Young, of Plattsmouth, was once asked if there was one item he had not sold at auction.

Young said, "Yes, a coffin, everything else imaginable I have sold in an auction."

Among the many sale items that have been sold throughout the United States to help raise funds for the new auctioneer headquarters was an autographed football from the 1969 Oklahoma-Nebraska football game. It brought \$500 in sale at auction.

The first National Auctioneers Association emblem ring also sold at auction for \$500 to be contributed toward the new national headquarters.

Col. Bernard Hart of Lincoln, secretary for the NAA, says one of the outstanding national programs planned by the auctioneers will be scheduled to celebrate the import 1971 convention and the dedication of the new office.

Dean Fleming of Atkinson, is national NAA president.

The American auction method of selling is an out-growth of early-day auc-

tioning in England.

Some of the initial guidelines used in early English auctions are still guidelines for today's sales.

Among those early day terms was the following, "The highest bid gets the goods and if there is any doubt as to which bid is the highest the goods will be placed up for sale again."

Another guideline still in effect for sales of most items is, "Transportation of the merchandise is at the expense of the buyer, and the total purchase price must be paid within a stated length of time after the purchase."

This is now said on many sale bills by the terms, "Cash. No property to be removed until settled for."

One of the early forms of auction had some "reverse type English" and was called Mining.

In this type of auction the auctioneer would place a high price on each lot and then proceed to reduce the price consecutively until a bidder called "mine."

There is historical evidence that auctioneers had to be licensed in early England. Henry VII and Charles I made it illegal for anyone but a duly licensed "outroper" or auctioneer to sell goods by the auction method.

Editor's Note: In "Across The Country" last month we reported that long time Farm Editor of the Lincoln paper, Glenn Kreuscher, a staunch supporter of the auction profession and the NAA, was appointed Director of Agriculture by our new governor. We feel lucky that a man of this caliber found it fitting to dedicate his last article in the paper to the Auction Profession. Above is that article in its entirety.

Record Horse Price

Kansas City — Bellisima, winner of the three-gaited saddle horse class at the American Royal Horse Show for the past four shows, was sold for \$50,000 by Knoland Farm, Richmond, Ill., at the Heart of America Saddle Horse sale here. Buyer was Walter Probst, Ft. Wayne, Ind. The price was said to be a record. Over 300 horses were sold for a total of around \$375,000.

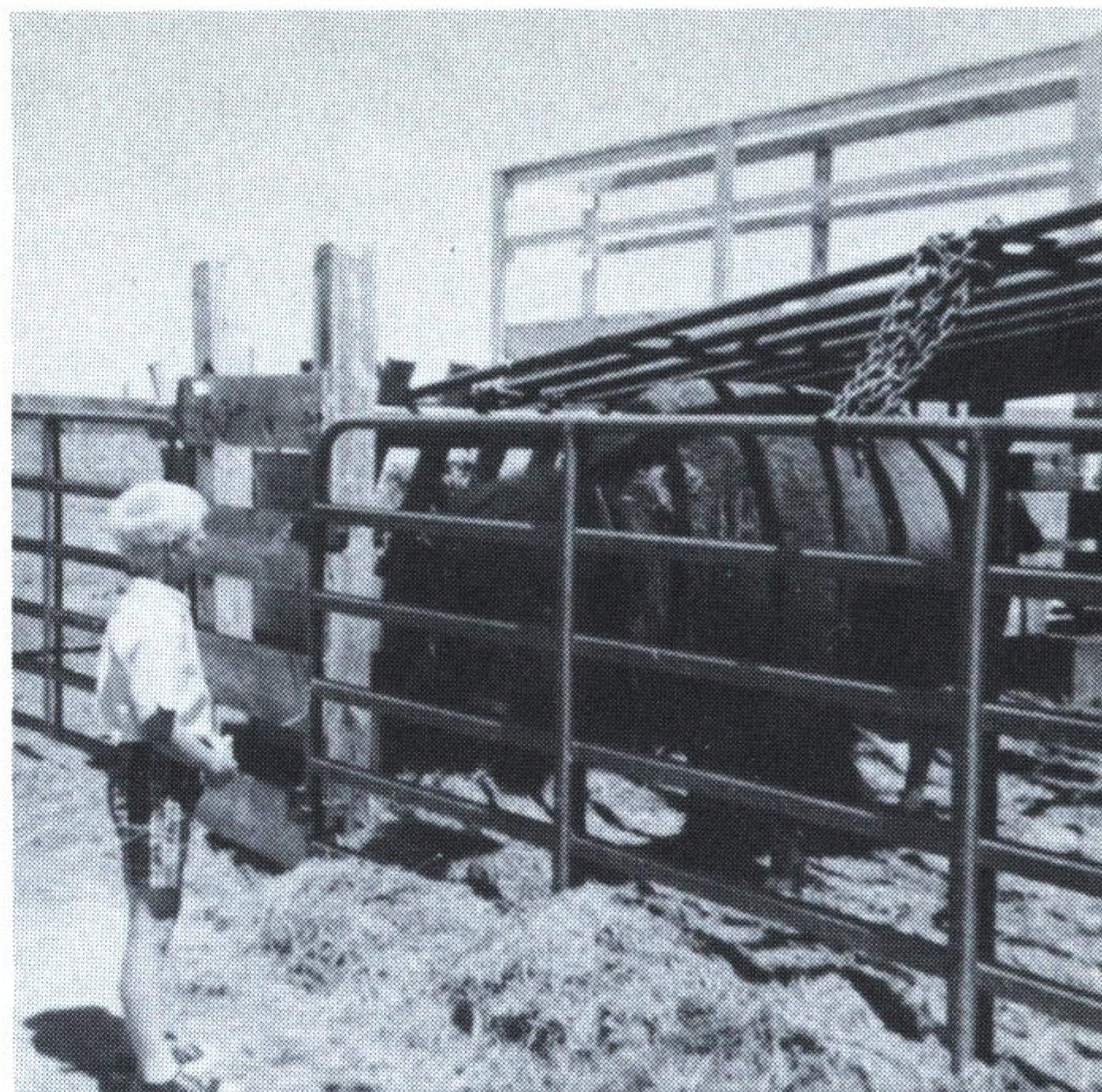
Carlson's Third Book Of Area History Ready

Walter Carlson's third volume of "Happenings in Our Neighborhood" has just been released for sale by the PROGRESS-HERALD, Trimont, Minn. The book may be purchased with paper cover for \$4.00 or with cloth cover for \$7.50.

Containing more than 100 pages and 94 photographs, maps and illustrations, Volume III covers the story of the building of roads and ditches in Martin County, Minnesota. Included is the story, with pictures, of the ox teams and crews of mule skimmers who graded the first roads before the coming of motorized equipment, blacktop and paving.

There is also the story of the "Swamp Angels" who cut the early drainage ditches and of the coming of the automobile to Martin County and to the twin villages of Triumph and Monterey.

In telling of the six years he has devoted to assembling materials for the books, Carlson says, "Here's one business anybody can get into and never have to worry about competitors working overtime to run you out of it."



Wade Sager, eight year old grandson of Walter Carlson, takes a good look at Bob Penfield's pet buffalo. On a vacation trip through the Dakotas, last summer, the Carlsons stopped by Home Base Market, Bowman, N. D., where the picture was taken.

Sign on a gas station: "Buzz twice for night service. Then keep your shirt on while I get my pants on."

1970-71 Standing Committee Members

Following is the list of the 1970-71 National Auctioneers Association Standing Committee members selected by the President to serve in this capacity until he steps down from office, July, 1971. The first name on the list denotes the "Chairman".

National Auctioneers Week

Roy L. Crume, Kokomo, Ind.
Garth Wilber, Bronson, Mich.
Lyle Erickson, Cresco, Iowa

Building Committee

Bob Penfield, Bowman, N.D.
Howard Roland, Grand Junction, Colo.
Fred Sherlock, St. Francis, Kans.
Warren Collins, Jesup, Iowa

Auction School

Joe Donahoe, Darlington, Wisc.
Ed Vierheller, Claremore, Okla.
Morris Fannon, Pennington Gap, Va.

Grievance Committee

Jim Messersmith, Jerome, Idaho
Phil Goldstein, Boston, Mass.
Roy Crume, Kokomo, Ind.

Auditing-Budget

Jim Stevens, Nashville, Tenn.
W. Craig Lawing, Paw Creek, N.C.
Ralph Horst, Marion, Pa.

Secretary Committee

W. Craig Lawing, Paw Creek, N.C.
Charles P. Dunning, Elgin, Ill.
Jim Messersmith, Jerome, Idaho

Building Fund

Grover Howell, Seagoville, Texas
Wayne Kessler, Campbellsville, Kentucky
Morris Fannon, Pennington Gap, Va.

Promotion-Education-Membership

Charles P. Dunning, Elgin, Ill.
Garth Wilber, Bronson, Mich.
Martin Higgenbotham, Lakeland, Fla.

Resolutions Committee

Wylie Rittenhouse, Uniontown, Pa.
Wayne Kessler, Campbellsville, Ky.
Ralph Horst, Marion, Pa.



Western College

Pictured on the opposite page are members of the graduating class of Western College of Auctioneering, Billings, Montana, class of December, 1970: (Left to right).

FRONT ROW: Instructors, Vern Dustin, Billings; Bob Thomas, Billings; Jack Ellis, Roundup; Bill Hagen, Mike Coolidge, Gene Gable, all of Billings; Jim Messersmith, Jerome, Idaho.

SECOND ROW: Michael Fallwell, Kamiah; Idaho; Ron Rodenberger, Ft. Collins, Co.; Lavern Houtchens, Helena, Mont.; Gordon Currie, Ponako, Alberta; Jim Van Eaton, Clive, Alberta; Neil Kramer, North Battlesford, Sask.; Lee Smith, Great Falls, Mont.; Earl Witzel, Oak Park, Wash.; Frank Reinhardt, Portland, Ore.; Bob Gates, Yuma, Colo.; Ken Sinclair, Medicine Hat, Alberta.

BACK ROW: Ronald Chubey, Glentworth, Sask.; Dwight Pennington, Rapid City, So. Dak.; Richard Stahl, Richland, Mont.; Edward Dayton, Camrose, Alberta; Roy Barnes, Greensburg, Kans.; Leo Smith, Milo, Alberta; Larry Helland, Lomond, Alberta; Ian Sissons, Lacombe, Alberta; Michael Seymour, Centralia, Wash.; Bob Gore, Calgary, Alberta; George McGregor, Drummond, Mont.

A New Auto Auction Opens In Minneapolis

MINNEAPOLIS. — Three sales lanes, a restaurant, administrative offices and conference room are included in a \$1 million, 15,000-square-foot auction center just completed on a 15-acre site midway between the Minneapolis suburbs of Savage and Shakopee.

Sam I. Gelt, president of the new Min-

neapolis North Star Auto Auction and co-operator of Central States Auto Auction, Mason City, Ia., for the last 24 years, said a 25,000-square-foot reconditioning center is part of the operation in a separate building.

Gelt said he plans a grand opening in late January. James Roseen, Minneapolis, has been appointed general manager.

Kentucky Auctioneer Passes In 77th Year

Charles M. Carter, Sr., 77, prominent Scottsville, Kentucky Realtor-Auctioneer, died at 8:45 p.m. Sunday, January 10th at Allen County War Memorial Hospital following a short illness.



**Charles M.
Carter, Sr.**

He was a native of Allen County, an extensive land owner, founder of the Carter Realty Auction Company, a widely-known firm, and also was a partner in the Carter's Motels chain with his sons.

He was a former Kentucky Legislator, a Veteran of World War I, and former instructor in Repperts School of Auctioneering.

Funeral service were conducted at Scottsville Mt. Pleasant Church Cemetery.

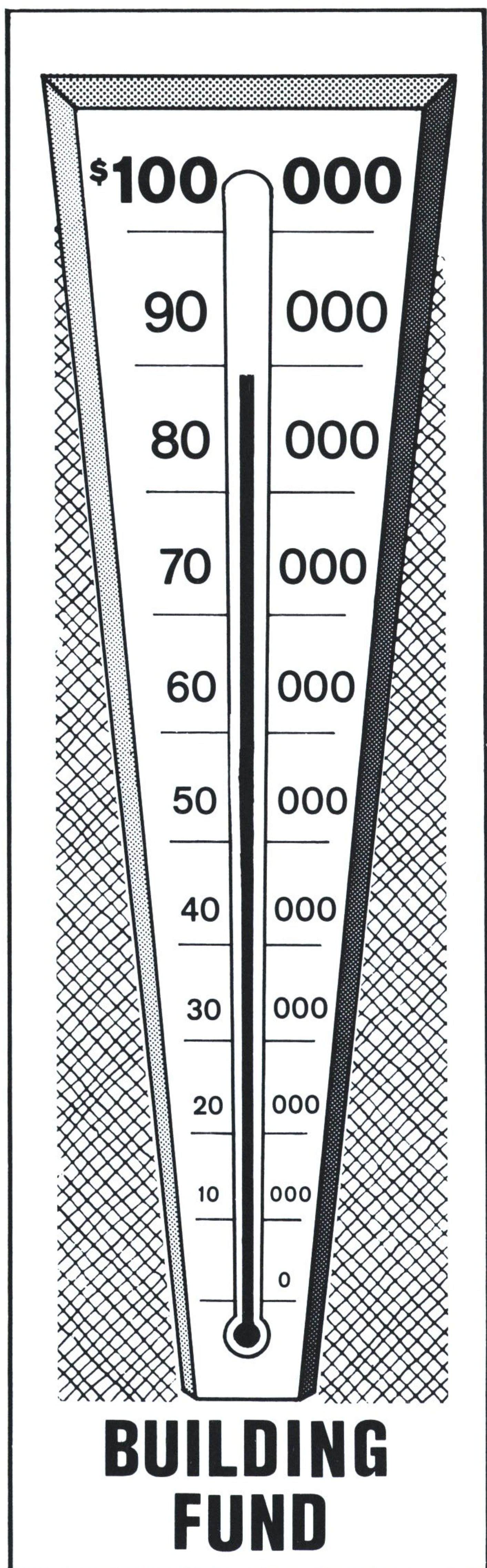
He is survived by two daughters, Mrs. Helen Nabors, Mrs. Jonell Wells, both of Scottsville; three sons, State Senator J. C. Carter, C. M. Carter, Jr., and Jacob Carter, who are members of the Carter Auction Firm, 10 grandchildren, and five-great-grand-children.

Advertising Contest

At its Annual Convention the National Auctioneers Association will sponsor an advertising contest. Prize or prizes will be awarded for the best single piece of auction sale advertising entered in the contest. This can be a newspaper ad, a sale bill or poster or a brochure.

All auctioneers are urged to start right now and take extra pains in preparing their advertising on their respective auctions. It will bring you more business and your entry in this contest will be an educational feature of the Annual Convention.

Success of this project is in the hands of the membership.



Building Fund Notes

As our new home nears completion we have been receiving numerous payments on earlier made pledges. These are appreciated as the money has been arriving at a pace fast enough that it has not been necessary for us to borrow additional funds. This includes some additions to the ranks in donors as well as increases in earlier pledges.

Added to the "FOUNDERS" Category the past month were:

Roy L. Crume, Kokomo, Ind.

Pete Murray, Ballston Lake, N.Y.

Tim and Kit Anspach, Albany, N.Y.

To the "SPONSORS" we found we had omitted:

Betty and Arthur Lee, Bellevue, Wash.

Michael M. Gordon, Chicago, Ill.

Additions to those under the heading of "FRIENDS" are:

Alvin Kohner, Winona, Minn.

Bob Berger, Pasco, Wash.

Our thermometer will remain unchanged this month as we have had to make some readjustments of previous pledges. The gains reported above will little more than balance out the losses.

Meanwhile, completion (and final payment date) is getting nearer and nearer. We still need additional funds, not only to complete our obligation to the contractors, but also for drapes, furnishings and landscaping. Only a very small percent of our membership has participated in the Program so far.

Have you done your part?

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LIMOUSIN 2nd Annual Production Auction

**3 miles N. & 1 mile W. of HAMPTON, IOWA
Saturday, February 20, 1971 — 12:00 NOON**

325 HEAD MEAT TYPE BEEF CATTLE

Growing ability, Disposition and Carcass Evaluation

40 Half Blood Limousins — 4 Bred Heifers

20 Heifer Calves—6 Yearling Bulls—10 Bull Calves

285 Angus, F-1, Red Angus, & Charolais Heifers Bred to
Imported Limousin Bulls to calve in March & April.

30 Heifers to calve in Sept.

This is an opportunity to gain 1-3 years in the Limousin program of breeding by purchasing some of these half Limousin calves or bred heifers. This French breed of cattle is the genetic shortcut to better beef carcasses of today's standards. These golden-red cattle have a tremendous growth rate at an early age and produce a tender well marbled carcass with a lot of muscle.

DICK GOFF — Executive Vice President of the North American Limousin Foundation will be present to show some slides and give some background information on the Limousin breed in France. This will be done at 10:30 A.M.

DUDLEY - THOMPSON CATTLE CO.

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Auctioneer: Dean Fleming, Atkinson, Neb.



THE **auctioneer** **Booster Club**

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

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 Col. Wilbur S. Brock—New Haven
 Col. Jasper L. Casto—Buffalo
 Col. Ronald Dempsey—Anstead
 Col. Leonard F. Eddy—Middlebourne
 Col. O. B. Harris—Beckley
 Col. James McCutcheon—Parkersburg
 Col. A. G. "Dick" Miller—Ceredo
 Col. Thomas F. Newman—Pine Grove
 Col. B. G. Park—Paden City
 Col. Bill Sheets—Buckhannon
 Col. Walter Wiseman—Charleston
 Col. R. C. "Rick" Woodward—
 Barboursville

WISCONSIN

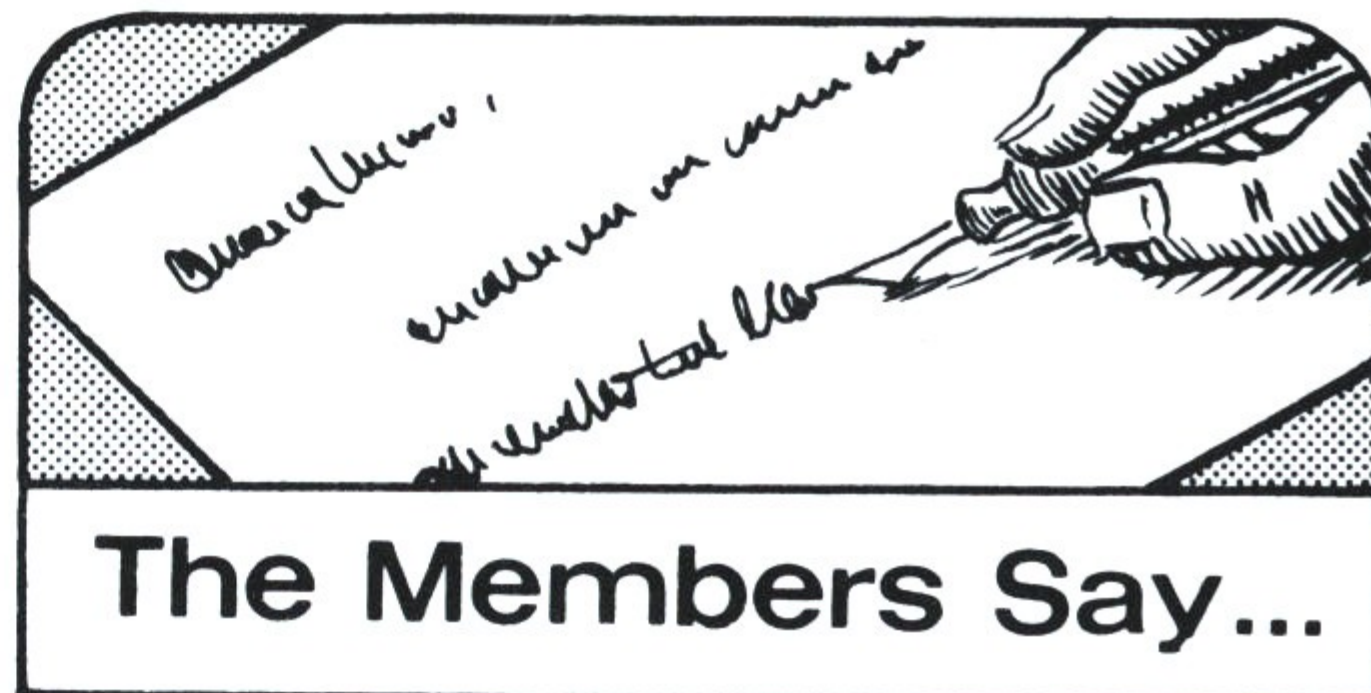
Col. Jim Appleman—Cashton
 Col. Rollie Bast—Richfield
 Col. Lester M. Bue—Beloit
 Col. Norm Christensen—Franksville
 Col. Earl F. Clauer—Mineral Point
 Col. Paul Conrad—Westby
 Col. James L. DeQuardo—Hubertus
 Col. Jim Esch—Showano
 Col. Peter Faith—Whitewater
 Col. Tom Frederick—Walworth
 Col. John Freund—Omro
 Col. Harold Gavin—Baraboo
 Col. Fred C. Gerlach—Brookfield
 Col. Dean George—Evansville
 Col. Paul George—Evansville
 Col. Damon Hamilton—Prairie du Sac
 Col. W. C. Heise—Oconto
 Col. Bill Jones—Pickett
 Col. Foy Kneisel—Friendship
 Col. Don Lloyd—Oshkosh
 Col. Neil Nelson—Westby
 Col. Walter Nowatske—Mukwango
 Col. Roy Obberich—Plymouth
 Col. Willard Olson—Delavan
 Col. Gerald Pearson—Plainfield
 Col. Erwin L. Stewart—Durand
 Col. LeRoy Teske—Berlin
 Col. Howard Thompson—Evansville
 Col. Victor Voight—Reedsville

WYOMING

Col. Earl W. Conner—Kemmerer

ELSEWHERE

Col. Charles Benovoy—Ottawa, Ont.
 Col. Bob Crockett—Kingston, Ont.
 Col. H. P. Higgins—Huntingdon, Quebec
 Col. Ross Kemp—Stratford, Ont.
 Col. Charles Stocks, W. Clayton, Canal Z.
 Ladies Auxiliary to the NAA



Dear Bernie :

I am enclosing reports on some of the better Holstein sales we managed and sold this fall. Market has been real strong on good dairy cattle in this area. Machinery prices also have held up well on both farm sales and the consignment sales around the country.

In addition to the Franklin County sale held Sept. 1 with an average of \$662.00, we also handled the Huntingdon County Harvest Time Classic Sale in August. No real high selling animals but prices were steady for an average of \$643.50. On October 5th, we managed James McMath's "Bardale Farm" Dispersal, Shirleysburg, Pa. I sold the entire offering of 111 head including calves and heifers for a total of \$53,000.00. Top cow went to Mr. Obie Snider of Imler, Pa., for \$1875.00, next high was a cow going to Mr. Dean Hillegas, Berlin, Pa., for \$1500.00. Buyers attended from a wide area.

On Nov 19, we had what was acclaimed by many as one of the wildest sales they ever witnessed in the Glenn Hock Dispersal near Newburg, Pa. Grade cows sold for prices up to \$1000 with many going over the \$800 mark. 65 Holsteins along with farm and dairy equipment totalled \$54,350. Incidentally not all our sales total this kind of money as we had many this fall in the \$20,000 bracket. According to our early bookings we look forward to a busy winter season coming up.

Sincerely,
 Ralph Horst,
 Marion, Pennsylvania

* * * * *

Dear Fellow Auctioneer,

Most years I usually just send my dues in, but this year, I decided to drop a line. For those who are interested in the happenings from THE PRIME BEEF CENTER OF THE WORLD, Monmouth, Ill., which is our claim to fame. We hold a prime beef festival each year, week after Labor Day. The youth of the county

show their prize calves, this year the Grand Champion Steer brought over \$1.12 cents per lb. at auction.

My auction business seems to be moving up somewhat from last year. The last antique sale we had went well and prices were up. We have another coming up in February. The farm sales seem to be down right in this area, the past couple of years and household is about steady. Land in our area still sells on the average of \$700 to \$750 an acre.

I really enjoy reading "The Auctioneer", and seeing whats happening in our business in the rest of the world. I am enclosing my dues, and please add my name to the "Booster" page this year. I hope everyone has a prosperous year in 1971. See you all in Lincoln, be God willing.

Yours sincerely,
Lawrence R. Oaks
Monmouth, Illinois

P.S. Here's a little toward the Building Fund too.

* * * * *

Dear Bernie:

Have been trying for quite some time to take the time to write an article for The Auctioneer. Have enclosed my masterpiece that I wrote exclusively for the National magazine. I hope that my fellow auctioneer friends throughout the nation that get "The Auctioneer", will read this article and take the time to analyze the seriousness and personal convictions that is related in it. If it sounds a bit emotional, I can say to you that it is, and relates my concern and convictions. My Country and the Auction profession have been good to the Niemeyer family. I hope that I can in some small way offer something that will make America a better place to live so that my children can enjoy even more than I had the pleasure to.

No, I didn't get elected to the State Senate in Indiana. Indiana went Democratic and our County, Lake County, went more so. I realized some satisfaction that a person has to appreciate. Not only did I receive the highest vote on the ticket for our party running for the General Assembly, but, I lead the ticket in the South County area over all other candidates on either ticket. Received 52,500 total votes, which in many smaller states is more votes than a Governor or US Senator receives. I am

not discouraged with politics, but right now am a lot more encouraged with the Auction business and the wonderful rewards that it offers. Farm auctions have been very good, and we are getting good prices for machinery and livestock on the dispersal sales. The Lowell Livestock Auction market is doing real well also. Although would like to see these hog and cattle prices go back up again (especially hogs).

We are very enthused at the progress that you National Officers are achieving on our new Home Office. Am looking forward to the Grand Opening and the National Convention coming up in July. The best of luck and keep up the good work Bernie.

Sincerely yours,
Ernie Niemeyer
Lowell, Indiana

* * * * *

Dear Sir,

I appreciate the kindness you have given me the past year. I am looking forward to meeting some of you nice folks in person sometime. Sure hope you and yours a Very Happy and Prosperous New Year.

I Thank You,
Col. H. "Doc" Grizzle
Carrollton, Illinois

* * * * *

Dear Mr. Hart,

Please find enclosed \$15.00. Ten dollars for membership and five dollars for my name on the "Booster" page. Auction sales has been a little slow this fall. People don't seem to have the money to pay cash at an auction sale. They buy on the Credit and farm sales is almost a thing of the past. The country is flooded with new cars. Maybe we will have our day sometime. We wish all the boys a Merry Christmas and a Happy New Year.

Yours truly,
A. T. Morris
Durham, No. Carolina

Dear Bernie,

Once again it's the time of year to pay our dues to the National Auctioneers Association and to thank the good Lord for a year of excellent health and an extra good business year. Since our short note to you last year many fine things have happened to us. We were lucky enough to finish 3rd in the State Auctioneer

Contest which was certainly a fine honor. The biggest event however, was when my wife and I were able to adopt two beautiful and wonderful children ages three and four. They are brother and sister. Indeed we are thankful to God for our good family fortune and the fine success we have enjoyed in the auction business.

Incidentally, keep up the good work in "The Auctioneer". My wife and I devour the book as soon as we receive it. Definitely a "must" for a current and up to date auctioneer in today's changing times.

Hope your family is fine and enjoying good health.

Sincerely,
John E. Anderson
Lafayette, Ind.

* * * * *

Dear Bernie,

Enclosed is check for \$25.00 for 2 years for "Booster" page and for 5 binders for the auctioneer magazine. Hope everything is well with you and I know that you are terribly busy with the building of the new headquarters. I enjoy Pop Hess' column very much.

Yours in auctioneering,
George A. Martin
East Lebanon, Maine

* * * * *

Dear Bernie,

Here is a check for annual dues. Bernie I know that you are looking forward to the new office building and convention. Be sure that I wish you the best of all that is good for the days and years ahead.

Let me know if I can be of help in any way. Regards to Mrs. Hart.

Sincerely yours,
G. H. Shaw
Alexandria, Louisiana

* * * * *

Dear Friend Bernie,

Another year is gone and I must remit my annual dues. Our auction business has been exceptionally good in 1970. In fact, I think all auctioneers who have employed modern methods and have improved their services, have had real good business.

I note those who complain that they cannot get any business, refuse to attend conventions and learn new methods from other auctioneers. I have been attending state and national conventions since

1949 and have learned something at every one I ever attended.

I am especially looking forward to the 1971 National to be held in Lincoln next July, when the new building will be dedicated. In my estimation, every auctioneer in America should be proud of this accomplishment and should be happy to have the opportunity to be a part of it.

Sincerely,
Leon E. Joy
Ames, Iowa

* * * * *

Dear Bernie:

Enclosed you will find remittance for \$15.00 of which \$10.00 is for membership renewal, and the other \$5.00 is for the auctioneer "Booster" club. You are doing a wonderful job in publishing our one and only magazine, you deserve more than a pat on the back. Wishing you the best of everything for the coming year.

Yours very truly,
Albert O. Maas
Millville, Minn.

* * * * *

Dear Sir,

After 12 years of auctioneering, I purchased the property I was leasing within six years. I found out only an honest auctioneer can survive. The smart alec or hit and miss will miss the good things. I have names of people who were my customers that say they would rather come to my sales than to a good movie. Since retiring I certainly miss these lovely friendly people and all I can say is "God Bless Them".

Sincerely yours,
Richard A. Wagner
Gulfport, Florida

* * * * *

Dear Bernie:

I am herewith enclosing my check in the amount of \$15.00 as dues and "Booster" club for 1971. The year of 1970 is rapidly drawing to a close. I trust that all auctioneers everywhere have had a good and happy year and that the next year holds forth even better.

The drouth conditions in Western Oklahoma have somewhat slowed our activities the past few months, but all in all we have had a happy and enjoyable year.

We are looking forward to attending the convention in Lincoln this next

summer. The centralized location and the desire of most to see the new building should point to the largest convention ever.

You are to be commended on the fine work you have been doing to build and better our National Organization. It takes much devoted work and effort to do a chore of this sort.

I wish you and yours the very best for the Holiday Season and for the coming new year.

Yours truly,
Clyde Jones
Alva, Oklahoma

* * * * *

Dear Bernie,

Please find check for dues and booster page. Hope you and the family had a good Christmas and are in good health. I have just began to feel like getting out a couple of hours at a time and have only been to the office four or five times in over a year. Mrs. Crowell is working at the office every day. We were so sorry we could not make it to Milwaukee, but if God is willing we hope to see you in Lincoln. Keep up the good work. The Building Fund looks like it is growing.

Sincerely yours,
Doc Crowell
Oklahoma City, Okla.

* * * * *

Dear Bernie,

Am sending my check for 20.00 to pay my 1971 dues and for a membership for Col. Bob Potter, Linnecreek, Missouri. I have worked with him for 20 years and recommend him very highly. Please send his membership card and magazine to him at the above address. Thanks in advance.

Col. Guy Jageman
Independence, Missouri

* * * * *

\$370 Fruit Jar!

We were conducting several Sunday auction sales to dispose of a man's 35 year collection of antiques when it happened, at Andrea's Auction off Rt. 45 in Swedesboro, N.J. After collecting antiques for 35 years he asked us to conduct special Sunday sales.

Five were held in all, starting at 12 noon and finishing close to 5 P.M. each week. A total of 2,900 items were sold in

the five auctions. Prices were very good on all items as he was a local man. The highest priced item was a fruit jar made in Williamstown, N.J. which sold for \$370. It was an experience selling a canning jar for this amount. We are to have another sale for the same person in the spring and are looking forward to it.

I'm a graduate of Western College in Jan. 1961 class. When I came home I continued to farm til 4½ years ago. I had been doing part time auctioneering and at that time went into it full time and opened my own place. After 4 years we have had to enlarge our place of business. Every Thursday at 7 P.M. we conduct sales and the last Sunday of each month hold an antique auction at 12 noon. I enjoy auctioneering very much and now am making my living from it. Hope to hear from some of my classmates.

Andrea Licciardello
RFD #2 Box 28
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Across The Country

BY BERNARD HART



This month our salute goes to the State of New York. Would you believe — New York leads all other states in large donations to our Building Fund. Five New York State auctioneers and the New York State Auctioneers Association will appear on the bronze plaque under the heading of "FOUNDERS". Add to these six names two more under the "BUILDERS" Heading and you have a list of top bracket donors beyond any other state.

Are New York auctioneers more successful than those in other states? Or are they more interested in the organization that represents them nationally? Only you can answer these questions.

A conflict in dates prevented me from attending the earlier days of the National Western Livestock Show at Denver, but I did make a stop-over on my return from the West Coast for the final Thursday of the Show. With the major breed shows and sales already history, much of the usual Denver glamour was gone.

My first stop was at the stock yards auction arena where the sale of feeder cattle was in progress. Before I saw the auctioneer I thought his voice was one I had heard before and stepping into the arena I saw it was Bob Peterson, Brookings, S.D. Bob is a past President of the South Dakota Auctioneers Association and a good NAA member. It is always good to see NAA members conducting these important auctions as well as a disappointment when one sees a non-member doing the selling. Of course, the latter seldom happens as nearly all of America's leading auctioneers are NAA members.

Another auctioneer made history at the Denver Show, this year, when his Limousin-cross heifer sold for a new record price of \$10,100. Consignors of the heifer was the Dudley-Thompson Cattle Co., Hampton, Iowa. The Dudley half of the partnership is our own Leland Dudley who was President of the Iowa Auctioneers Association the year our National convention was in Des Moines. And the auctioneer who sold

the heifer, another NAA member, Jim Baldrige, North Platte, Nebr. In case you or some of your clients and friends are interested in these "exotic" cattle, see the Dudley-Thompson advertisement in this issue.

Even though many of my old friends, both cattlemen and auctioneers, had departed from the show grounds prior to my arrival, I did get to exchange greetings with several NAA members including Gene Watson, Blaine Farrar, Cornelius Donovan, Dean Parker, and waved to others in the arena. Again, there is no place like Denver when it comes to meeting friends — except at the National Auctioneers Convention.

Everybody received their January issue late which is not especially news but the circumstances that caused the delay were a little unusual. Months with holidays in the last ten days always give us trouble as they cause short work weeks for the printers. We had worked long hours and taken Christmas and New Years into consideration. With the splendid cooperation of the printer, the magazines were delivered to us on Thursday afternoon, December 31. We spent the weekend getting them ready to mail, expecting to take them to the post office early Monday morning, January 4.

When Monday morning arrived no one did anything. Lincoln had suffered its worst snowstorm in a quarter of a century the previous day. Fourteen inches of snow with 40 mph winds, gusting up to 59 mph, paralyzed the city. No transportation of any kind in or out of the city, downtown stores closed, yes, even the post office. By Tuesday, things started moving rather slowly, we got the magazines to the post office but the backlog of mail and many employees not able to get to work caused an additional delay in movement of third class mail. This is one of the few times that we couldn't blame the printer for being late even though some delays are actually caused by us getting our copy to them a day or two late — like today.

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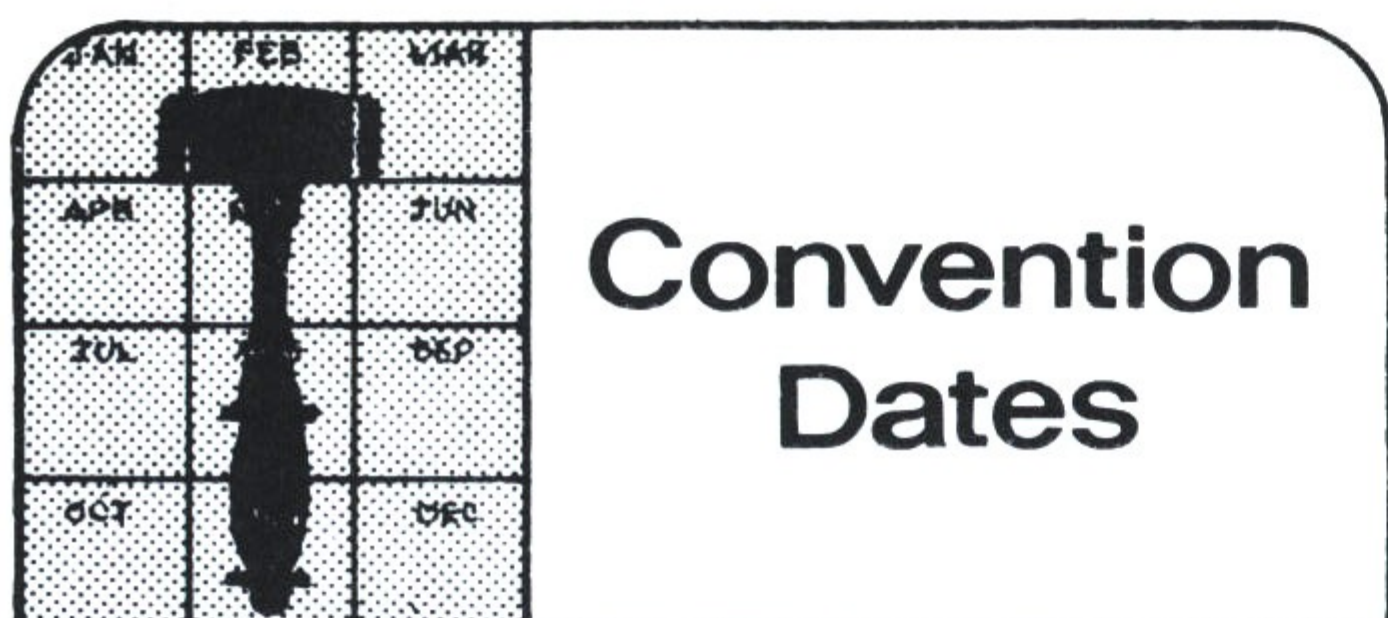
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- Apr. 4-5—Kentucky Auctioneers Association, Seelbach Hotel, Louisville.
- April 25—Illinois State Auctioneers Association, Augustine's Restaurant & Motor Lodge, Belleville.
- May 2—Oklahoma State Auctioneers Association, Oklahoma City, Okla.
- May 2—Nebraska Auctioneers Association, Hotel Yancey, Grand Island.
- May 16—Washington State Auctioneers Association, Ellensburg.
- June 4-6—Texas Auctioneers Association, Dallas.
- June 8-9—Wisconsin Auctioneers Association, Midway Motor Lodge, Wausau.
- June 11-12—South Dakota Auctioneers Association, Watertown
- June 19-20—West Virginia Auctioneers Association, Cedar Lakes.
- July 22-24—N.A.A. National Convention, Cornhusker Hotel, Lincoln, Nebraska.

Notice of Board Auction

In its meeting of December 28, 1970, the Board of Directors approved the following resolution; in part: That all State Auctioneers Associations be notified that they may recommend persons for NAA elective offices by submitting written notice at least ten (10) days prior to the annual election. Said notice should include qualifications of the candidate and be sent to the Secretary by registered mail, Secretary to deliver said notices to the Nominating Committee.

It was the intention of the Board of Directors that this action was not to imply that State Associations are required to make recommendations nor necessarily expected to do so. Nor do such recommendations prevent the Nominating Committee from choosing nominees other than those submitted by State Associations.

The action of the Board of Directors was prompted by some expressions of

dissatisfaction in the manner in which nominees have been chosen by past Nominating Committees. At the same time the Board was fully cognizant of the fact that every state cannot have one of its members on the Board of Directors due to the fact there are but 17 voting members of the Board and members of the State Associations are reminded to bear this in mind.

Henry Rasmussen Has Emergency Surgery

Emergency surgery was performed on Henry Rasmussen, Friday night, Dec. 11, at the Mary Lanning Hospital, Hastings. The ordeal was caused by a diaphragmic hernia. He was kept in intensive care until Saturday afternoon.

Col. Rasmussen began choking while eating chicken, a piece of which lodged in his esophagus. The family physician was called three times during the 24 hours he was in this condition. It was recommended he go to the hospital for X-rays, but upon arrival he was taken to surgery.

Hank's career in the auction profession dates back 44 years and this operation caused him to miss his 2nd sale in as many years.

NAA Member Receives Honorary Citation

Col. John R. Fishdick, Eagle River, Wis., has been awarded a certificate, proclaiming him "Ambassador at Large", by the City of Carlsbad, N. M. According to Louis M. Whitlock, Manager of the Carlsbad Chamber of Commerce, the award was presented, "... for the outstanding job that you have done on behalf of our Retirement Committee ..."

Whitlock's letter further stated that Col. Fishdick would be the only one to receive this designation. Col. Fishdick spent a winter in Carlsbad and was very active in the community while there. He is unofficially the King of Charity Auctions having raised more than a million dollars for charitable projects through auctions he has arranged and conducted.

Office manager buying computer: "I'd like it to be delivered in the middle of the coffee break."

Nightclub Auction Provides Memories And Souvenirs

Honolulu — People attending the auction at the Queen's Surf bought just about everything the restaurant-nightclub had for sale — chairs, cocktail glasses, insigne ashtrays. Even the tool shed.

"I feel like a ghoul picking over a dead body," said Mrs. Blanche Kroll, a frequent patron and one of hundreds at the auction.

Refrigerators and frying pans were among the first items to go; the round cocktail tables from the main showroom were among the last.

Many former patrons were there, taking a last look, trying to buy a memento, still a little hurt by the Queen's departure.

A 57-year-old woman said she remembered 20 years ago, when she met screen idol Tyrone Power and Power's wife on the lanai of the Queen's Surf.

"It looks so funny. Everything looks so lonely," she said. "I remember when Andrew Cummings and his whole gang were here. There was a nice salad bar in the lanai with a really nice Japanese woman working on it — what was her name? I just can't quite remember . . ."

Cloudless balmy day helped make things more nostalgic. People remembered happy days when they had sunned on the beach, lunched on the beach, lunched in the restaurant, gossiped over a beer. "Pleasant local atmosphere," one man called it.

Mrs. Joan Mathis said she felt so badly about the closing that she came to hunt for a souvenir.

In what used to be the main showroom, people inspected water glasses, dinner plates, cream containers, small pots, tablecloths and lauhala bar stools.

Alexa Kukahiko, 22, who said she's been a patron of the Queen's Surf since childhood, said she was at the auction to "see what happens to all this stuff. It's going so cheaply. You know, it's like tearing down an image."

"Just sentiment," E. G. Leonard answered when asked why he was at the auction. "Just to see how some of this stuff goes, who gets it. It's a sad day."

Vern Hardisty of the Polynesian Cul-

tural Center paid \$1.20 apiece for 500 large dinner plates. He also bought 20 dinner tables for four persons, at \$10 each.

The Alvin Hiragas paid \$15 for a circular booth and table for their lanai.

Mrs. Herman Scholtz bid \$15 for three large coffee makers. "My mother always has luaus," she explained.

Someone bought a potato peeler for \$2. M. R. Gouveia got a power lawnmower for \$15.

"You can grind up your meat and sleep well with this," promised auctioneer **Louis Stambler**. Mrs. Lillian Goo Sun bought the grinder for \$276. She said she planned to use it to grind poi.

A mother marveled how she had found a wooden chopping block on a table for \$1. All the glassware from the lanai bar was sold for \$65.

Wishing Well

A husband and wife were peering down a wishing well. The wife leaned over, suddenly lost her balance and disappeared into the dark hole.

"How about that?" exclaimed her startled spouse, "and I used to think these things were a lot of bunk."

Salesmanship

A real estate man was using high pressure tactics to sell some poor farmland. "All this land needs is a little water, a cool breeze and some good people to settle here," he said. "Maybe so," replied the farmer, "but that's all Hell needs too."

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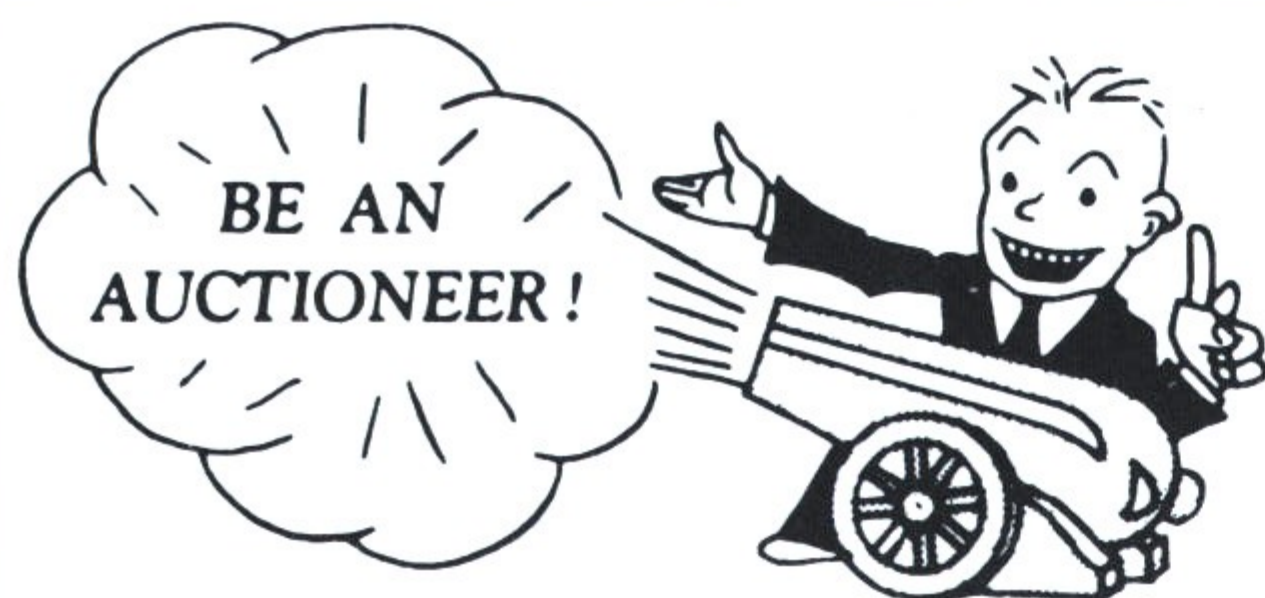
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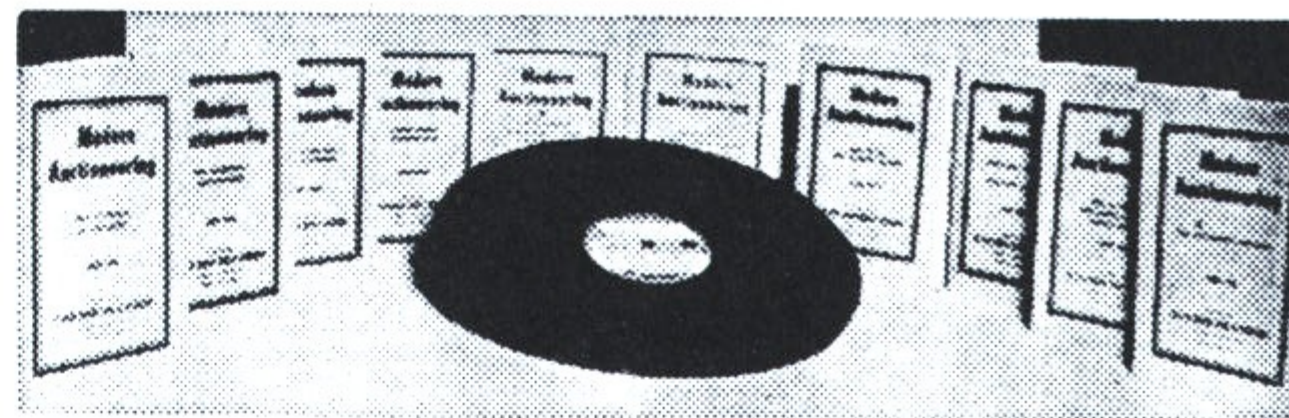
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For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).

1,000 Cards \$7.50 2,500 \$17.50 5,000 \$32.50

FINAL SETTLEMENT FORMS . . . Form FS-69

8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchantable title to all items sold and deliver title to purchasers. Auctioneer keeps original and seller keeps the copy.

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

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

8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

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

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

8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Auctioneer signs that he received the items listed and seller signs that he has good title to all items and the right to sell. Auctioneer keeps the original and second copy and seller keeps a copy. Consignor receives second copy from auctioneer with his payment check. Space to list a number of items on each form.

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

PERSONAL PROPERTY AUCTION CONTRACT

. . . Form No. PPC-69

8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell and will have everything ready and available by Sale time. Original to auctioneer and copy to seller.

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

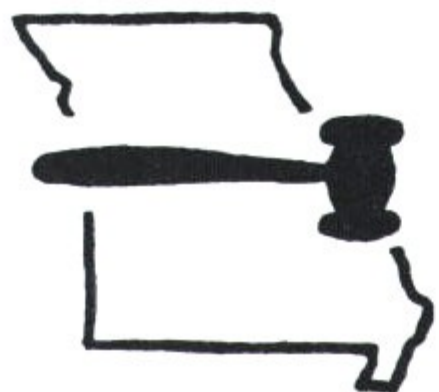
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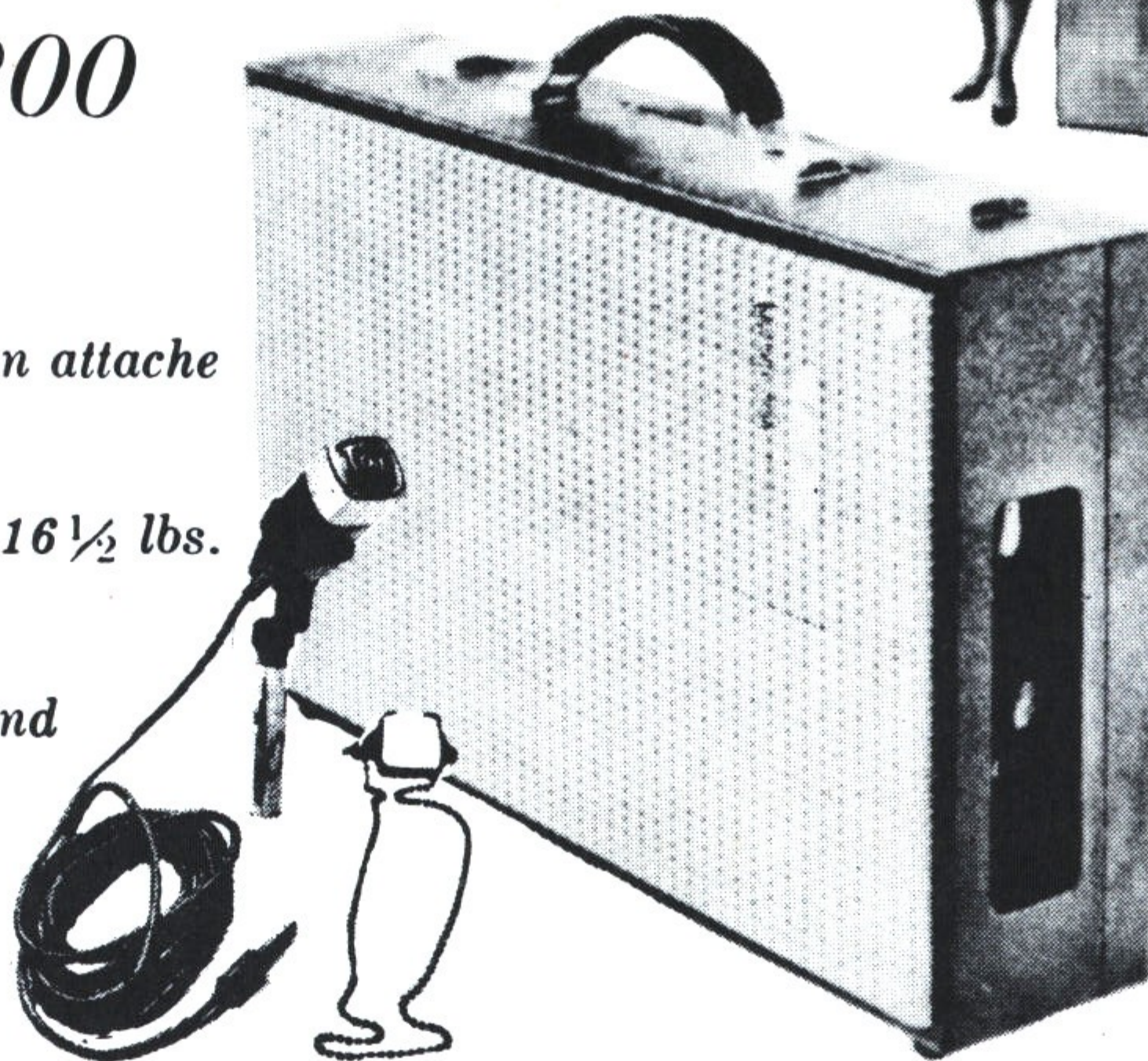
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AMPLI-VOX DIPLOMAT

Model S-200



- *Complete P.A. system in an attache case*
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- *Flashlight battery operated*
- *Clear distinct powerful sound*
- *For audiences up to 500*



Take your own P.A. system anywhere...be heard wherever you go! Easy to carry and easy to use, the Diplomat is completely self-contained, requires no electrical outlets. For extra power or coverage, extension speakers matched to the carrying case can be added. Amplifier can be readily removed from the case where remote amplification is desired.

SPECIFICATIONS

Amplifier: 25 watt EIA rating (40 watt peak), push-pull, all-transistor design. (available separately as Model S-700.)

Microphone: Low impedance omnidirectional dynamic with 10-ft. cable, lavalier cord to wear around neck, desk stand. May be located hundreds of feet from speaker unit.

Speaker: 6" x 9" high efficiency full fidelity speaker in anti-feedback housing built into case. 40 feet of cable supplied for operation away from amplifier. Additional cable and/or extension speaker may be added.

Inputs: For microphone and auxiliary equipment.

Outputs: For auxiliary speaker, tape recorder.

Power Source: Works on 10 flashlight batteries, that give 200 hours of operation (more than a year with normal use). Long-life alkaline batteries recommended. AC Adapter available.

Dimensions: 12" high, 19" wide, 4¼" deep.

Weight: 16½ lbs. with batteries.

Price: Model S-200 complete—\$129.95 less batteries. Model S-700 Portable Amplifier only, net each—\$69.95.

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