

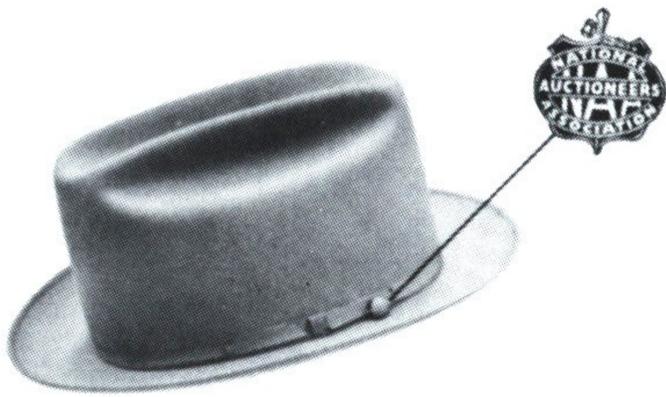
VOL. XXIII

NO. 5

MAY, 1972

THE **auCTIONeer**





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

KEEP A COOL HEAD!!

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

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

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

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

Patches (either one) \$3.00 each

The gavel itself is 14 K “Solid” Gold
with .15 High quality sparkling diamond \$119.95
with .25 High quality sparkling diamond 159.95
 (Prices on larger stones quoted upon request)

HATS

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

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THE AUCTIONEER

IS THE OFFICIAL PUBLICATION OF
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EDITOR

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

Contributing Editors

Col. "Pop" Hess, 401 Ontario Ave., Bellefontaine, Ohio; Walter Carlson, Trimont, Minn., and every member of the National Auctioneers Association.

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

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EXECUTIVE OFFICES

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

National Auctioneers Week



Governor Robert R. Docking, of Kansas, signs Proclamation declaring April 2 - 8, 1972, as National Auctioneers Week. Standing behind the Governor are Jack Littlejohn, Roy Wood, Rex Newcom and Dick Brewer, representing the Kansas Auctioneers Association. They presented the Governor with an Honorary Membership in the Kansas Auctioneers Association.

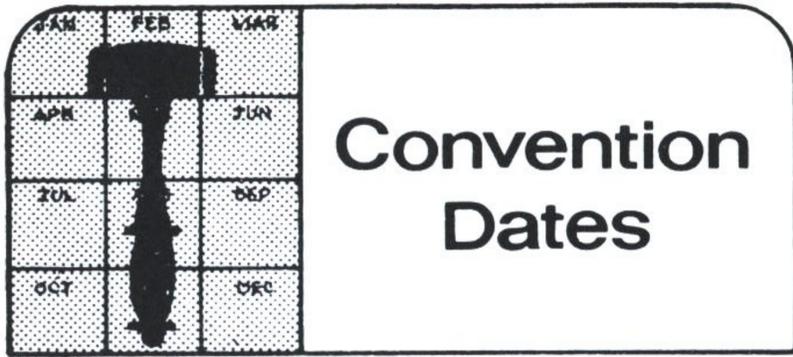
As we went to press we only had received scattering reports of activities that took place during National Auctioneers Week - 1972. In addition to the picture above we have received copies of proclamations signed by Gov John A. Burns of Hawaii and furnished to THE AUCTIONEER by Lou Stambler and by Gov. George A. Wallace of Alabama, and secured by John A. Horton, President of the Alabama Auctioneers Association.

We are sure there were proclamations signed by other Governors but we have not been officially informed. Several NAA members have furnished us with newspaper clippings and have told us of radio and TV coverage in their respective areas. Auctioneers in the Cleveland, Ohio, area arranged for some nice publicity in the CLEVELAND PLAIN DEALER, a newspaper with a large circulation.

Michigan Auctioneers Meet At Kalamazoo

Forty-four members and guests of the Michigan Auctioneers Association met recently at the Ramada Inn, Kalamazoo. Robert Trader, marketing instructor from Western University, was the featured speaker. His subject was the art of selling yourself and stressed appearance, habits, etc. His remarks were well received.

A panel discussion completed the evening program. Panelists were: Richard Brodie, Industrial Auctions; Everett Miller, Antiques; John Glassman, Real Estate Auctions; and Garth Wilber, Farm and Livestock Auctions. Next meeting has been set for July 11, in the Mt. Clemens area.



Convention Dates

- May 6-7—Missouri Auctioneers Association - Ramada Inn, Moberly.
- May 7—Nebraska Auctioneers Association, Albion.
- May 20—Georgia Auctioneers Association (ORGANIZATIONAL MEETING) Atlanta Auto Auction, Red Oak.
- May 21—Alabama Auctioneers Association, Kings Inn Motor Hotel, Huntsville.
- June 2-3—Texas Auctioneers Association, Chariot Inn, Austin.
- June 3-4—Auctioneers Association of North Carolina, Holiday Inn, Asheville.
- June 9-10—South Dakota Auctioneers Assn., Chamberlain.
- June 10-11—Ohio Auctioneers Association, Hustorwoods Lodge, Preble County.
- June 11—Pennsylvania Auctioneers Association, Ramada Inn, Harrisburg.
- June 11-12—Minnesota State Auctioneers Association, Slayton.
- June 13-14—Wisconsin Auctioneers Association, Ramada Inn, Madison.
- June 18-19—Tennessee Auctioneers Association, Regency Hyatt House, Knoxville.
- June 28—California Auctioneers Association, San Jose Hyatt House, San Jose.
- July 27-29—NATIONAL AUCTIONEERS ASSOCIATION, Fairmont Hotel, Dallas.

Military Academy Sells

The land and buildings that once comprised the Bles Military Academy, near Macon, Mo., was sold at auction, April 7. Many prominent national figures attended the Academy around the turn of the century.

Since the academy was deactivated the property has been used for a psychiatric hospital. It includes 123 acres of land with a 15 acre lake and some 100,000 square feet of buildings.

The auction was in charge of the Shopen Realty Auction Co., Kansas City, Mo.

Some Basic Principles Are Never Out-Dated

The past 50 years have brought about many changes. In fact, today's transportation methods, scientific advances, modern communication and many other things that face us each day tends to make one believe that anything more than ten years old should be discarded in the name of progress. But certain basic principles apply today the same as they did 50 years ago. An old business card, once used by Col. Walter Carlson, Triumph, Minn., is an illustration. The excerpts below.

●
"People Prefer People They Know."

●
Advertising is the force that brings the public toward the product; merchandising is the force that brings the product toward the public.

●
"You've got to have **appeal** as well as **power** in your voice. You've got to make the hogs think you have something for them."

—Missouri farmer, world's champion hog caller.

●
A young man attempted to write an advertisement to describe a new kind of soap. Here is what he produced:

"The alkaline element and vegetable fats of this product are blended in such a way as to secure the highest quality of saponification, along with a specific gravity that keeps it on top of the water, relieving the bather of the trouble and annoyance of fishing around for it at the bottom of the tub during his ablutions."

A more experienced writer later said the same thing in two words: "It floats."

●
While traveling through the West one day, a chance acquaintance on the train said to a well known manufacturer of chewing gum: "Everyone knows your gum. It's sold everywhere. Why do you continue to advertise?"

The manufacturer turned and said, "My friend, this train is going along very smoothly right now. Do you think we ought to take off the engine?"

●
When you have to lose a dollar to make a friend, keep your dollar.

When you have to lose a friend to make a dollar, keep your friend.

Kansas Honors Past-Presidents at 17th Annual Convention

The Kansas Auctioneers Association held its 17th annual convention at Wichita, March 25 and 26. Saturday evening, a barbeque buffet dinner was enjoyed by all. Musical entertainment was presented by "The Wichita Linemen", a barbershop quartet followed by the Fun Auction.

Speakers for the Sunday morning General Assembly were Bruce Behymer, KFH Radio Farmcaster and Reporter of Wichita, and George Worden, Vice-Pres., Trans American Investment Properties, Inc.

Roy E. Wood, Wichita was elected 1973 President, to succeed Dick Brewer of Mt. Hope. Rex Newcom, Whitewater was elected Vice-President and Bob Jessup, Phillipsburg begins his third year as Secretary-Treasurer.

New directors elected were Marvin Knopp, Dighton; Eldon Thorman, Clay Center, and Bill Crites, Junction City. Other members of the board are Joe E. Gingerich, Hutchinson; Floyd Gehring, Mound Ridge; John G. Collins, Garden City; Harlan Kirk, Bucklin and Ronald J. Scott, Garden City. Dick Brewer as

past-president is also a member.

Mrs. Grover (Willie) Howell, President of the Ladies Auxiliary of the NAA extended an invitation to the National Auctioneers Convention to be held in Dallas, Texas. Featured speaker following the noon banquet was Grover Howell, NAA President of Dallas, Texas.

Highlight of the Convention was the presentation of an engraved plaque to each of the Past-Presidents of the Kansas Auctioneers Association.

Winners of the Advertising Contest were announced by Grover Howell. Ed Reimer, Goessel took First Place; Roy Wood, Wichita, Second; and Dick Brewer, Mt. Hope was third. Trophies were presented to these auctioneers.

Installation of the 1973 officers by Bernard Hart, NAA Secretary, followed the panel discussion. A gavel was presented to Roy E. Wood, newly installed President by out-going President Dick Brewer.

"Be kind. Remember everyone you meet is fighting a hard battle."

—T. H. Thompson



Dorothy and Max Roberts, Plains, and Margaret and Harlan Kirk, Bucklin, enjoy fellowship during the recent Kansas meeting.

Spanish Fiesta

Fiesta is a Spanish word for feast day or holiday. Most fiestas begin before daylight with a shower or rockets, loud explosions of fireworks and ringing of bells.

An authentic Old Mexico Fiesta will be a highlight of your entertainment at the National Auctioneers Convention this year in Dallas.

Now, we aren't saying we'll be up before daylight to ring bells, shoot off rockets or pop firecrackers, but doesn't it make you wonder just what we **will** be doing?

Make up your mind to pack your peasant blouse, your long flowered skirt and your appetite for fine Mexican food dishes. Come to the land below the Red River where the dust devils swirl by the sparkling lakes and the hawks glide silently in the wide Texas sky.

Texas welcomes you July 27th to a "Convention of Color" in Dallas.

**Kelly Adams,
Secretary TAA**

Tennessee Auctioneers To Meet In Knoxville

By Hubert D. Songer, Secretary

The 14th Annual Convention of the Tennessee Auctioneers Association will meet in Knoxville, Tennessee, Sunday and Monday, June 18 and 19, 1972.

The convention will be held in the beautiful new Regency Hyatt House which has just been completed. Certainly, a visit to the Regency Hyatt House with its elegant decor and glass enclosed elevators ascending and descending on the exterior of the verticle column, in full view from the lobby, is an impressive sight to behold and one the entire family will enjoy.

The Program Committee, headed by Col. Haskell Ayers, along with Colonels Sam Furrow, A. A. Robinson, Murphy Miller and others, has arranged an outstanding program — one that will be very informative and a delight to all.

The President's Reception and the Annual Banquet will get the convention off to a good start on Sunday afternoon and evening. Col. Caz Walker, one of the outstanding speakers and entertainers of East Tennessee, will be speaking at the banquet. Another feature of the evening will be entertainment from within the families of association members, as well as the Fun Auction.

The Monday sessions will be devoted to activities which the committee feels will be of useful interest to all auctioneers attending. Full time will be devoted to a program of this nature, along with the normal business of the Tennessee Auctioneers Association.

Programs will be sent to all Tennessee auctioneers prior to the Convention.

We want to urge all Tennessee auctioneers to come, bring their families and enjoy this year's convention. Knoxville is in the center of the Great Smoky Mountains. A side trip to Gatlinburg and Smoky Mountain National Park can be made in just a few minutes from Knoxville.

We invite not only Tennessee auctioneers, but any others who wish to come and be with us. Reservations can be made by writing to the Regency Hyatt House, Knoxville, Tennessee. Mention that you will be attending the Tennessee Auctioneers Convention, June 18 and 19, and specify the dates you desire accommodations.

Plan now to attend. The Place: Regency Hyatt House in Knoxville, Tennessee. The Dates: June 18 and 19, 1972.

As You Think So Shall You Be

All of you I am sure are familiar with the parable of the precious pearl.

The pearl in ancient times was a gem of great delight. They had a very high value in terms of dollars and cents. It is said that Cleopatra had two precious pearls worth \$400,000 apiece. But other than being valuable money wise, pearls were desired in themselves. They had a fascination for the Oriental mind. Simply to hold it and turn it through the fingers was a source of great satisfaction. Pearl merchants looked far and wide for new pearls.

The parable is about one of these merchants who spends his life in search of the perfect pearl, and when he finds it sells everything and buys it.

There is something about this pearl merchant which attracts me. There are many traits of character in this man which are worthy of our imitation.

1. He is a man with definite purpose. He knows exactly where he is going and what he is looking for. His goal is to find the perfect pearl. The fact that he has a goal means for him a full life. It is no different today. Without a proper sense of direction you rob yourself of the fulness of your ability.

2. He is a man with the highest possible purpose. He has pointed his life in the highest direction possible. He is seeking a priceless jewel. Although he has other pearls, they are not good enough. He cannot be content with second best. In our business we should never be content with second best, but always seeking to put our sights in the highest direction.

3. He is a man who is willing to pay the necessary price for the perfect pearl. Of course he knows values when he sees them and being a good judge of values, he buys the pearl. He did not simply wish that he had the pearl as some people admire another's business and wish they had the same, but do nothing to achieve it. Neither did he degrade the pearl's value as some do others who have business and they don't have as



much. He gladly gives all that he has for the pearl. It didn't matter that he sacrificed everything he had for it, because things of great values are only obtained at great cost.

This doesn't necessarily mean just cost in money, but effort. Don't be afraid of obstacles which might get in your way. Practice believing that you have the power to handle any situation. Don't go crawling through life on your hands and knees half-defeated. Stand up to your obstacles and do as the merchant. Have a definite purpose, put forth the necessary effort and pay the price and you will have the good business.

As you think so shall you be.

Grover Howell

Feather Auction

In Oudshoorn, on the Eastern Cape of Australia, the main industry is ostriches and ostrich feathers. There are about 300 ostrich farmers in the area and about 60,000 ostriches.

Their produce (ostrich feathers) is marketed by the Little Karoo Co-operative, a society which holds a **feather auction** every five weeks.

Auctioneers to Compete

SOCIAL CIRCLE, GA. — This city of about 2,000 will draw a national spotlight June 17 as it plays host to the 1972 World Champion Livestock Auctioneer Contest.

The contest, plus a spectacular Showcase Cattle Sale, will draw marketmen, breeders and producers from all over the nation. The events will follow by one day the Livestock Marketing Congress-'72 in Atlanta June 14-16.

In addition to honoring the world's greatest livestock auctioneer, the contest and festivities will celebrate a reserve champion, a runner-up world champion and winners from three major geographical regions of the United States.

The contest and cattle sale will be produced in cooperation with the Piedmont Cattlemen's Association, Covington, Ga., and the Tri-County Livestock Co., Social Circle.

Day-long festivities are being planned in Social Circle with an accent on "southern hospitality" and folks from miles around are expected along with the wives of the auctioneers and marketmen. Guests will be greeted by costumed Southern belles and treated to an elaborate luncheon. They then will be guided on tours of some of the area's finest old homes and will have the opportunity to browse at their own leisure through bazaars and antique shops.

A gigantic parade will follow the auctioneer contest and an old-fashioned barbecue will be held when the winner of the contest will be announced.

Social Circle is undergoing a massive cleanup campaign and a complete facelift is expected before the big events. (Legend says that Social Circle got its name when early settlers gathered in a circle around an old well in the middle of the area that became the town.) New construction is underway on a replica of the old well which will be located at the intersection of Cherokee Road and Hightower Trail.

Stores are being remodeled in the Colonial Williamsburg style and all buildings are being repainted in varying colors.

Wives of the visitors will arrive at about noon and attend a private luncheon. A tour of homes will start at 1:30 p.m. Homes open to the public will be

designated with signs on the walking tour map. Stores and booths will be open early in the day for those who want to come early and browse.

The parade featuring local and out-of-town entries will start at 5:00 p.m. Prizes will be given for the best floats and a television personality has been invited to announce the parade. Local and state officials will be among the parade's honored guests.

The barbecue will start at 5:30 p.m. and will be followed at 7:00 p.m. by the naming of the 1972 World Champion Livestock Auctioneer.

Penn-Central Auction Of National Interest

An auction of unusual interest was held in Philadelphia, March 20-21-22. It consisted of paraphernalia collected over the years by the former Pennsylvania Railroad. Major newspapers throughout the country, including Wall Street Journal, devoted editorial space to the unusual offering and Wall Street Journal reported the prices received were far beyond expectations. But, who knows the value of those items not regularly offered for sale?

Cardboard boxes filled with assorted railroad manuals, pamphlets and ticket stubs brought an average of \$100 per carton. An album of locomotive photographs brought \$600 and another \$400.

Included in the 1,877 lots cataloged by the Samuel T. Freeman Co., was a large wheel from the John Bull, one of the first locomotives to pull passengers in the United States. A whistle from the John Bull, built in the 1820's, is also included. The original John Bull and the other three wheels are in the Smithsonian.

There was a roll-top desk, used by E. H. Harriman, president of the railroad in 1840. Old telegraph keys, a black hat worn by the first engineer to bring a train into Fort Wayne, Ind., Pullman and Parlor Car paintings and thousands of other pieces of railroad memorabilia attracted rail buffs from all over and added to the coffers of the debt ridden Penn-Central.



The Ladies Auxiliary

Thoughts To Live By

“Lord, thou knowest better than I know myself that I am growing older, and will some day be old.

Keep me from getting talkative, and particularly from the fatal habit of thinking that I must say something on every subject and on every occasion.

Release me from craving to try and straighten out everybody's affairs. Keep my mind free from the recital of endless

details — give me wings to get to the point.

I ask for grace enough to listen to the tales of others' pains. Help me to endure them with patience.

But seal my lips on my own aches and pains — they are increasing and my love of rehearsing them is becoming sweeter as the years go by.

Teach me the glorious lesson that occasionally it is possible that I may be



Virginia Brewer, Mt. Hope; Mary Bounous, Wichita; and Candy and Bernita Jessup, Phillipsburg, greet registrants at the annual convention of the Kansas Auctioneers Association.

mistaken.

Keep me reasonably sweet; I do not want to be a saint — some of them are so hard to live with; but a sour old person is one of the crowning works of the devil.

Make me thoughtful, but not moody; helpful, but not bossy. With my vast store of wisdom, it seems a pity not to use it all — but Thou Knowest, Lord, that I want a few friends at the end.”

Violet Cunningham,
Greenwood, S.C.

Licensing Process Needs to be Studied

Government power to license should be re-examined, as well as requirements. It could save time and money.

Sixteen new laws were enacted during the recent mini-session of the legislature concerning licenses and fees. Many more proposals were considered but did not pass. One worthwhile proposal, supported by State Treasurer Jack New, would consolidate most licensing functions of the state under one umbrella. It would save office space and personnel, while retaining the professional integrity of the licensing boards. It failed to be considered.

The entire licensing area lacks uniformity. Plumbers are now included among the trades and professions regulated by the state under a new law.

Doctors, lawyers, beauticians, watchmakers and many other professions must complete a required course of study in an approved institution and pass an examination of proficiency. They then are licensed for life as long as they renew. **There is no requirement that they continue to study or maintain proficiency.**

Teachers must complete a required course and then are licensed for life with no further examination. No check is ever made on whether they are good teachers except by employers. A move is under way to improve this situation, with a special committee studying Indiana's teacher licensing requirements considering sweeping changes.

A 27-member Teacher Education Advisory council was named last summer by State School Superintendent John Loughlin. Teacher licensing has not

been revised since 1963.

The entire licensing field is confusing to the average citizen and could be simplified. You renew a driver's license every four years, depending upon your birthday. An auto plate is renewed yearly, depending upon your last name. Vehicle inspection stickers are yearly, depending upon the month of ownership. A hunting or fishing license is geared yearly to the calendar. We can develop a better system.

Contributed

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Pop's Ponderings

A Visit To The Blue Grass State Meeting

By COL. POP HESS

The date of this writing: April 12, 1972 . . . with quite an accumulation of pondering, gathered up from our recent trip to the Kentucky Auctioneers State Convention at Louisville, held April 9th. thru 10th., following one day's time to revise what we did and did not see or do.

In past years, when I was young and entering up in the Auctioneer field, to become one in demand, day after day, such a trip as this one was taken in stride as just another trip to undertake. Now, after some seventy years of these various trips, followed by a few years cutting down to a half to one third of those years in an effort to retire, the last five of which one could say being fully retired, to accomplish a couple of days covering 500 miles of travel by car, it takes a few hours for rest and to recover from the undertaking.

Thanks to your writer having a helping staff and an Auctioneer friend and wife, we came back with a fine lot of memories of all of you we had the pleasure to meet and be with you at this fine convention meeting. While we have had a good run of State and National Auctioneers meetings and conventions, this happened to be my first State Auctioneers Convention for me to be able to attend and be with, over a two day period, aside from our Ohio State Association, and most certainly was an excellent convention.

I am pleased to report that this great Blue Grass State of Kentucky has a very strong State Association with the bulk of the leading Auctioneers and those coming forward in the last ten years, all were well represented. All helping to build a better future for the younger generation of Auctioneers now coming to the front. It was a good two day's get together. They discussed their successes as well as their failures and the hard problems to overcome in the years ahead. Your writer could write pages

dealing with the fine entertainment extended, but the full report of this meeting will be in the pages of this issue and those to follow from the Secretary of KAA, plus others in attendance who can better fill all of you in on this event.

I cannot close out my remarks on our trip to the Kentucky State Auctioneers Convention without again expressing my sincere thanks to all those fine Kentucky Auctioneers and their friends who greeted us. Each day's program was on schedule and all did their part in making the event well worth while! It was their fifteenth annual meeting. From their retiring President, Col Charles H. Switzer, plus our old friend, Col. John L. Cummins, Past President of both the KAA and the NAA, on to all Auctioneers that were present where acquaintances were renewed, it was a pleasure to have been present.

Mr. and Mrs. Anderson and Miss Peggy, who were in our party, want to thank each and every one of you that were present, for the good time "Marge and Peggy" enjoyed at the meeting, as well as the men did. They were angry with themselves for going shopping (only one half hour) and missed one of the best speakers of that day, Monday, April 10th.

Last but not least, I wish to refer to the good job done by the NAA Committee for National Auctioneers Week as were outlined in the informational letter and news release mailed out by Col. Roy L. Crume of Kokomo, Indiana to the entire membership. For my part, I contacted our local Logan County daily newspaper and had an interview with their top news reporter. In addition to the personal interview, he digested Col. Crume's data and the result is the following news item which was published about three days prior to National Auctioneers Week and thinking it would column and presented below as printed

in the Bellefontaine - Examiner, to whom we extend our special thanks:

NATIONAL AUCTIONEERS WEEK PROCLAIMED FOR APRIL 2-8

By Jon Hubbard

C. M. "Pop" Hess, 401 Ontario street, Bellefontaine, a professional auctioneer for over 50 years, has announced that the National Auctioneers Association has proclaimed the week of April 2-8 as "National Auctioneers Week."

Mr. Hess explained that the auction way of selling is one of the oldest methods of bartering known to man and dates back in history to before 1,000 B.C. Today, throughout the United States and all the free countries of the world, the auction method of selling real or personal property is growing very rapidly.

He continued by saying that practically every commodity is sold at auction and in many cases the standards of value are established by auction prices. More than 60 percent of all meat animals in the U.S. are marketed via the auction method. This is also the means of marketing of many other food products, including fruits and vegetables, eggs and produce, and fish.

Liquidation sales of all types are very popular today, including businesses, farm dispersals and state sales. No sale today should be considered too large or too small for the auction method of selling. Your daily newspaper is constantly carrying items of record prices, received at auction, whether it be a thoroughbred horse, a purebred bull, a load of feeder cattle, a rare stamp, a famous painting or a parcel of land, he said.

Mr. Hess added that America's leading auctioneers are members of the National Auctioneers Assn., which has a membership of some 3,000. These members, he said, are continually striving to render better services to their clients through mutual exchanges of ideas and experiences.

The veteran auctioneer, stated that he and Bud Anderson plus Dick Crandall, were the only three Logan County auctioneers belonging to both the state and national auctioneering associations.

Mr. Hess, incidentally, celebrated his 92nd birthday Feb. 6, and he continues to write a regular column in an auctioneering trade magazine.



Promotional Items

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. (7/8" or 2/3" wide.) **\$2.50 each**

DECALS—3 color, reversible, @ 25c each; 4 for \$1.00.

BUMPER STRIPS—Advertising the Auction method of selling. **25c each; 4 for \$1.00**

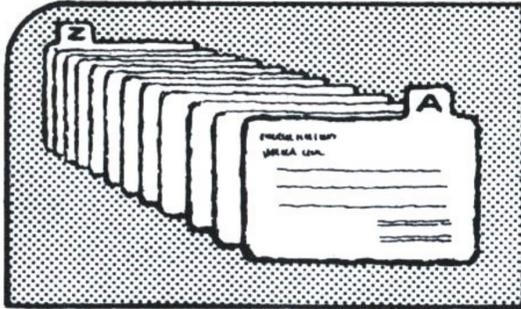
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135 LAKEWOOD DRIVE

LINCOLN, NEBR. 68510



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- Henry M. Stanley Sr., Ohio
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J. C. Carter Seeks Seat in U.S. Congress

Col. J. C. Carter, Scottsville, Ky., has filed for election as Congressman to represent the 2nd District in Kentucky. His current four year term as State Senator expires this year.

Carter is a member of an old established auction family, is currently president of the Carter Realty Auction Co., Scottsville, and is associated with other business interests. He is a member of

the National ,Kentucky and Tennessee Auctioneers Associations and is active in many civic and business organizations.

The West-Central Kentucky District that Carter seeks to represent consists of 20 counties - Daviess, Hancock, Breckinridge, Meade, Bullit, Spencer, Anderson, Washington, Nelson, Hardin, Grayson, Larue, Marion, Hart, Edmonson, Warren, Barren, Allen, Simpson and approximately one-half of Ohio County.

John Zyla is President Of New Hampshire Group

John Zyla, Merrimack, was elected President of the New Hampshire Auctioneers Association for 1972. Ted Langdell, Wilton, is the new Vice President, and George Michael, Merrimack, was re-elected Secretary. True Glidden, Portsmouth, is the Treasurer.

Elected to the Board of Directors were: Eric Johnson, Manchester; Larry Gray, West Lebanon; and Paul Lawton, Chesterfield.

CAN DO MORE

There is no man living who is not capable of doing more than he thinks he can do. —Henry Ford.

THE AUCTION LINE

All comments and/or questions should be addressed to: THE AUCTION LINE. 135 Lakewood Drive, Lincoln, Nebr. 68510.

Dear AUCTION LINE:

We have been having trouble locating a company that will furnish Liability Insurance to cover auctioneers. Does anyone know any companies that specialize in this type insurance? Any help you can give us would be appreciated.

Sincerely,
 D & D Wis.

The AUCTION LINE Committee would like to receive answers to this question from members who have had experience with liability insurance.

Dear AUCTION LINE:

Upon receiving the letter about Group Insurance with Mutual of Omaha, I returned a letter to that company stating

that I was interested and have never heard any more about it. Could you bring us up to date on it?

Yours,
 G. B., Michigan

Mutual of Omaha assumes full responsibility of our Group Insurance Plan. When letters of interest are received in the Omaha office the Mutual of Omaha Agency in the area serving the eligible member is notified. Usual policy is for the Agency to make an appointment in order to fully describe the Plan. Anyone not contacted in a reasonable length of time should notify the executive office of the National Auctioneers Association. B. H.

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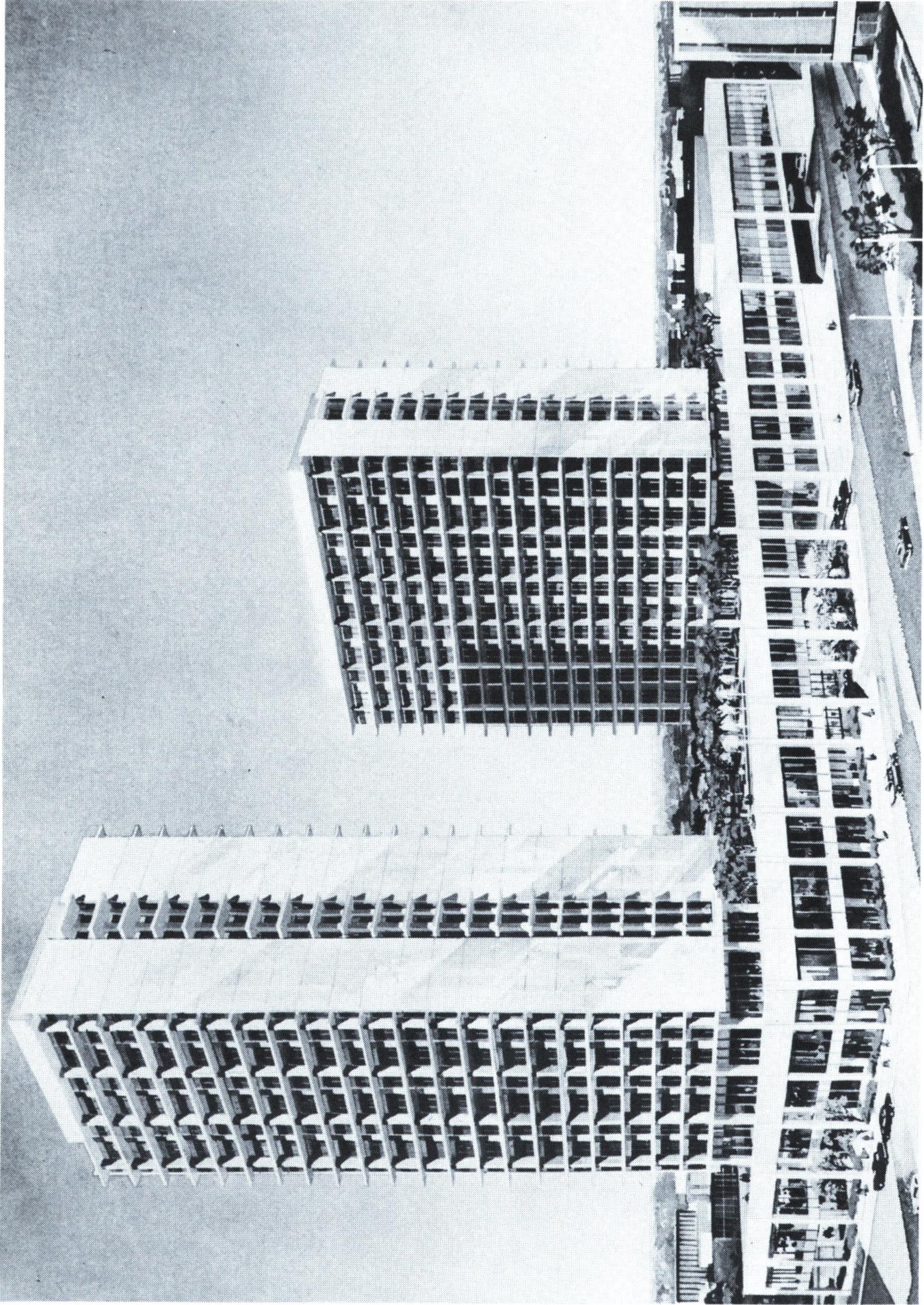
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The twin towers of the Fairmont Hotel in Dallas will provide ample space for the 1972 convention of the National Auctioneers Association. This doesn't mean you don't need a reservation. Use the card enclosed with this issue of THE AUCTIONEER and return it today, before it gets misplaced. If your plans change you can always cancel reservations but you can't get them when there are no more.

Terms and Conditions For Benefit Auctions

By John R. Fishdick

After conducting over three hundred (300) Benefit auctions (in all cases I have donated my services) I have found that if certain terms and conditions are made between the auctioneer and sponsoring organization that it proves beneficial to both parties, namely:

The sponsor must agree to include in all radio advertising and all portions of the audio TV advertising the following: Col. John Doe, auctioneer will donate his services in conducting the sale. All posters, news paper advertisement must carry the following in the lower left hand corner: Col. John Doe, Auctioneer.

All news releases must include in the copy the following: Col. John Doe, Auctioneer will conduct the sale and donate his services.

The above terms must be agreed to in writing by the sponsoring organization thirty days prior to the auction and presented to the auctioneer.

IN MEMORY OF

Lewis G. Marks

who passed away May 21, 1964

Wife Ruth and family

I have found that this procedure adds a professional status to the auctioneer and the assurance of proper identification with the auction is not an undue request in light of the fact he is donating his services. It assures the public that it is truly a Benefit auction and the auctioneering is giving of himself for a community purpose.

My closing remarks are: Remember you only live once. If you live your life right, once is enough.

Since the spoiled little boy had seldom left his mother's side in all his five years, his parents were naturally concerned when he came home from his first day of school.

"Tell me," cried his mother as she hugged him, "did you cry at school today?"

"No," the little terror replied, "but the teacher did."

Association

One of the unique creations of modern man is the "association."

The "association," although invisible itself, has taken on several human characteristics. It can own property. It can take actions and be held accountable for them. It can have friends and adversaries. It can live, thrive and stay young through the years by continuing to inject new ideas, new methods and new blood. It can become pessimistic, senile, wither and die if it violates the principles of self-renewal.

Like people, some associations gain recognition and establish an image by constructing an edifice, speaking loud words or erecting large signs. Others seem to make their presence and personality felt by progressive contributions and sowing seeds of optimism and cooperation. Some wallow in lethargy and shy away from problems presented by change. Others maintain high lofty ideals and enjoy the intrigue and challenge accompanying the process of generating new ideas, of seeking solutions and solving problems.

Just like people, an "association" can set standards of ethics and behavior for itself. These standards, added together, give each different "association" a distinct character, a personality and an image. Its personality — plus its performance — gives it influence, force and prestige.



These two Lewistown, Montana, auctioneers are congratulating each other on the Silver Belt Buckles they won at the Montana Auctioneers Contest. Frank Bass (left) was the merchandise selling champ and Ron Miller won similar honors in selling livestock. Miller is the new president of the Montana Auctioneers Association and Bass is a Director and former President.

Montana's Contest

Sparks Annual Meet

Montana Auctioneers gathered in Shelby for their 8th Annual Auctioneers Contest and their 10th Annual Spring Meeting, April 7-8. Advance planning by President Fritz Hoppe and his committees along with the dates coming at the close of National Auctioneers Week, the meeting and contest attracted unprecedented interest.

In the Merchandise Selling portion of the contest, held on Friday evening, Frank Bass, Montana's Flying Auctioneer of Lewistown, was declared the Champion. Jack Ellis, Roundup, captured the runner-up spot while Jack Raty, Fort Shaw, placed third. A silver buckle was presented to Bass while wall plaques were awarded the other two top men. Twelve auctioneers competed in this lively event.

Saturday, eight auctioneers competed at the Shelby Livestock Auction Market,

selling a rapid sale to buyers on the seats. The Market had shifted its regular Monday sale to Saturday in order to accommodate the Contest. Ron Miller, Lewistown, was named Champion, followed by Del Strommen, Vandalia; and Bob Reich, Livingston. They received awards similar to those in the Merchandise Contest.

Ron Miller was elected President during the business meeting. Carl Westermarck, Shelby, is the new Vice President; and Bill Hagen, Billings, was re-elected Secretary-Treasurer. Retiring president, Fritz Hoppe, Shelby, and Bob Thomas, Billings, were elected to the Board of Directors.

Minnesota Planning A Family-Fun Convention

The Minnesota State Auctioneer's Association is getting ready for their Annual Convention, June 11 and 12, at Slayton, Minnesota. Col. Dick Staples is the program chairman. Headquarters for the Convention will be Slayton's newest Motel - THE RIDOTTO.

Sunday evening a dance will be held at the VaHalla Ballroom on Lake Shetik. The tickets may be purchased at the door on Sunday evening. The business meeting will be held Monday. This convention will be a family affair as there is camping space available and a roller rink closeby. The banquet will be held at the Club Royal.

An invitation to the neighboring state auctioneers and their families is cordially extended as a good time is assured to all!

Col. Audrey Knutson, Secretary

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He will travel where in need to go.
Hours pass with no time to eat,
With aching legs and hurting feet.
The Sun comes up and the Sun goes
down,
If the job isn't finished he is still
around.

A long day has passed,
Heading home at last.
Joy within him a job well done.
A few deals lost and many won,
The Honor of Selling and having fun.
He will fly the Skyways,
When Life is SO dear.
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1000 acres with a 150 foot ride-a-way approx. .7 of a mile from small thriving town. Mountain land all in timber. Ready for development. TVA has new project nearby. Some Plateau views overlook big lake. Foresighted views unexcelled. 5 miles of Mountain tops.

70 acres on prosperous Signal Mtn. near Chattanooga between subdivisions. 2000 feet on through highway.

1400 acres on Plateau only 15 minutes drive to big new plant and all kinds of industrial plants nearby that work thousands of people all prospects for 1 to 5 acres now and will pay the price. This 1400 acres is 95% level to rolling deep fertile soil. Some lakes stocked with fish. Easiest place on earth to make lakes with pure mountain water. Approx. 2000 feet above sea level. This healthy thin air that will never be polluted. Approx. 40 prosperous towns surround this 1400 acres only minutes away. This 1400 acres can be developed into a modern country town now. As you know, there is a demand for planned, roomy, country towns now.

406 acres lies on big river near small town with progress. Will develop now in low bracket; but, in our opinion, will be red hot within 5 to 7 years and will then be in the high bracket. This is one of Tennessee's best river farms.

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There is no investment on earth like earth. This 4300 acres is above average locations and will all sell in lots in the upper bracket average. C. B. McCarter and Sons have also got an obligation to serve the public. We will still carry on with the sons and daughters in charge. We just need some relief from the heavy pressure for a while.

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"WE SELL THE EARTH"

Auctions Fast Fun, Business

By **ANN WEBER**
News Women's Writer

"One man's trash is another's treasure," Bob Fetters said. And for 20 years his job has been to get those two persons together and make sales.

Mr. Fetters is an auctioneer, a fast-talking combination showman-salesman who makes a living making people happy — the seller gets his money, the buyer gets his treasure and the auctioneer gets his commission.

"You do business with everybody in this profession. I've had average people, doctors, attorneys, persons of ill-repute. Eventually everyone goes to an auction," he said.

He added, "Some get 'the bug' and come every week for awhile." His auctions are 6:30 to 10:30 p.m. each Tuesday.

They attend seeking bargains but may not find them. "There are pieces that go cheap or people wouldn't come," Mr. Fetters explained. "It's kind of a gamble."

He begins bidding at a price based on his knowledge of the item's market. "I have to know the crowd and know what I'm selling. Sometimes I have to show what a good buy it is in order to get people interested enough to start bidding. I have to know the exact situation."

Mr. Fetters said he generally gets at least the price he asks. But his interest is the total income when all items have been sold, not for what each brings.

His specialities are estate sales, real estate and household goods. He finds

that antiques are current best sellers. "Some double and triple in price in six months," he stated.

Mr. Fetters prepared for his profession at a three-week cram course given by Reppert's School of Auctioneering, Decatur, Ind. Instruction was in selling cattle, tobacco, antiques, automobiles, real estate, household items and — of course — the auctioneer's chant.

"We were told not to tell too much about it," Bob said. "But basically we were taught 'word fillers' to work into a chant. Each person has his own but they are generally the same. It's like singers — many may do the same song but each version sounds different."

Example of word fillers is "Bid the five, say the five, make the five," he said.

"Auctioneering is one of the oldest professions and each person has a chant — that's just the way it is. It may aid fast sales and it may keep people interested," Mr. Fetter said.

After schooling, Bob started work under the late C. W. Hollar. Three years later, he went on his own.

"This is a hard profession to get into," Mr. Fetters noted. "You have to build up a name. It may take 10 to 15 years to build up a full-time business. People don't want to turn over all their possessions for sale to a man who's had no experience."

Being a success in the business demands ability to talk rapidly and distinctly, Mr. Fetters said. In addition, "You have to have a good personality so the people like you. And you have to know what you're doing, just like in anything else."

Stamina also might be a qualification. Mr. Fetters' longest sale was a 12-hour marathon auction of a lumber company in Elida.

His work involves both unusual and humorous experiences. "Sometimes a person will wave to someone across the room or scratch his nose and I'll think he's bidding," Mr Fetters began. "Also I've had people buy something that isn't the item they thought they were bidding on.

"Some people squeal and scream when they get something they want. They

EDITOR'S NOTE: Auctioneers in the news is a great way to promote the auction method of selling. The article on this page is a partial reprint from the women's section of the Sunday edition of **THE LIMA (Ohio) NEWS**. This is a section that has high readership and women are becoming increasingly important to the auctioneer in both buying and selling roles.

Robert L. Fetters is a member of the Ohio and National Auctioneers Associations and of the Lima and Ohio Real Estate Boards.

just get carried away. Then others get very angry when someone bids against them. That always tickles me," he continued. "There's no friends at an auction. It's business, and the highest bidder is the buyer."

His wife, Midge added, "we sell things that we don't know a use for and sometimes the buyer doesn't either. But they buy because the item is an oddity."

Mr. Fetters said there's always some too timid to bid. They try to buy right from the auctioneer, he pointed out.

He recalls the time he sold Oriental figurines, swords, knives, opium pipes and tapestries for a family who considered them worthless. He added, "There was much interest in the sale. The family didn't know how valuable the items were."

He stressed that auctions aren't always forced sales, as in bankruptcy and repossession. "We are asked to sell things in cases of divorce, death and moves to a smaller home, for example," he said.

Even after 20 years in the business, Mr. Fetters claims he never knows what the public will buy. When he does, "I

tell people not to throw anything out until after the auction."

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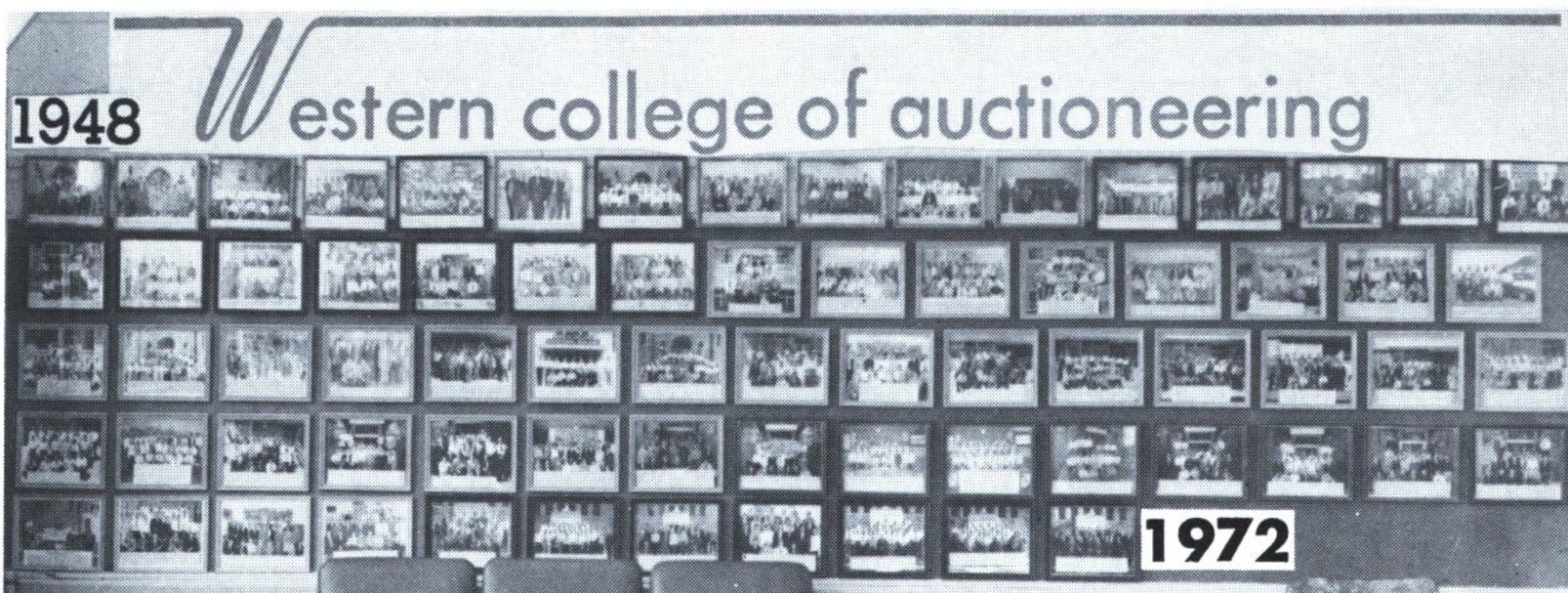
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The Ole Colonel's Corner

by Col. Lee Viningre

Here I am back again at this old typer wonderin just what there is to wonder about, and when I get to wonderin about something, I just have to go and find out what I can about it. The more I am around antiques, the more I am convinced that no one but no one seems to really know what an antique really is. Everyone I speak to and everything I read seems to be different, so what's a fellow going to do?

The revised U.S. Tariff Act of 1966 defines an antique as something that was made one hundred or more years ago. In spite of this good definition, there seems to be doubt in the eyes and the minds of the beholders. Take for instance old automobiles. The folks who collect them can't seem to make their minds up either, and they defy the conception of what is and what is not antique six ways from Sunday. The Antique Automobile Club of the United States is willing to recognize any car made up to and including 1929 as "antique". The rest of the world seems to accept the word of the Veteran Car Club of Great Britain who classifies as cars made prior to December 31, 1916, as Veterans with cars produced between 1905 and 1916 being called Edwardians, and the word Vintage pertains to cars made between 1916 and 1930.

American ceramics made before 1890 are considered antique. Pressed glass cannot be considered antique unless it is made before 1900. Blown bottles and flasks are held in high esteem by the collectors but not if they were blown after 1875. Cut glass, slag, end O Day, fancy paperweights and the like are nothing in the eyes of those who know unless they were made before 1915. Check these dates, and you will find that none of them fall into the 100 year category set aside by the Tariff Act. So how is a fellow to know?

Another thing that came to my attention is that there seems to be an international date line used to determine what is and what isn't. The age of things seems to increase when crossing the

mighty Mississippi River and then again when crossing the Rocky Mountains. It seems that each section of the country has its own preference in antiques, and never the twain shall meet.

New England is noted for its early Colonial pieces made of pine and maple while the Middle Atlantic States, ranging from Maryland to Georgia, seem to favor the Georgian and Federal styles made famous by Sheraton, Hepplewhite and Phyfe. The southeast, through Florida, Alabama and Mississippi, but items made during the Empire period, and in New Orleans, of course, we find the trend turning to French and English pieces which date from the reign of Louis XV and George III. In the Great Lakes area we find the likes turning to Frontier Days, before and directly after the Civil War. The Midwest prefers Renaissance and Eastlake. The mountain states in the West have a turning to artifacts used in mining camp days following the Civil War. This includes Eastlake and Jacobean with pieces carved from Chinese Ebon. These same folk have a thing about old whiskey bottles, wooden shop signs, and the ever popular round oak table. Utah, Arizona, and New Mexico, which composes most of what we know as the Southwest, seems to lean toward pine furniture, wrought iron and mid Victorian pieces. Those from the Bay area around San Francisco prefer "Gaslight" Victorian, and contrary to everything else, those from the Los Angeles area lean toward EARLY AMERICAN. None of this conforms to the Tariff Act with the exception of the styles brought here from Europe. So once again I say, what's a fellow to do?

I would like to stray from the world of antiques for a few lines and scribble a few words about the human race. I'm kinda interested in this due to the fact that I have been a member of this fraternal organization for more years than I care to remember. You have all heard the saying, "I thought I had trouble because I had no shoes until I met a man

who had no feet." I've heard it many times but like a lot of other things we hear, we listen and just don't pay no never mind to what we are listening to.

What I'm gettin at is this. I had a fellow come into the shop today, and the first thing out of his mouth was, "How are you feeling today?" I was feelin pretty good, and I answered, "Fine". After he left, I got to thinkin about what I had said and just how much it meant to me. Here I told this fellow I was feelin fine when in the back of my head I wasn't feelin too good. I was tired and feelin sorry for myself when I had no business feelin sorry for myself. About the same time all this was happening somehow picked up a copy of a newspaper dated June 8, 1971. Starin me right in the face was an article about a young fellow named Freddie Steinmark who stood five feet ten inches tall, weighed 166 pounds and played defensive back on the 1969-70 National Champion Texas Longhorn College football team. Freddie had just died of cancer. He was 22 years of age. In 1970 he had his leg amputated when the great doctors found he had a malignancy. Sick only in his body and not in his heart, Freddie soon learned to master the art of the artificial leg. He returned to school as a student and was given the position of assistant coach. He made it for awhile, and I know the good angels up there have placed him on the first team. What I am trying to say is, "What am I bellyachin about?" I had told that fellow I was feelin fine, and in spite of my aches and pains, I am feelin fine. I'm walkin, I'm talkin, and I'm doin all the things that a normal person should be doin. So you can bet your life the next time a person asks me how I am doin, I'm going to tell him "Okay", and you can bet your bottom dollar I will mean it.

If you are down around Kerhonkson stop in at the Ole Colonel's Place and chin awhile. Until I see you, "Watch out for those swinging doors."

I know a fellow who gave his wife a \$1,000 check this past Christmas. Attached was a note saying, "If business is good in the next few months, I'LL SIGN IT." Cute guy!

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"Forgiveness is the fragrance the violet sheds on the heel that has crushed it."

—Mark Twain



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Kentuckians Enjoy Another Fine Meeting and Convention

Kentucky auctioneers continued their pattern of a year ago by staging another outstanding state auctioneers convention. It was held at the Seelbach Hotel, in Louisville, April 9-10. Beginning with a Luncheon Sunday noon and continuing through mid-afternoon, Monday, the good crowd assembled was treated to a varied and interesting program.

While "Kentucky talent" was prominent throughout the meeting the participation of out of state personnel added to the convention's interest. Grover Howell, president of the NAA was the speaker at the Monday Luncheon. Pop Hess, Bellefontaine, Ohio, and Bernard Hart, NAA Secretary, were on the Sunday afternoon program. Tom Dunlevy from across the river in Indiana, was also a program participant, speaking on the subject of Preparing and Selling Holstein Cattle at Auction.

A representative of the Continental Insurance Co., spoke on the Bond Liability concerning Money and Securities Coverage. Robert Enos represented the Kentucky Real Estate Commission, explaining regulations pertaining to real estate

at auction and Jim Stevens, Nashville, Tenn., described his firm's methods of conducting real estate auctions. manager of the classified advertising department of the Louisville Courier-Journal; Herbert Ransdell, investigator for the Kentucky Auctioneers Commission; and John L. Cummins, a former president of both the Kentucky Auctioneers Association and the National Auctioneers Association.

Mrs. Purcell Lee, Shelbyville, Ky., gave an interesting demonstration, entitled "The Pioneers." She presented and explained many items used by the early day settlers of the state. President Charles Switzer presented personalized mementos to all past presidents of the organization.

J. O. Briggs, Stanton, who served most capably as Convention Chairman, was elected President for the coming year. J. H. Barnard, Jr., Bowling Green, was elected 1st Vice President and Henry L. Jones, Winchester, won the nod for 2nd Vice President.

Retiring president, Charles Switzer,



The Kentucky Auctioneers Convention gets underway with Tom Dunlevy at the podium. He is flanked by KAA president Charles Switzer (left) and convention chairman, J. O. Briggs.

Cynthiana; Rubert Ainley, Dukedom, Tenn.; Ray Godby, Science Hill; and Earl Jones, Hodgenville, were named to the Board of Directors. Wilma Atherton, Hodgenville, who has served the office of Secretary-Treasurer most capably for several years, will continue in that office.



Mrs. Purcell Lee entertained the Kentucky conventioners with her presentation of "Pioneer Kentucky".



Pop Hess had everyone's attention as he told of his auction experiences during the Kentucky convention.



Jim Stevens, Nashville, Tenn., explains real estate auctions at the Kentucky convention.

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Merit Patches For Auction Buffs

By **CLARISSA START**

Of the **Post-Dispatch Staff**

When my son was a Boy Scout, he used to go on camping trips called "overnights." I well remember one of these in mid-March mainly because the weather dropped from seasonal spring temperatures to something around the zero mark. On the Sunday morning when I drove out to pick up my son and his friend, I found two shivering, sniveling unhpapy boys, full of stories of frozen milk, frozen eggs and frozen feet. We drove to the nearest restaurant at the edge of the Meramec and they ate two pancake breakfasts apiece. I've never trusted March weather since then.

There was an incentive for these grueling tests of endurance, however. The Boy Scout received a patch, a small square or diamond or circle of colored felt to indicate that he had participated in a march or a campout or some special event and merited recognition.

I'm about to propose a system of patches for auction buffs. My auction buff friend Julie and I earned one last weekend on a muddy road in Illinois. The advance publicity sounded great (it always does) and we planned to go a week before the date.

On Saturday morning we conferred by telephone, expressed mutual concern that the temperature was just 24 degrees but decided to drop in for an hour or two anyway. My alternate plan was to clean house and getting away sounded much more alluring.

I stopped at Julie's house in Columbia, Ill. We went in her car, bigger than mine in case we bought furniture, and headed for St. Joseph, which is 12 miles south of Waterloo.

We overshot the mark, asked directions at a store and found our way back to the "Sale Today" markers along the road. We reached the grouping of parked cars but many people seemed to be leaving.

"Oh darn," Julie said. "I bet we're too late." As we started to turn down the car window. "Don't go back there," he warned. "Tractors are pulling them out. There's mud, you wouldn't believe it."

Could we walk? we asked. Oh sure, just a mile or so. We both had boots

and we agreed that a true auction buff shouldn't let a little thing like muddy roads hold her back. We started out. Uphill, down hill, bogging down to the ankles and then finding solid ground again. My almost new boots were a mess. All along the sides of the road were stalled and stuck cars, like the 1920s.

We reached the farmhouse where the auctioneer was holding forth. It was a good auction but everything was too big, breakable or bulky to carry and the small items, went high, like the mustard jar for \$14. ("Why is it so valuable?" I whispered to the distinguished looking man from Belleville who's at all the auctions and is very knowledgeable. "Darned if I know," he whispered back. "I think she got carried away.")

We bought cups of homemade chicken soup, so delicious it made up for the cold feet. But when a wind came up, we decided to go. We looked down the long road. Then luck came our way in the shape of a green truck driven by Loren Seidel of Waterloo who was heading back, too. We piled in along with other waifs of the wayside, bouncing, jouncing and saying a little prayer every time we reached a seemingly impassable spot.

"German born St. Louisans who fought with Gen. Franz Sigel in the Civil War, had a saying, 'Ve vass mit Sigel.' " I told Julie. "We can say, 'Ve vass mit Seidel.' "

And we should have been given a merit badge patch.

(REPRINTED FROM THE ST. LOUIS (MO) POST-DISPATCH

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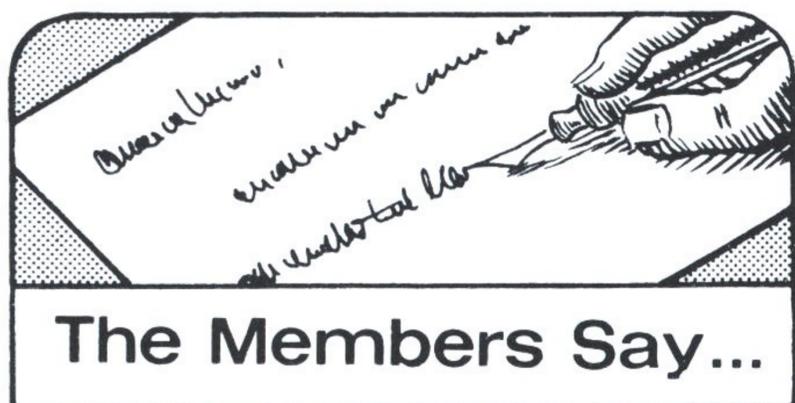
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Ladies Auxiliary to the NAA



Dear Bernie:

Albuquerque, New Mexico is growing and the auction profession is keeping pace.

Elmer Bunker and Associates pulled what is probably the largest crowd from the greatest distance, and the most states, of any auction ever held in Albuquerque. Over 1500 buyers attended and registered from seven states.

The sale consisted of consignments of farm machinery, construction machinery, big trucks, bob tail trucks, pickups, automobiles of all classes. The sale was held outdoors under clear blue New Mexico skies, and unless you've been fortunate enough to see our Sun, you don't know what Sunshine is.

As you know, I sold the New Mexico Auctioneers as of January 1st, however, I still cry the auctions and work for the Corporation. We had 18 consecutive yearly increases, and judging from the volume so far, it looks like the Auction House will beat the \$500,000.00 volume we've enjoyed the last few years.

We hear by the grapevine that Albuquerque will have an Auction School in the near future. I'll let you know what develops.

Certainly enjoyed having you work the auction with me. I guess you've worked the worst and the best since I

remember when you were here a few years ago on Good Friday, which as always is a little rough.

I've always said when I had a rough sale, that I'd rather have Bernie anchoring the auction block than anyone I'd ever worked with.

Just bought a travel trailer, and Mrs. Overton and I may do a little traveling the next few years. Sorry to hear of Chet Drake conducting his last auction. I helped him on an auction in the old place in Decatur when Bud, his son, was still in school.

There have been more good men in the Auction Profession than any other, or maybe I've been lucky to associate with some good men, and fortunate enough to have known them. Elmer Bunker and I were partners 20 years ago. We sold the Auto Auction on Monday, the Livestock Market on Tuesday, and the Furniture Auction on Friday. Elmer never liked the furniture business as well as I did, so he went the Auto and Livestock route, and I went the furniture route. We have both had a lot of fun.

Consignments were received from Mountain Bell, New Mexico State Police, Highway Department, Bernalillo County Sheriff's Department, National Leasing Companies, and many others.

Sincerely,
John A. Overton,
Albuquerque, New Mexico

Dear Sir:

Enclosed you will find my dues and \$5.00 for the "Booster" page. We are still doing real well at our Sales. Started 4 years ago, and we are still at the same place for the time being. God has really blessed us. We enjoy and look forward to getting "The Auctioneer". Keep up the good work.

Your fellow auctioneer,
H. M. Watson
Walkertown, N. C.

Dear Bernie,

Enclosed please find \$15.00 for dues and listing on the "Booster" page. I hope everybody is having good sales like I am. We were having 2 sales per month, 1st and 3rd Friday, but for past 8 months we have been having 3 and sometimes 4 per month. I hear a lot about the economy being slow. It's not that way around here. Everybody working except the welfare people. The own-

ers of Ford Glass Company announced a new plant to be built adjoining the west side of my property which will employ 500 to 600 people. Cost of land and plant to run \$40,000,000. I don't know where the company will get that many workers around here. Anybody that reads this letter should come to Maxton, N. C., and apply for a job if no work is available in your area.

If nothing happens, I'll be in Dallas in July, for the Convention. Hope the hotel rooms are better than they were in Milwaukee.

Sincerely,
Billy Dunn,
Maxon, N.C.

Dear Bernie:

Thanks for coming to our Kansas Convention. It's always good to have you on hand. Roy Wood, Rex Newcom, Jack Littlefield and I went to Topeka on Tuesday and made Gov. Docking an Honorary Col., which pleased him very much. He signed the proclamation for Auctioneers Week and we had our picture taken. Roy Wood is supposed to send you a copy of the picture and a story for "The Auctioneer", if you want to use it.

Bob Jessup is sending you an article about our convention for you to use. Bernie, will you please send me two NAA printing cuts.

Sincerely,
Dick Brewer,
Mt. Hope, Kansas

Dear Bernie,

Here are some (12) of the returns on the membership cards that you sent me. May have some more in a few weeks. I know most of these boys and believe me there aren't too many that pitch in and help each other like these fellows do. If all auctioneers were like these boys, I believe we would have a stronger association.

I think the association could be a lot stronger if most auctioneers would forget the false pride that he is a National Auctioneer and thereby this makes him better than his fellow auctioneer who isn't a member. I believe if you are a member, talk to your fellow auctioneers and get him to join and I believe that your returns will be much longer and greater in the long run.

Sincerely,
Johnny Koske
Palm Bay, Florida

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

Contents of 111 Year Old St. Clair County Courthouse Sold at Auction

On February 11, 1972, all furniture, fixtures, office equipment, and other removable items went under the hammer as St. Clair County, Illinois, made way to raze it's Courthouse built in 1861 and provide a site for a new 6 million dollar high rise edifice.

Col. Leo R. Kramper, St. Libory, Ill., who is also a member of the Board of Supervisors, representing Fayetteville Township, conducted the sale that lasted about 3 hours. Judges' benches, jury boxes, huge safes weighing tons, marble washbasins and slabs, and other removable items were sold in a rapid fire manner to a huge crowd that assembled, many out of curosity and others, especially office holders and employees, who came to buy strictly for sake of memory.

The 111 year old Courthouse located on the Square in Belleville, Illinois, had a unique past. On the front steps many presidential candidates from both par-

ties made campaign speeches and under those same steps is a cell used to quarter run-away slaves who had escaped their masters in the nearby states of Missouri, Arkansas, Kentucky and Tennessee. The building has become obsolete and inadequate due to a large population growth in the area.

Sheriff Dave O'Neal, Ex Officio Custodian and Board Chairman, Francis J. Foley were very surprised when the net receipts were more than double their estimate. The sale yielded the county \$8,185.00.

Col. Kramper, NAA member, is a well known auctioneer and sales manager in Southern Illinois for conducting many farm real estate and machinery sales and has presided over other auctions for St. Clair County such as surplus real estate which is acquired through delinquent taxes and also selling automobile confiscated in felony crimes.



Crowds fill the rooms as Leo Kramper sells contents of Belleville, Ill., court house.

OFFICIAL ENTRY FORM
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Contestant's Name

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NOTE: If pre-contest publicity is desired, please complete the form below, and attach a page giving additional background information on the contestant and/or the market, and enclose a photograph of contestant. Also list additional newspapers and radio and television stations, if desired.

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Names and addresses of Newspapers, Radio and TV stations you would like to receive a news release

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How many years has contestant been an auctioneer?

Has contestant entered previous auctioneers contest?

If so, when and where

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

Names and titles of owners of market

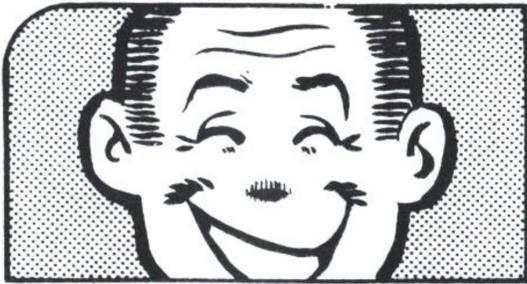
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The Lighter Side...

OUTSIDER

He was the father of 10. One night he was to keep watch over the brood while his wife went to a meeting. Before leaving, she instructed him not to let a single child come down the stairs.

He had just settled down with a book when he heard steps on the stairway. "Get back up those stairs!" he said authoritatively. A few minutes later, he heard steps again on the stair. "Get back up those steps or I'll spank you!" he barked. Five or 10 minutes passed and he heard steps again. He dashed to the stairs to see a couple of tiny feet disappear at the top of the stairs.

He had hardly sat down with his book again when a neighbor lady came to the front door. "Oh, Mr. Jones, I can't find my little Billy anywhere. Have you seen him?"

"Here I am, Mom," wailed a tearful voice from the top of the stairs. "He won't let me come home!"

SAD BUT TRUE

The girl who thinks no man is good enough for her may be right — but she may also be left!

MOSTLY STATIC

She went to the supermarket with her hair in rollers. Moving along the shelves, she noticed a young man eyeing her curiously. Finally, when obviously he couldn't stand it any longer, he came up to her and asked: "Lady, pardon me, but what stations can you get on that?"

PROVERB

Have you heard the old saying about the danger of going around with a chip on your shoulder? You're likely to get your block knocked off.

The young suitor was going through the formality of asking for the hand of his prospective bride.

"So you want to become my son-in-law?" said her father grumpily.

"Frankly, no," replied the suitor, "but I don't see any way out of it if I marry your daughter."

CHANGING THE ORDER

A farm wife missed the eggs from under the turkey hen and asked her young son if he knew what had become of them.

"Sure I know," he admitted. "I put 'em in the dog house. We want puppies — not turkeys!"

ACCOUNT CLOSED

The general store merchant finally collected from a stubborn debtor. "Say on the receipt," said the ornery customer, "that I don't owe you a thing."

With painstaking care the dealer wrote: "Bearer don't owe the undersigned nothing — and ain't going to no more."

LEARNS FAST

A boy becomes a man when he stops asking his father for an outright grant and requests a loan.

TRAVELING LIGHT

The rich Alaskan arrived at the Florida hotel followed by several bellboys carrying skis, toboggans, sleds and other equipment and right behind them came a brace of Alaskan huskies.

"Sir!" exclaimed the startled clerk. "this is Florida. There is no snow here!"

"I know, I know," boomed the Alaskan "It will be along later with the rest of my luggage."

IT'S WITCHCRAFT

Natives who beat drums to beat off evil spirits are objects of scorn to smart American motorists who blow horns to break up traffic jams.

HOW ABOUT FERTILIZER

An amateur gardner, seeking some free advice from a veteran Scottish horticulturist, demanded, "What would you suggest my planting in a spot that gets very little rain because of the overhanging eaves, has too much afternoon sun, and has too many rocks in the soil?"

"Well," answered the Scotsman, "how about a nice flagpole?"

PROOF

A wealthy Sultan kept his harem three miles away from his palace. Every time he wanted one of his wives, he sent his servant to get her.

The Sultan lived to be 95 while the servant died at 30. This proves that it's not the women that kill you, but the running after them.

NERVES

After examining the patient, the doctor said to him, "Your nerves are bad. I wouldn't be surprised if you drink seven or eight cups of coffee a day."

"Actually, much more," confided the patient. "I spill that many."

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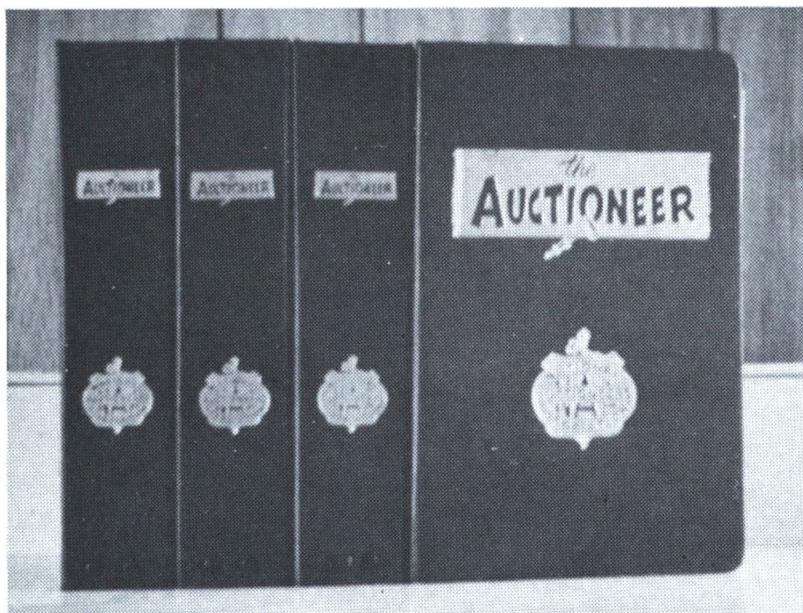
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"I don't see why you're so mad at your ex-fiancee," said the friend. "After all, she returned your ring."

"That's right," replied the other. "But she didn't have to mail it back marked, 'Glass, handle with care.' "

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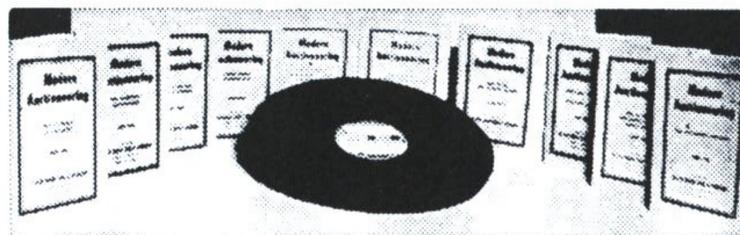
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—Somerset Maugham

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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.

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