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THE **auCTIONeer**



These men were elected to the top offices of the Ohio Auctioneers Association. From the left, Don Standen, Chet Guffey, Ford Good and Newt Dilgard. See Cover Story Page 3.

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THE **auCTIONeer**

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3277 Holdrege St.
Lincoln, Nebr. 68503

North Dakota Beckons

By F. E. FITZGERALD, Bismarck, N. D.

The day after Thanksgiving the Mrs. and I left for my old stomping grounds at Albion, Nebraska, to visit a brother and many other friends that live there. We stopped for lunch at Albion, Nebraska, and met Charlie Corkle and his sons in the Cafe. They were moving several hundred head of Hereford cattle to a new corn-field pasture near Elgin.

We had a nice visit with Charlie. I think what the country needs today is more Charlie Corkles. He also paid for our lunch and we thanked him for it, as he said he always feels sorry for his friends in North Dakota.

The next day, Saturday, I called on my good friend, and I guess everybody else's, Col. Dan J. Fuller. I believe Dan said he was 87 years young. We had a real nice and interesting visit for several hours. It was 52 years ago this last January 29th (1917) that the first sale I helped with was with Dan Fuller. It was 15 below zero all day and I'll never forget it. Dan had me sell the milk cows. He said they would be easy to sell and would sell good and with Dan's good help I got a pretty good job done and I must say I was never on the ropes at any time because Dan was always in my corner.

Dan is in pretty good health but he has nearly lost his eye sight. His daughter and son-in-law are caring for them. I didn't see Mrs. Fuller as she was in the Hospital and not feeling too well. I am sure glad to hear she has returned home since then. I think it would be very fine for all you other auctioneers that know Dan Fuller, and I am sure there are many, to take a few minutes and write Dan at least a card. I am sure he would like it very much.

We wanted to spend a day in Lincoln but there wasn't enough time. Will try it the next time, Bernie.

The North Dakota Auctioneers Convention will be held in Medora, N.

D., April 11-12-13, this year. It is an historic site in the Badlands, once the home of our President, Teddy Roosevelt. It isn't where the West begins, it's where the West really is, and I am sure you are all welcome. We'd all like to make this, and should do so, our best convention in honor of our National President, Bob Penfield. I am hoping that some day in the near future we can hold the National Auctioneers Convention here in our capitol city, Bismarck.

We have all the accommodations to handle it here and it would serve a wide area including Canada, where there are many that belong to the NAA. Now might be a good time to start tooting our horn.

Did you know that North Dakota is the leading producer of hard red spring wheat and raises nearly all the Durum wheat used for macaroni? Half of the nation's flax is produced in North Dakota and the famous Red River Valley is widely known for the production of sugar beets and potatoes. North Dakota has some of the country's finest Hereford cattle, home of the famous "Zato Heirs", raised by the Patterson Land Co., of Bismarck.

North Dakota now ranks 9th in oil reserves and 12th in production. We have 2,214 producing oil wells operating in 49 different fields as of January 1. A large oil refinery is at Mandan, with a pipeline from the Tigo and Williston oil basins, over 200 miles away, owned by Standard Oil Co.

The Mandan plant, which is just across the Missouri River from Bismarck, is producing thousands of gallons of jet fuel every day. We have a \$200,000 salt plant at Williston. Salt is pumped from 8,000 feet below the surface. They are producing over 80,000 tons per year with 20,000 tons being made into livestock salt blocks. It is also used for

water softener and table use. In these same mines they are storing L.P. gas.

North Dakota has the largest lignite coal fields in the U. S. A. There are over 800 billion tons of coal and they are mining about 3 million tons a year. We now have two big electricity generating plants at Stanton, N. D., 65 miles northwest of Bismarck, on the Missouri River. One plant cost over \$36½ million and another, close by, cost \$40 million. Each burns nearly 200 tons per hour. Another is now under construction, southeast of Center, N. D., about 20 miles southeast of the present two. It will cost over \$60 million.

We have the world's largest rolled earth dam, 70 miles northwest of Bismarck, called the Garrison Dam, on the Missouri River, which also has a giant hydro-electric plant with ten big generators. The water is backed up nearly 200 miles and is now furnishing electricity to 11 different states. Congress has appropriated money for the irrigation of more than one million acres. Last year, over 270,000 visitors, from many different states and foreign countries, visited Garrison Dam.

North Dakota is the home of some very noted people, including Lawrence Welk, Strausberg; Roger Maris, baseball's 'king of Swat', Fargo; Eric Severeid, CBS news commentator, Velva; Nancy Dickerson, Washington news commentator, Kulm; Peggy Lee, Radio and TV star, Valley City; Howard Schafer, President of Gold Seal and Wax, Bismarck.

President Theodore "Teddy" Roosevelt lived and ranched at Medora, N. D., and was the owner of the Maltes Ranch. The National Park at Medora is called the Teddy Roosevelt Park.

John E. Dame, former Governor of North Dakota and past National Commander of the American Legion, is from Bismarck; Francis Beaton, past National Commander of the V. F. W., Fargo; Lyn H. Stambaugh, past National Commander of the American Legion, Fargo; Gov. Bill Buy, President National Governors Conference, Bismarck; Dad

OUR COVER

Holding offices of responsibility in a state or national organization is generally the reward for the services performed and interest held in that particular organization. Each year we see a group of men accept these responsibilities all across the country. Those on the cover are representative of those men.

From the left, Don Standen, Chet Guffey, Ford Good and Newt Dilgard, the men elected to the top offices of the Ohio Auctioneers Association, in January. We congratulate them!

Hays, past National Commander of the American Legion, Grand Forks.

Robert Schnell of Dickinson is the current National Champion Livestock Auction Market auctioneer and Bob Penfield, Bowman, N. D., is President of the National Auctioneers Association.

Why don't you all come up and see us some time and a good time to do that would be April 11-12-13?



Illinois Farm Sells at \$1,000 per Acre

DIVERNON, ILL.—A 162-acre farm in the Sarah Hutton Estate was sold for \$1,000 an acre—the most a farm of that size has ever brought in Sangamon County.

It was purchased by Robert Eckert of Sibley. The farm, sold at public auction at Divernon High School, is located two miles east and one mile south of Divernon.

The farm was held by the Springfield Marine Bank Trust Department and sold by William L. Gaule of Chatham and Vern Dragoo of Springfield, both auctioneers.



Officers and Directors of the Ohio Auctioneers Association got together at the January meeting of that group. Identification from the left, front row: Roland Featheringham, Paul Wisecup, Neil Robinson, Cal Nethero. Center row: Herb Bambeck, Russell Kiko; Richard Babb; Chet Guffey, Newt Dilgard, Ford Good, Don Standen. Back row: Jim Kiko, Merle Maidment, Hubert Amos, Howard Jewell, Walter Hartman, Dave Kessler, Hobart Farthing.

Ohio Auctioneers Have 160 Present For Annual Meeting

By NEWT DILGARD, Secretary

The annual meeting of the Ohio Auctioneers Association was held at the Southern Hotel, in Columbus, January 11 and 12. The first day's program included entertainment by a magician and a Fun Auction. The auction added more than \$200 to the treasury.

With President Dick Babb presiding the annual business meeting was held the following morning. A discussion of the 1968 Federal Gun Control Act was led by Chet Guffey. Dave Kessler distributed sample contracts and conducted an extremely interesting discussion regarding the necessity for the use of contracts in compliance with Ohio State law. It was voted to make these contracts available to members in pad form.

With 26 new member applications approved it brought the membership in the Association to 341. Don Fisher of the legislative committee reported a new effort would be made to get a bill through the General Assembly relative to Court Sales being handled by a professional auctioneer. A similar bill was approved by the Senate in its last session but died in the House.

Officers for 1969 were elected with the following results: President, Chet Guffey; First Vice President, Ford Good; Second Vice President, Don Standen; Secretary-Treasurer, Newt Dilgard; Directors, Paul Wisecup, Roland Featheringham and Richard Kiko. Merle Maidment was appointed by the President to fill the unexpired term of Don Standen as a Director.

Luncheon was served to 160 persons followed by a talk, "Laughter is the Best Medicine," by Earl Reass. Russ Kiko, NAA Director, presented a plaque to outgoing President, Dick Babb.

Ed Wimmer, a TV and radio commentator, gave a splendid talk in regard to the direction in which things are headed today.

The following committee appointments were made by the new President:

Publicity and Advertising—
Merle Maidment

Promotion and Membership—
Cal Nethero

Program and Entertainment—
Richard Kiko

Meeting Sites—
Walter Hartman

Representative to Auxiliary—
Hubert Amos

Printed Matter—
Dave Kessler

Roster and By-Laws—
Ford Good and Don Standen

Liason between OAA and Ohio
Auction Commissioners—
Roland Featheringham

Dividing state into Districts—
Paul Wisecup

Assistant Secretary—
Howard Overmyer

Legislative—
Neil Robinson, Gene Slagle,
Don Fisher and Howard Jewell

It was announced the June meeting of the Ohio Auctioneers Association would be held at the Imperial House, south of Dayton.

In Memory of Tom Berry

Dear Tom:

May you always walk in sunshine
God's love around you grow
For the happiness you gave us
No will ever know.

It broke our hearts to lose you
But you did not go alone
For part of us went with you
The day God called you home.

Wife, Margaret, and daughters



Colorado auctioneers and the Auxiliary held their annual convention, January 11. Top picture shows President Bill Hauschildt and Secretary-Treasurer, Chuck Cumberlin, standing. Seated is Bernard Hart, NAA Secretary; Bob Penfield, NAA President; Mrs. Penfield; and Morris Fannon, Guest Speaker.

Center photo shows a portion of those in attendance. NAA Board members were guests at the evening Banquet.

Lower picture is the members of the Colorado Ladies Auxiliary organization who were present for the meeting.

Colorado Convention Hosts NAA Directors

By CHUCK CUMBERLIN, Secretary

Colorado auctioneers held their Annual Convention at the Cherry Creek Inn, in Denver, January 11. President Bill Hauschildt called the convention to order at 1:00 P.M.

Feature speakers and topics on the afternoon program were: Regis McKay, Manager of Producers Livestock Markets, Colorado Division, "Livestock Auctions"; Jim Keyes, Supervisor, Colorado Real Estate Commission, "Real Estate"; Col. Si Lockhart, Steamboat Springs, Colo., "Farm and Ranch Auctions"; and Col. Bill Hauschildt, Denver, "Furniture and Antique Auctions."

The annual business meeting followed with all officers being re-elected for 1969.

At the evening banquet the NAA Board of Directors were guests with one of them, Col. Morris Fannon, Pennington Gap, Va., being guest speaker. He issued an invitation to all to attend the 1969 NAA Convention, in Roanoke.

Col. Bob Penfield, NAA President, and Col. Bernard Hart, NAA Secretary, reported on national news and the NAA Building Fund. Attending auctioneers participated in an interesting "Fun Auction" to conclude the successful meeting.

Mrs. Bill Hauschildt was elected President of the Ladies Auxiliary in a separate meeting of the ladies during the afternoon.

Help Control Pests Destructive to Plants

Are you handling farm and construction equipment at auction sales?

Such items should not be moved from the auction yard until they have been cleared with a plant pest control inspector. Plant pests often travel from

one place to another in farm produce and in soil and plant residue clinging to farm machinery and construction equipment. Unless quarantine regulations are followed, these pests may be carried to noninfested areas by unsuspecting purchasers of contaminated items.

Many of these plant pests such as insects, nematodes, or weeds are of foreign origin. They are not present in all parts of the country. Domestic plant quarantines are designed to protect agricultural and urban areas from damage that could be caused by such pests. Before articles that might harbor the pests can be legally moved from a quarantined area, they must be inspected and found to be free of the pest or be cleaned or treated under the direction of an inspector. Equipment moving illegally is subject to treatment or return to the point of origin. In-transit treatments are expensive and troublesome.

Destructive pests that could be spread with farm and construction equipment include: soybean cyst nematode, burrowing nematode, Japanese beetle, cereal leaf beetle, imported fire ant, pink bollworm, witchweed, white-fringed beetle, golden nematode, and European chafer. You can help curb their spread into noninfested areas by complying with domestic plant quarantine regulations.

For information about these quarantines contact the nearest state or Federal plant pest control inspector or county agent.



CONVERSATION

Customer settled himself in the barber chair and said, "Before we start, I know the weather's terrible, I know nothing about race horses and I don't care who wins the fight. I don't wish to discuss politics, the cold war, nuclear weapons, interplanetary travel or hunting. I'm aware that I'm getting thin on top, but it suits me. Now get on with it."

If you don't mind, sir," said the barber calmly, I'll be able to do a much better job on your hair if you don't talk so much."



The Ladies Auxiliary

Dear Auxiliary Members:

"Take a lesson from the pin. Its head keeps it from going too far, but it goes as far as its head will let it."

The author of the above statement is unknown to me—but how true it is!

Time is moving so swiftly—my head is in a whirl—and I know others are too -- all thinking and doing for our National Convention in Roanoke, Virginia, in July.

Congratulations are certainly in order to the ladies of Virginia—having organized their Auxiliary. Their organization will have much to do between now and convention time, but I sincerely hope they will be able to have a picture, along with all officers, their names and addresses, published in the Auctioneer—soon.

We will be holding our State Convention—the Quarterly Meeting in Perry, Oklahoma on February 23, 1969. Doc will show the film made at the Oklahoma City National Convention. We're looking forward to seeing everyone in Perry and perhaps discuss ideas that might be helpful to the ladies in Roanoke.

Doc just suggested another 'author unknown' bit of wisdom. "The secret to success is—when you play—play hard—but when you study—don't play!"

So with that thought in mind—let's all work hard now—towards the National Convention in Roanoke, Virginia in July '69 so we all can enjoy the fun and enjoyment of being together.

Again, congratulations to the Ladies Auxiliary in Virginia!

Kindest personal regards to everyone!

Alma Crowell
President

P.S. Any suggestions any of you might

have for the National Convention, please send them to me and I, in turn, will send them on to the Convention Chair-lady. Thanks again.

♦ ♦ ♦ ♦ ♦

Bigger and Better!

Hello, to all ladies in every state.

It is time for every one to start making plans for our National Convention in Virginia. This will be our second trip to Virginia—but in a more substantial position than in 1950.

Those that attended the 1950 convention in Virginia had great hopes for the Association but in no stretch of the imagination did they think it would grow into such a large organization.

Let's make the Convention bigger and better because those that have gone before tried hard to make auctioneering a respected profession and every year, with the great conventions we have had, we are making this dream a reality.

We have had a better year in Pennsylvania, member-wise, and we feel it will and must make our profession better known and more respected. Auctioneering is not a job, it is part of family living as sooner or later each member becomes interested and some families make it a complete service. In what other job or profession can you do this?

Let's make it bigger and better.

God willing, I will see you in Virginia.

MARGARET BERRY

♦ ♦ ♦ ♦ ♦

OOPS!

Nothing attracts
The mustard from wieners
As quickly as slacks
Just back from the cleaners.

IN UNITY THERE IS STRENGTH



First donation to the NAA Building Fund was made by the Ladies Auxiliary to the Colorado Auctioneers Association. While the proposed building was being discussed in another room the Colorado ladies quietly took up a collection from their members and in the above picture, Mrs. Mary Margaret Harrington, their Secretary-Treasurer, presents twenty-five one-dollar bills. Since this first gesture by the Colorado ladies, nearly all State and Auxiliary organizations have made donations.

The Bridge Builder

An old man going a lone highway
 Came at the evening cold and grey
 To a chasm vast and deep and wide;
 The old man crossed in the twilight dim;
 The sullen stream had no fear for him.
 But he turned when safe on the other
 side
 And built a bridge to span the tide.
 "Old man," said a fellow pilgrim near,
 "You are wasting your time with
 building here.
 You will never again pass this way—
 Your journey will end with the closing
 day;
 You have crossed the chasm deep and
 wide,
 Why build you this bridge at eventide?"
 The builder lifted his old grey head
 "Good friend in the way that I've
 come," he said,
 "There followeth after me today

A youth whose feet must pass this way
 This stream that has been as naught to
 me

To the fair-haired youth might a pitfall
 be.

He, too, must cross in the twilight dim;
 Good friend, I'm building the bridge for
 him."

This poem, by William Allen Dromgoole, vividly illustrates what the founders of the National Auctioneers Association were thinking 20 years ago. This July, at Roanoke, we will celebrate the 20th Anniversary of the founding of the NAA.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1968 - 1969

PRESIDENT:

Mrs. V. K. (Alma) Crowell
 Oklahoma City, Oklahoma

1ST VICE PRESIDENT:

Mrs. Dick (Virginia) Brewer
 Mt. Hope, Kansas

2ND VICE PRESIDENT:

Mrs. Lyle (Irene) Erickson
 Cresco, Iowa

SECRETARY-TREASURER:

Mrs. Grover (Willie) Howell
 Dallas, Texas

HISTORIAN:

Mrs. E. B. (Patsy) Fulkerson
 Jonesboro, Tennessee

DIRECTORS:

(TERMS EXPIRING 1971)

Mrs. Dick (Kay) Deweese
 Prairie Village, Kansas

Mrs. Bob (Wynona) Penfield
 Bowman, North Dakota

Mrs. Morris (Velda) Fannon
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(TERMS EXPIRING 1970)

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Mrs. Leland (Irene) Dudley
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Mrs. George (Betty) Cravens
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(TERMS EXPIRING 1969)

Mrs. Walter (Pearl) Britten
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Mrs. Fred (Daisy) Ramsey
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Mrs. G. T. (Nan) Gilbert
 Lincolnton, North Carolina



Pop's Ponderings

Encouragement In Future With Coming Of Spring

By COL. POP HESS

The date your pondering writer starts this issue is when I can roll over something of interest to myself and to our readers which this month happens to be Feb. 10th. The first ten days of this month of February has been more mild and liveable then this writer can recall coming in this month that I became 89 years old. I do recall many years back of weather and things that did happen in the days of Febr. 4th through the 10th.

This year, on the morning of February 6th, the weather looked a little unrestfull, a slight rain, then a little snow, but soon passed over and the sun did shine all through the rest of the day. The mail brought the usual run of Birthday cards from as far west as California and north from northern Minnesota, east to New York and New Jersey, south to Georgia. One came from an old friend in Florida, with the bulk of them from Ohio.

My old pals at the Radio Station WRFD came on the air as usual with Happy Birthday and comments from my side kick who is still kicking on the announcing staff, Johnnie Martain. He was my right hand Announcer during my stay at this station for sixteen years of the eighteen I was in charge of "THE FARM & LIVESTOCK SALE PROGRAM DAILY", Monday through Saturday and this program is still on as usual, under a sponsorship program.

I did take note of Johnnie on his show on Monday following February 2nd (known as Groundhog Day), well he shot this one. "Well yesterday was Groundhog Day and we will have six more weeks of real winter. Proof—Our Pop Hess was out walking around and saw his shadow, why look further."

When it comes to pondering in the winter I will back up to January 20th. As I watched the folks of our U.S. turn out to give our Dick and Pat Nixon—THE GREAT WELCOME—to become the Mr. and Mrs. President of our own United States, where we saw two of our young today's generation make the climb to the top by pulling mostly on their own boot straps. The Inaugural Parade, with state by state represented, regardless of party lines, the strong arm of our Nation gave them welcome, a four year lease on the White House and all that goes with it.

We were much interested in watching the various States and their choice Bands to march, and was much interested when the State of Nebraska Band came along. As I watched this, I found the answer I could make up and answer a letter I had received from a troublesome thinking Auctioneer. He asked, "Pop, can you tell me if you know what so attracted our NAA Board of Directors along with Bernie Hart to locate our permanent home at Lincoln, Nebraska? Of course there is only one good answer. Lincoln is a close center for all states, and also Lincoln offers a great welcome. It is the home of some of our great auctioneers of all times like the grand old Colonel Woods with many others in the state of Nebraska. Also Lincoln is the home of Col. Art Thompson, a great auctioneer in his day and of recent years the home of Col. Corkle, The Forke Brothers Auctioneers plus many now very active and upcoming auctioneers.

In getting back, that band we saw Jan. 20th in the parade, I will have to kick in a little mirth and say my understanding is this is just across the street

from our present office in Lincoln and as I view that band and those fine looking young ladies in the lead, twirling those bright shining tongs it brought back to my long time memory when I was a main box auctioneer in a large commercial draft horse auction in Ohio. We had a shipper from Nebraska, often in with a car or two of the best draft horses, and I recall one statement he made about his horses. They were just like the women of Nebraska, stout, husky, corn fed and beautiful.

This I took notice in that band from Nebraska, last Jan. 20th, and who will blame our fine board and secretary for liking the location and views in and around Lincoln. I have written my answer but his reply back was a little dense. He was disturbed on the poor showing his party made in the last November election and did not have the spirit to watch the parade, but he did agree my answer was a good one and believed he would take a trip to Lincoln and see for himself.

How the time flies, this is the March issue, four more monthly issues and July will be here. Wonderful to see in the February issue that we closed 1968 with 2735 NAA members and this writer believes by Convention time our total membership will be over 3000. Yes you boys make it a date right now to be in Roanoke, Virginia, for the 1969 Auctioneers Convention.

Our Ohio auctioneers are quite busy and sales of all types and kind are going strong. The farmer, the livestock men seem to be coming along in fine shape. Business in general seems to be very good, regardless of the unrest in all kinds of business or profession. Employment triggered from pillar to post by strikes and riots, etc., with more war than peace. However, I have a hunch we will soon see much of this cooled down to more normal conditions in this 1969.

It seems we who like to fly can win a chance for a free ride to Cuba. This is a game like many other by chance games. To get a few bucks you have play and



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spend and take a chance. As of this writing the Cuban prizes seem to come more often than any other cash prizes. Our boy, Bernie, flies often, who knows he might take our NAA to Cuba for a night stand.

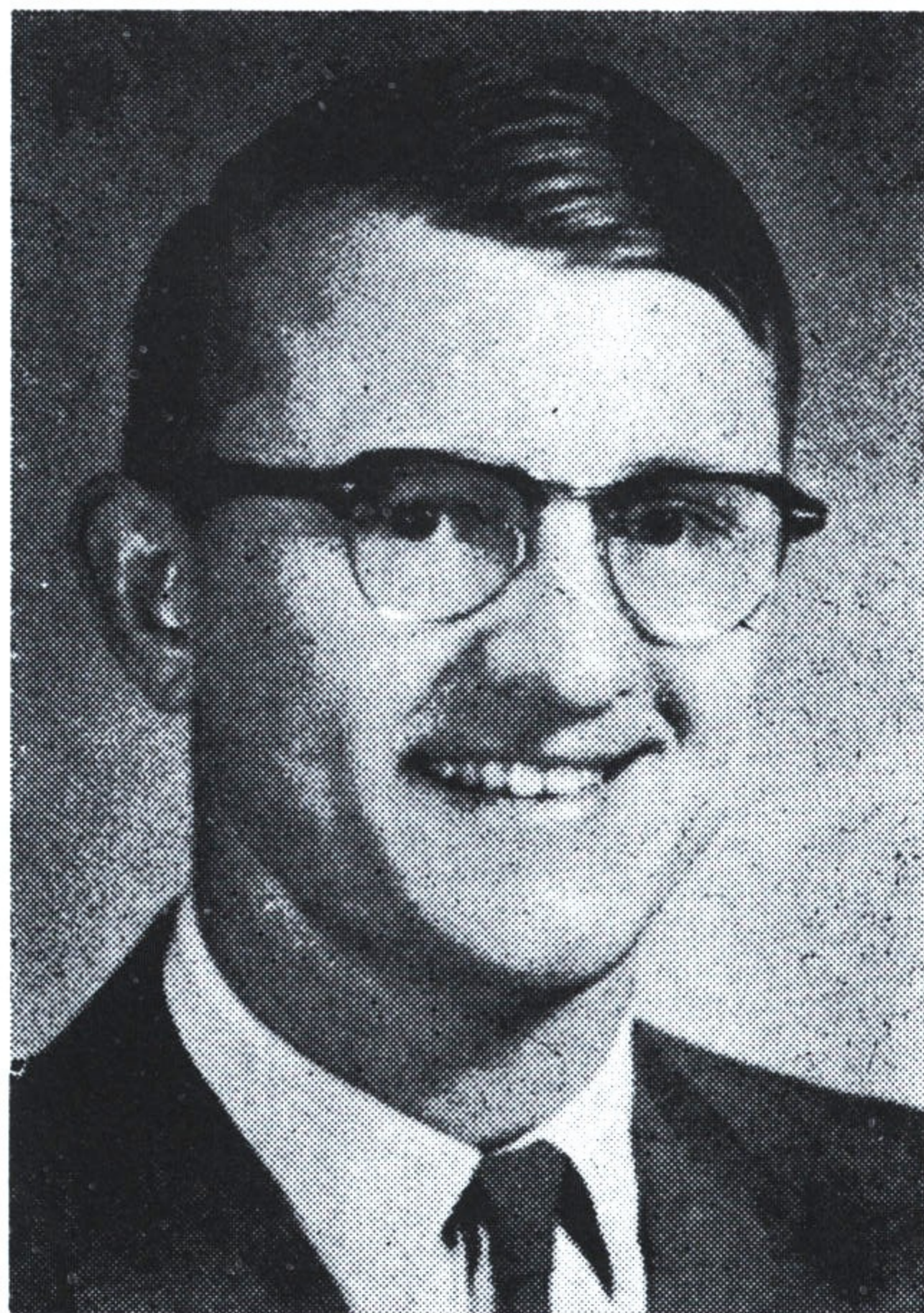
Yes, I started out to make this column up on Feb. 10th, but today it is Feb. 11th, and this must be in the mail tomorrow, Feb. 12th to be on our Editor's desk for Feb. 15th. I am sure it takes someone at Lincoln a day's time to untwist the bugs and misused words to make it all readable. So here we go, just as I hit that last word, someone was pounding on our Front Door, I'm the only one home at the moment and I was dressed kinda odd for a man just 89 years old. The lights in my Den are very bright as I have to have them that way to see just how and what keys to hit. I had put on an old cap I used around the lawn on hot bright sunny days. It has a good big visor on it that shades my eyes. Also the temperature in our house was a little too warm and I had took off my usual housecoat and slipped into a teenager looking summer shirt given me by the grand kids for Christmas and I looked real sharp.

I got to the door and opened it and there stood an aged gentleman. He looked me over and said, "Hello Bub, is your dad around home and I again realized, I must not have just past the year of 89. Yes, I am still a BUB.

Getting back to the progress of our National Auctioneers Association, we today can see this Association has become a fact—Our strong supporters and officers are all auctioneers often referred to as An Auctioneer in demand. This association has weathered the storm that has taken years to overcome and all ear marks that we are safely on our way. By the time we come to the Cross Roads of 1970 the permanent home and shrine for the Auctioneers of the past, the present and the future, where research can be in the works for better auction sales, better up to date Auctioneers. A Profession that will stand out with a star of progress in the business of converting property into money.

Ken Brown Elected Director of Bank

DOYLESTOWN, PA.—Kenyon B. Brown, well known Bucks County auctioneer and appraiser, has been elected as a Director of the Doylestown National Bank and Trust Company, according to an announcement by Howard M. Barnes, Chairman of the Board.



Mr. Brown, who is a full partner with his brother Morell in Brown Bros., Auctioneers, Doylestown, is in the direct male line of one of Bucks County's oldest families with origins tracing back to 1679. His father, E. Newlin Brown, was a favorite personality and auctioneer throughout this area for many years.

The new bank director, known more familiarly as Ken to the many thousands who attend the numerous auctions where he presides, has offices with his brother in Doylestown. They also maintain the Brown Bros. Auction Gallery on Route 413, Buckingham.

Ken is a past president of the Upper Makefield School Board; past president of the Pennsylvania Auctioneers Assoc., and a member of the Lehigh Valley, New Jersey and National Auctioneers

Associations. A past president of the Central Bucks Jr. Chamber of Commerce, he is also a member of the Bucks County Board of Realtors, a fact accounted for by Brown Bros. additional interest in the sale of real estate.

Graduating from the Doylestown Borough School and George School, Ken attended Penn State until interrupted by World War II. He served with the U.S. Army of Occupation in Germany.

Ken lives with his wife, Anne, at 52 Cherry Lane, Doylestown. They have four children: Blaine, a student at Central Bucks High; Margaret, a legal secretary in Philadelphia; Jeff, a student at Beloit College, Wisconsin, and Craig, a student at Drexel Institute, Philadelphia.

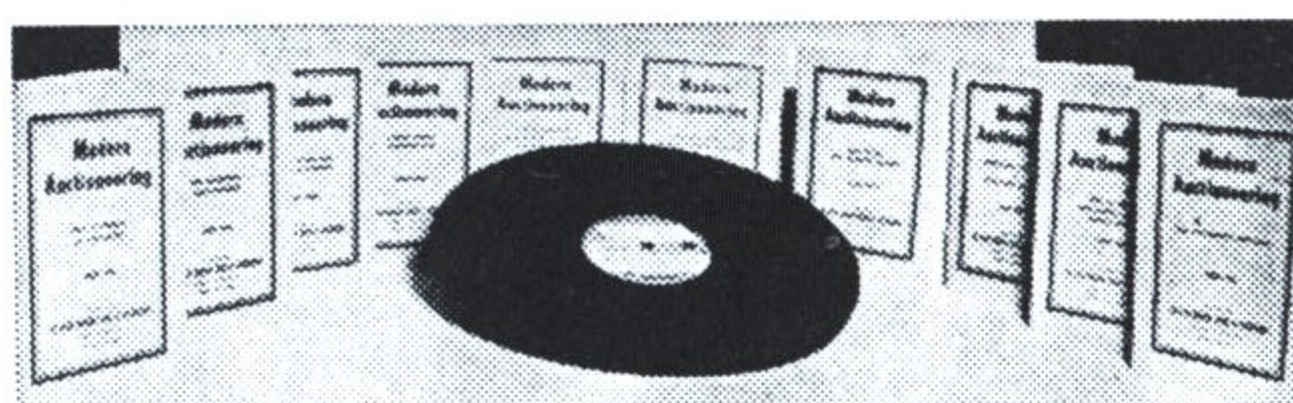


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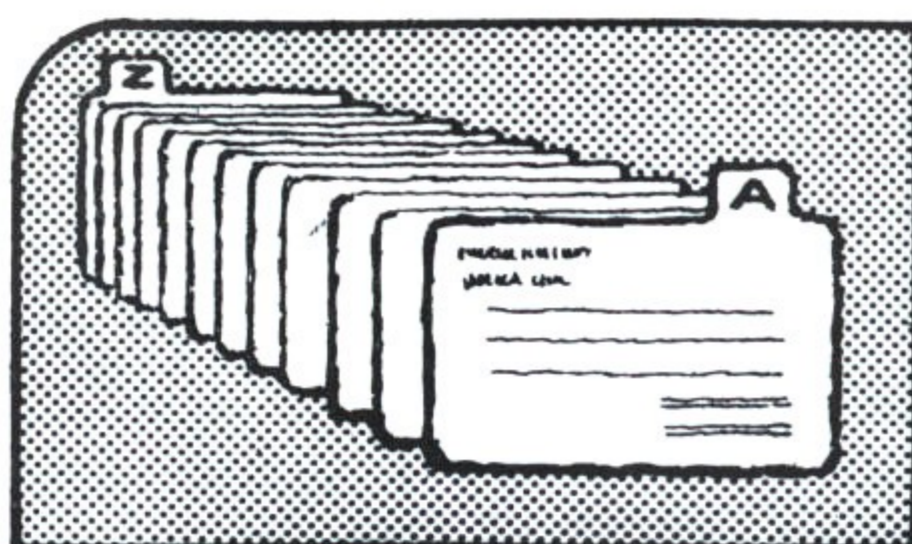


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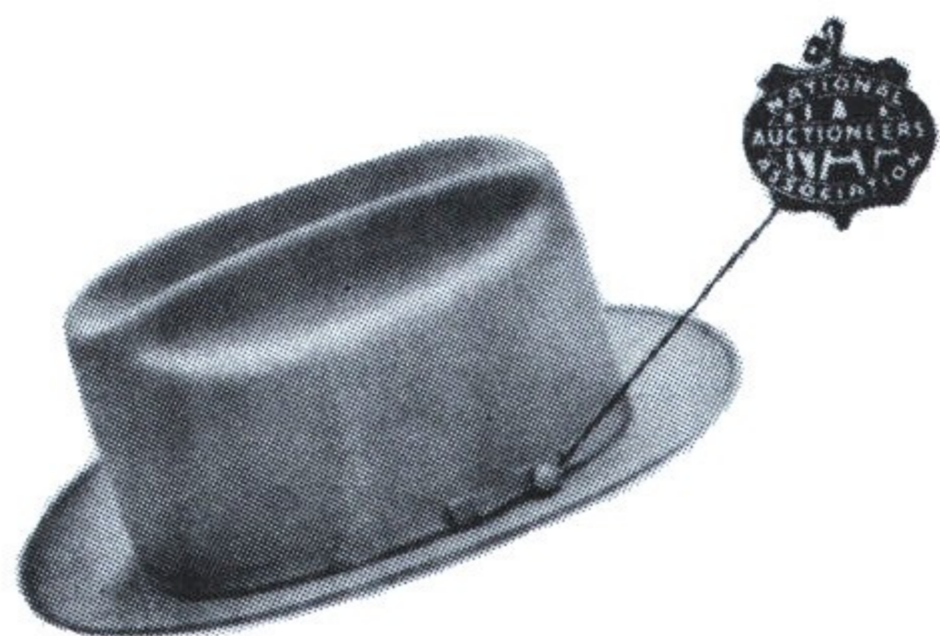
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"There's Just Something About A Horse"---

By GENE RAFFENSPERGER

The auction sale at Waverly, Iowa drew an odd blending of spectators: a back-slapping fellow from Texas, a group of solemn Amish farmers, a Canadian fellow who was bidding with a logging company's money, a Missouri man who chewed on a toothpick and talked about mules, and a number of older Iowa farmers who were there simply because they remembered bygone days and the creek and smell of harness and the jingle of a singletree.

It was the annual Waverly draft horse auction and 250 of the animals were on the block. Buyers, sellers and lookers from 35 states and Canada were on hand, drawn by the lure of the big horses—Belgians, Percherons, Clydesdales—and a few head of mules.

There is beauty in the immense size and power of a draft horse. The really big ones may weigh 2,000 pounds, stand six feet tall at the shoulder. With their big rumps and with hoofs as wide as large pizza pans, they give the appearance of clumsy oafs. Hitch six of them, well matched, to a beer wagon and have a band hit a march tune—watch those big fellows move with the grace of ponies.

Who buys draft horses today? At the Waverly sale there were buyers who wanted parade horses, others who show the animals, others who still enter horse-pulling contests. They were buyers who represented loggers from Maine and Canada where horses still are used. The Amish still use nothing but horses in their farm work. Also on the scene was a buyer

for a slaughter house. His horses end up as dog food.

Before he took the stand to sell the horses, Auctioneer Arnold Hexom tried to explain the business of horses and horsemen.

"I like horses," he said. "I never shot pool, never bowled, never paid my way into a ballgame. Horses are my hobby. Now, you take a horseman and give him a big team and put the reins in his hands and he's like a fellow in a new Cadillac—he's in a world all by himself."

As mentioned earlier, some came only to look; "tire-kickers," they'd be called at a car auction. Walter Link, 64, who farms near Mingo, patted a big Belgian and said, "Hell, I don't know, there's just something about a horse. I like to have them around. I worked horses until 1946 and just might buy a team today and just drive them around the farm yard."

Horses long ago lost the horsepower battle with tractors and it's probably a good thing because tractors work faster and longer than horses and we need the food and fiber that machines help produce. But the farm kids in Iowa are going to miss some of the little things that came from the rapport between driver and team. As Frank Nolte, 77, who lives north of Waverly, said, "I used to open the gate and the team would go through and then stop and wait while I closed the gate." Power steering be damned, you'll not get a diesel tractor to mind that way."

"PIKLES, MATTOCKS, RIDDLES"

On Welsh Sale Bill Of 1845

The following is a copy of the sale bill from my aunt's scrap book. This was one of many things that interested me about the auction profession when I first thought of being an auctioneer.

Several families, including my grandfather George, emigrated to this country from Wales and settled a few miles southwest of Evansville, Wisconsin.

The auction bill speaks of "pikles", which was good Welsh for hayforks, "mattocks" for picks; "straw engine", a feed cutter; "winnowing machine", a fanning mill; "half-strike measure", a bushel basket; "riddles", grain sieves; and other odd terms. The blank spaces are items that are unreadable on the original due to folds and obliteration:

PEREMPTORY SALE

203 Prime Kerry Hill Sheep
 23 True Bred
 Herefordshire cattle
 8 Draught Horses and Mare
 Colts, and Hack Fillies
 16 Hill Ponies, Pigs and
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 which will be offered for sale by

AUCTION

by Mr. Williams
 on the premises
 at Cefn-y-Berren, Montgomeryshire
 on Saturday, 22nd of March, 1845

The property of Mr. Thomas Pryce who is emigrating to America, comprising:

Lots

1. 20 ewes lambed or in lamb		20. Ditto	Ditto
2. 20 Ditto	Ditto	21. Ditto	Ditto
3. 20 Ditto	Ditto	22. Maiden Heifer	
4. 16 Ditto	Ditto	23. Ditto	Ditto
5. 20 Weather Sheep		24. Yearling Bull	
6. 20 Ditto	Ditto	25. 2 two-yr. old Bullocks	
7. 15 Ditto	Ditto	26. 2 Ditto	Ditto
8. 20 Yearling Sheep		27. 1 Ditto Heifer	
9. 22 Ditto	Ditto	28. 2 yearling Bullocks	
10. 20 Ditto	Ditto	29. 1 Ditto Heifer	
11. 12 Ditto	Ditto	30. 1 Ditto Ditto	
12. - - - - -		31. 1 Ditto Ditto	
13. Ditto	Ditto	32. Draught Mare	
14. Ditto	Ditto	33. - - - - -	
15. Ditto	Ditto	34. Draught Horse	
16. Barren Cow		35. Set of Gearing	
17. Ditto	Ditto	36. Draught Horse, rising 4	
18. 3 yr. old heifer, calved or in calf		37. Set of Gearing	
19. Ditto	Ditto	38. Draught Mare, rising 6	

39. Set of Gearing
40. Draught Colt, rising 2
41. Yearling Draught Colt
42. 2 year old Hack Filly
43. 2 year old Hack Filly
44. Hill Pony Mare, in foal,
45. Hill Pony Mare, in Foal
46. Ditto
47. Hill Pony Mare, Barren
48. Ditto Ditto
49. Ditto Ditto
50. Ditto Ditto
51. Ditto Ditto
52. Horse Colt, rising 3
53. Ditto Ditto
54. - - - - -
55. 5 yearling Colts and Fillies
56. Sow in pig
57. 3 Store Pigs
58. Broad Wheel Wagon
59. Narrow Wheel Ditto
60. Havest Ditto
61. Tumbrel Cart
62. Wheel Plough
63. Land Roller

64. Hand Plough
65. Large Harrows
66. Small Ditto
67. Wheelbarrow
68. Two heel rakes
69. Pikles
70. Grindstone
71. Beedle and Wedges
72. Iron Bar
73. Large Rock Mattock
74. Three Shearing - - -
75. - - - - -
76. - - - - -
77. Straw Engine
78. Winnowing Machine
79. Corn Screen
80. Peeling Iron
81. Half-strike measure
82. Sieves and Riddles
83. Sunrises

The sale will commence at eleven o'clock precisely. Also between the hours of 7 and 9 o'clock aforesaid will be offered for sale by auction One Lot, subject to conditions then to be produced, 4 dwelling houses and gardens,

situated in the said parish of Kerry. For further particulars apply to Mr. Thomas Pryce, the Proprietor, or of the auctioneer, Williams, Pr-r and Auctioneer, Newton.

Sent by Col. Dean George, Evansville, Wis.

Federal Law Affects Guns Sold at Auction

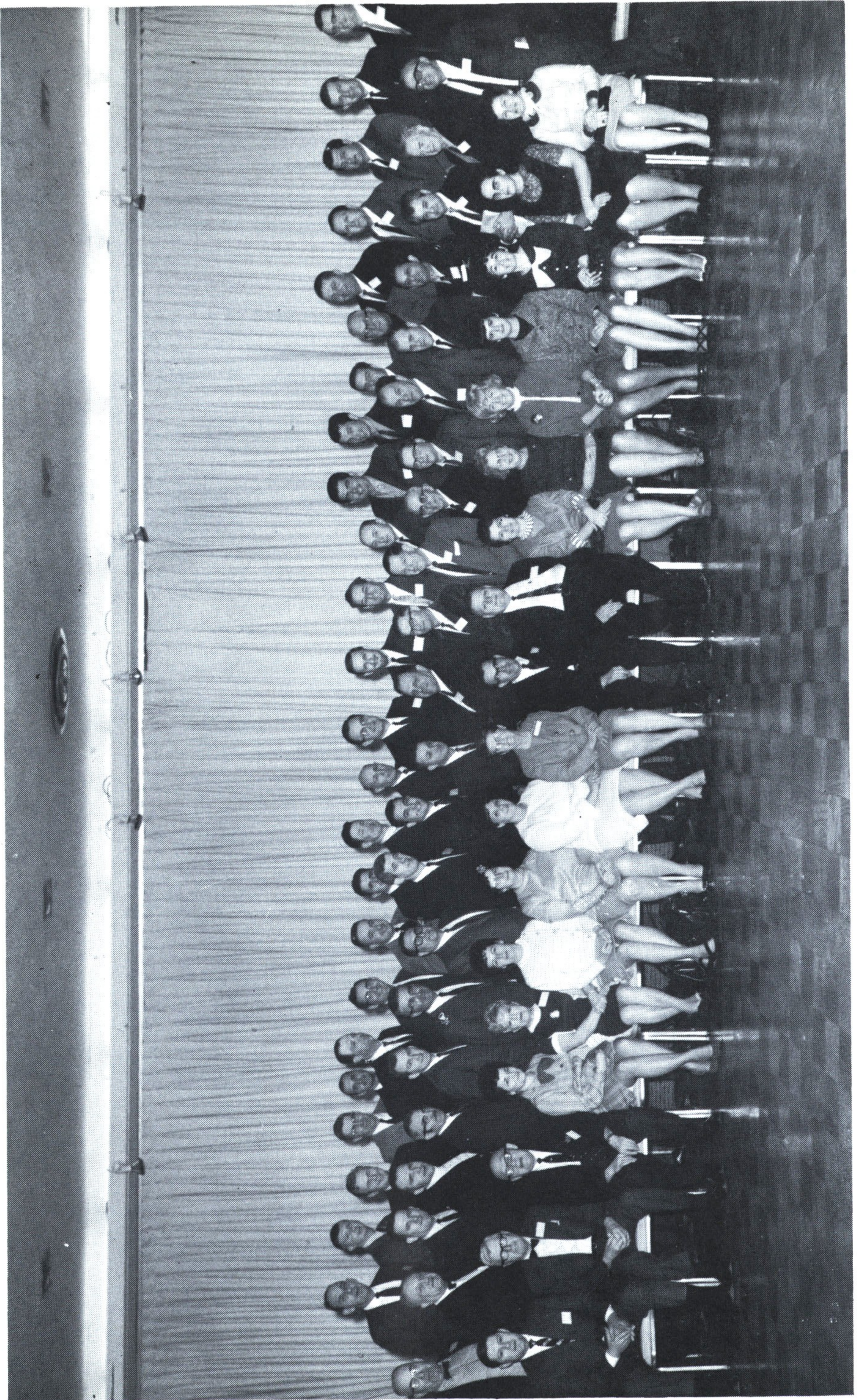
Federal gun control laws, recently enacted, affect the sale of guns by auctioneers. Newt Dilgard, Secretary of the Ohio Auctioneers Association, has furnished The AUCTIONEER with the following information from the Alcohol & Tobacco Tax Division of the Internal Revenue Service:

- (1) If the auction takes place on the property of the owner of the firearms, the auctioneer is acting as an agent of the owner and does not have to be licensed under the Gun Control Act. Also, he is not required to maintain a firearm record disposition book nor execute a Form 4473 (Firearms Transaction Record) when selling the firearm. However, he cannot

sell a firearm to a non-resident of the state in which the auction takes place.

- (2) If a person brings his firearm to the auctioneer for sale at the auctioneer's place of business, (for example: an auction barn) the auctioneer is engaged in the business of a firearms dealer. As such he must be licensed as a firearms dealer and operate his business in accordance with the Gun Control Act.

For further information concerning the Gun Control Act of 1968 it is recommended that you secure a copy of Publication 603 (Published Ordinances—Firearms) and Industry Circular 68-33, dated December 4, 1968. These can be obtained from your area office of Alcohol, Tobacco and Firearms Division of the Internal Revenue Service.



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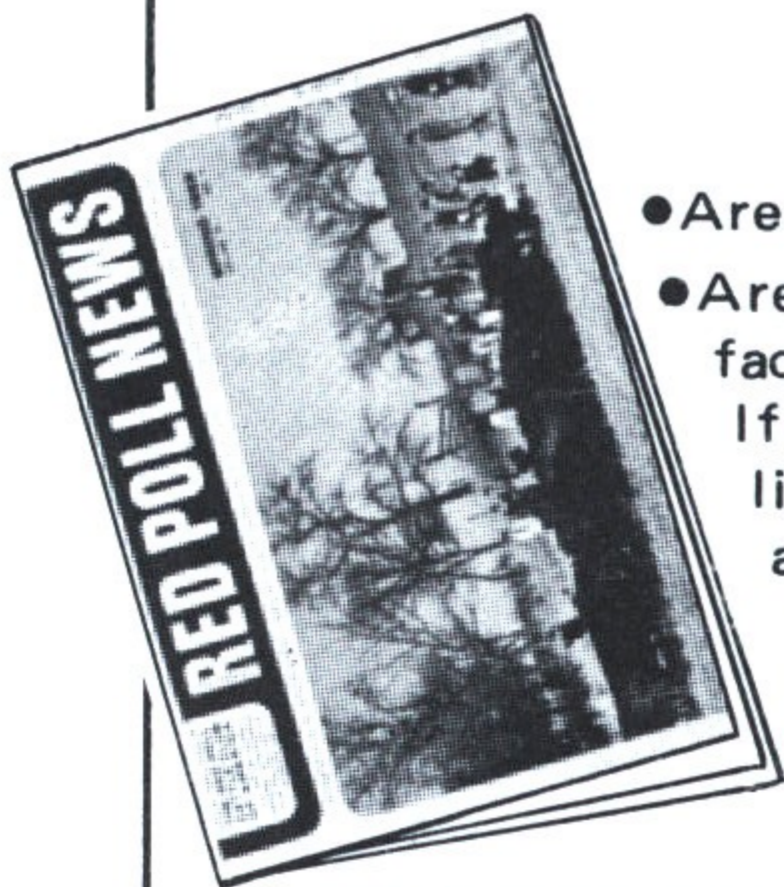
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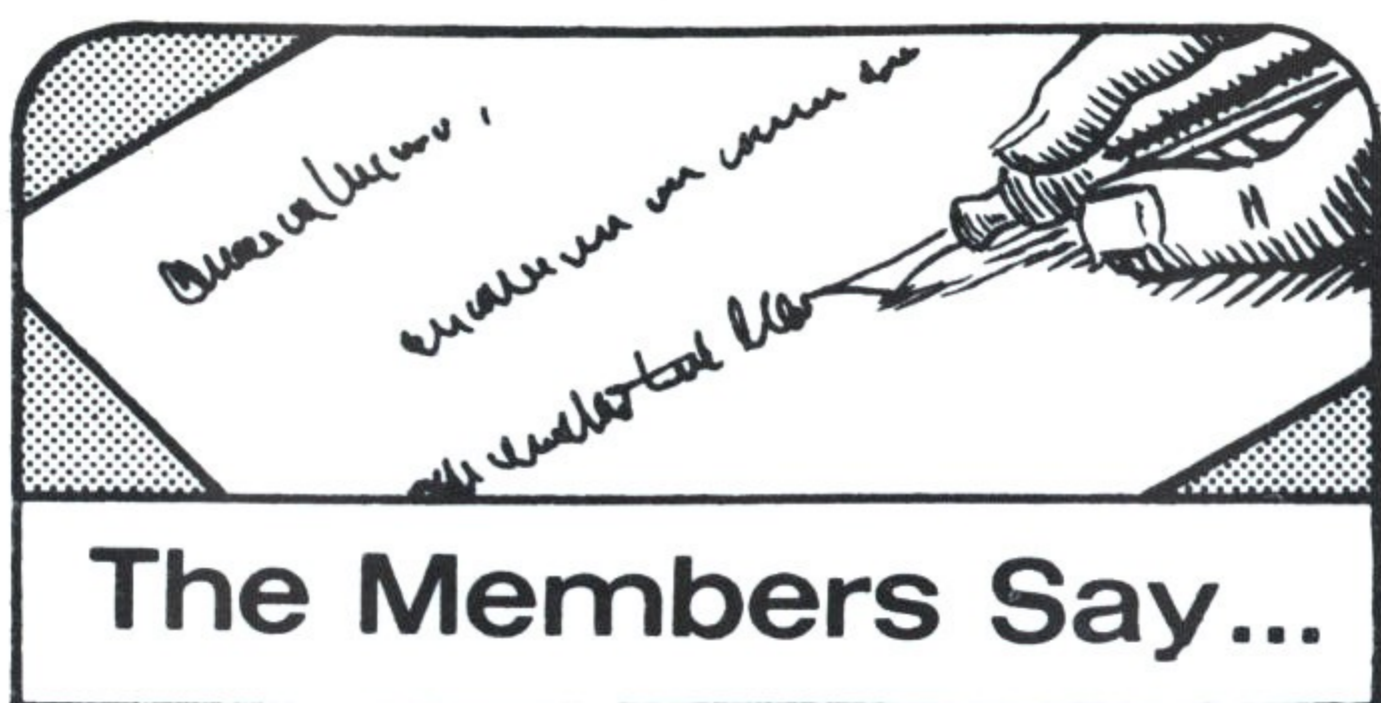
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—Swift Current, Sask.
Ladies Auxiliary to the NAA



Dear Bernie:

I am enclosing my check for this year's dues and Booster Page along with a request for four decals. I always look forward each month to the Auctioneer magazine.

I really enjoyed the convention at Oklahoma City last summer. We took the whole family this year and made a short vacation out of it. I really believe the kids had as good of a time as my wife and I.

We had a special treat during the convention. The Governor called Bob Losey and invited him to come over to the State House as his guest for a tour. He had told Bob to bring some friends if he liked and Bob and his lovely wife invited my family to go with him. We took Dean Parker's daughter, Kina, with us and really had a fine time.

Bernie, we invited Leo Boatwright to be our main speaker at our fall convention in Springfield and he really did a nice job for our Association. I really admire Auctioneers who will come that far to try and help other Auctioneers and Associations.

I am enclosing a clipping out of the Springfield Journal on a Land Sale held the 18th of January by Vern Drago and myself. I had the honor of selling this fine farm, there were approximately 300 people at this particular sale. There has been an unusual amount of sales since early fall this year. I have had seven land sales since the middle of October and a heavier than usual farm auctions. Land has stayed up in this area with most good land bringing from \$700 up. There are a lot of fine Auctioneers in this Area and most of them have been busy this winter. I have had sales

with six or seven local Auctioneers this winter who really do a good job.

Thanks again, Bernie, it is always nice to hear from you. I hope that everyone will be in good health this summer so that they can attend the National Convention. For years I didn't go as I just didn't realize the value that a Convention like ours has to one's business. I believe that the greatest injustice an Auctioneer does to himself and his business is to turn a deaf ear to the opportunity to improve himself and his business. If each Auctioneer would attend just one Convention like the one last Summer you would not have to beg them to attend again. Thanks again.

WILLIAM L. GAULE
Chatham, Illinois

Dear Bernie:

I am herewith enclosing my check in the amount of \$15.00 in payment of 1969 dues and Booster page.

We here in Oklahoma are still enjoying the memories of the last National Convention and are looking forward to the 1969 Convention in Roanoke. If at all possible a good number of we Sooners will try and be in attendance.

We are holding our Spring meeting on February 23, at Perry, Oklahoma. Our State meeting will be in May. A definite date will be set at the Perry meeting.

We are now in the process of publishing a nice Oklahoma Auctioneers Directory of which we will send you a copy as soon as it comes from the printers. We hope to circulate this among all Public and Private Agencies, Banks, Attorneys, etc., in order to further advertise the Auction Profession in our State.

Will notify you the date of our State Meeting and would like to have you attend if it fits in your schedule. It appears we are on the move in Oklahoma.

1968 was probably the greatest year of the Auction Business in Oklahoma and we are looking forward to a Greater 1969.

Yours truly,
CLYDE JONES
Alva, Oklahoma

Dear Bernie:

Enclosed herewith is my check for fifteen (\$15.00) dollars to cover the cost of my dues and my name on the Booster Page. I am late in sending this in, but I completely forgot about it until the January issue of the Auctioneer came yesterday.

I have enjoyed reading the publication every month and wouldn't want to miss it. My family enjoys it as much as I do.

After your notice came last month, I put it aside and shortly after, I joined the crowd and came down with "Hong Kong Flu." It kept me down for nearly three weeks. It is for this reason that I neglected to send in my dues.

My son, Bernie, and I had a good year last year, but we haven't done too much during the cold spell. We are looking forward to starting in again soon.

We also hope to be able to attend the National Auctioneers Convention next summer.

Very truly yours,
GEORGE K. LUSK
Rochester, New York

Dear Mr. Hart:

Due to so many new adjustments for me in 1968, being laid up all summer, due to an accident last December, 1967, after my back operation in March of last year, 1968, I "sorta" got out of the habit of doing any thinking toward paying my ("Mom's") Auctioneers dues.

My mother is a great one for membership in any field that she thinks might give me or my father a helping hand, I'm sure my dues or my father's

dues in any organization, would go a-begging if it wasn't for mother.

My previous address of 22 years, I hate to give up, but we have a girl, 5, and she wanted to go to a Pre-school this year and we found a place not too far from the Pre-school, and our son is 3, and he likes animals, and all in all the change is alright, but I would rather live in Sarasota.

Thanks a million for your time and interest in this matter.

Yours truly,
WENDELL H. COOPER
Bradenton, Florida

Dear Friend Bernie:

Am enclosing check for dues. It is so easy to forget to mail them. I sure do not want to ever miss one copy of "The Auctioneer."

We have been quite busy this winter. Several large farm sales, caused by deaths or farms being sold and tenant

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unable to find another farm. So far, we have had no foreclosure sales. Large modern machinery is selling good, but other machinery is hard to find a buyer for. Our weather has been very severe. We had a farm sale every day that was extremely bad. Crowds were small but were buyers.

Our weekly consignment sales at our Auction House still run large—possibly a little lighter in January because of the weather and roads. Our monthly Salvage Auctions get larger as time goes on. In fact, we have to hold two this month because of the volume.

It is doubtful that I will be able to attend the National Convention in July. My home town is holding a Centennial Celebration on the same days. I would like to attend both, but Centennials occur only once in a lifetime and Conventions every year.

I am, as ever,
Yours sincerely,
LEON E. JOY
Ames, Iowa

Dear Bernie:

Enclosed please find check for \$55.00, of which \$5.00 is for a Booster Page listing in "The Auctioneer" and \$50.00 for a contribution to the "Building Fund."

I am most happy to make this small contribution to this most worthwhile project. The auction business has been very good to me. I have met and worked with thousands of fine people in this section of the country. Now they are not strangers, but are friends, which we all need. To me the auction business is the finest business in the world. I like everything about an auction, it has been my life.

Perhaps we all get out of anything just about as much as we put into it. Auction commissions have enabled me to live well and do many things that numerous others with smaller incomes have been unable to do. The sky is the limit in the great auction business.

There is strength in Unity and in numbers, so I can see no reason why any auctioneer shouldn't jump at the chance to join his state and national auctioneers organizations and contribute whatever he can in any way. I feel proud to be a member of the National Auctioneers Association and am glad to help in any way that I can.

Wishing you lots of success and with kindest regards always, I am,

Yours for better auctions,
T. M. DUNLEVY
Jeffersonville, Indiana



Martha Ann Dewees appears very lovely in her white crepe gown with ring collar and long sleeves of embroidered venetian lace and carrying a cascade bouquet of white carnations and holly attached to her white Bible. The occasion was her marriage to Lynn Lashbrook, on December 27.

Martha is the daughter of Mr. and Mrs. Dick Dewees of Missouri Auction School. Her mother is immediate past president of the Ladies Auxiliary to the NAA. Martha has a host of friends in the auction business as she grew up around the School.

The Makings Of An Auction

By SALLY LAWING, Charlotte, N. C.

You would be surprised at what all goes into the makings of an auction. Some auctions are just thrown together, but others are very organized and well thought out.

Real estate, bankruptcy, liquidations and personal estate auctions are all different. I should know. My father is an auctioneer, and has had experience in each of the above mentioned fields. In a big auction, like the liquidation of White Star Wrecking Company, a lot of money was spent on advertising in newspapers all over the eastern seaboard. Sometimes the client pays for the advertising and sometimes he doesn't. If the crowd isn't there everything must be sold anyway. If things don't bring the prices they should, the auction company may not make enough money to cover the advertising costs.

You can always tell when my father has an important sale coming up; he is constantly worried about the weather and the advertising, which, of course, affect the crowd.

In real estate sales, a platform, especially built, is placed on the back of a truck. The crowd follows in their cars, from lot to lot, as each is sold. A portable address system is used so that the entire crowd can hear the chant of the auctioneer.

When a big crowd is expected at an indoor sale, bidders are required, upon entering, to sign their names and addresses on a numbered sheet. A small card is given them with a corresponding number on it. When a bidder purchases something, he gives the number rather than his name, which is easier for the clerk to write down.

When someone dies and has no will or close relatives, his belongings are sold at public auction. These personal estate auctions usually draw very large crowds as they contain more varied and some-

times more valuable items than do other auctions.

In the case of bankruptcies, the sales must be observed by officials to see that items bring what they should. If an item does not bring what they think it is worth, it must be re-sold.

So you see, there's a lot more to an auction than you think. If you have never been to an auction, you're missing something.

EDITOR'S NOTE: Sally Lawing is the 14-year-old daughter of Col. and Mrs. Craig Lawing. Her story was written for a school project and we thought it should be shared with NAA members.

ART AUCTION

Do you have an Auction Gallery that can sell Prestige Art? Picasso, Chagall, Dali, Braque, Renoir, Matisse, Roualt, Buffet, Rembrandt, etc. Artists in this calibre in the graphic arts medium in ORIGINAL works of art.

If you have, and can convince me that you have the ability, the proper audience and the proper location, with NO investment on your part, I will consign a complete, catalogued ART SALE to your Gallery.

COL. R. J. ZEKOWSKI
3201 Henderson Mill Road,
Northeast
Atlanta, Georgia 30341

Across The Country

By BERNARD HART



AUCTIONEER—One who sells by auction. (Webster's Academic Dictionary, 1867.)

AUCTIONEER—A person who conducts an auction. (Winston Dictionary for Schools, 1953.)

AUCTIONEER—A person who is engaged in the sale of goods or real estate at public auction for another on commission or for recompense, or one who conducts an auction for another on commission or for recompense. (Indiana Auctioneers License act, 1967.)

Three separate definitions for an auctioneer covering a span of 100 years, above. According to the dictionary the definition of an auctioneer is about the same today that it was 100 years ago. But with the current age of red tape and all that goes with it, we find complicated answers to simple questions, a favorite pastime for politicians.

We have heard other definitions for an auctioneer. A successful auctioneer once made the statement, "I have competitors who say I am no auctioneer and actually I have the same opinion of them but I keep it to myself." There are few of us who have not heard similar statements and perhaps some of us have even harbored similar thoughts.

In getting down to the real "nitty-gritty" of who or what is an auctioneer, none can deny that the man who derives 75%, or more, of his livelihood from auctioneering is an auctioneer regardless of any derogatory remarks that may be made against him. You can fight success but you can't lick it.

Pop Hess has often defined an auctioneer as the man who John Q. Public gave the stamp of approval. This would be a pretty good definition.

A few years ago a certain state auctioneers association submitted a licensing bill to the legislature in which it stated

that to qualify for the five man board to administer the licensing, one must have derived at least 75% of his livelihood as an auctioneer in the preceding five year period. Needless to say, this legislation didn't get far as those in that category were neither interested in a license law nor in serving on such a board.

Howard Roland, NAA Board Member, from Grand Junction, Colo., was involved in an auto accident that could have been real serious. It took place near his auction yard. The pickup he was driving collided with another, (probably driven by one of his customers.) Howard was certain he wasn't injured but a blow to the head caused him to forget certain things including some cattle he had bought the previous day. But our last report was that he was well along toward full recovery and back on the job as usual.

Ed Wright, NAA member of Visalia, Calif., is serving as chairman of the 1969 Livestock Marketing Congress. This year's event will be held at Monterey, Calif., June 25-29.

Another NAA member, Allen Woodward, Broken Bow, Nebr., received the 1968 Distinguished Service Award from the local Jaycees. Congratulations to both these men are in order.

As a closing thought we are reprinting something we read someplace. It goes like this:

There are four kinds of bones in any group or organization. They are jaw bones, who talk a lot but do little else, knuckle bones, who knock everything others try to do, wish bones, who want someone else to do all the work, and back bones, who get behind the wheel and do the work. Which group do you belong to?



Auction Shorts

Had a nice visit with Col. Marvin Grubaugh, vice-president of the Nebraska Auctioneers Association, the other day. We both attended the winter meeting of the Board of Directors and past presidents of the Nebraska Auctioneers Association, at Grand Island, Nebraska. We had much to reminisce about. We both felt that it was one of the most productive meetings we have had for sometime.

Plans for the 1969 Convention were made, and under the guidance of our able president, Col. Stacy McCoy, the 1969 Convention will be a great one.

There will be new ideas and urgent matters presented to the Convention that should be of interest to all of us active in the auction profession.

As we work our auctions in our respective communities, we always have in our audience youngsters, who are usually found in the front row very much alert watching every move and listening to every word.

As I was reading the following Poem entitled — "To Any Athlete" I thought how readily it could also have the title "To Any Auctioneer".

TO ANY ATHLETE

There are little eyes upon you,
And they're watching night and day;
There are little ears that quickly
Take in every word you say;
There are little hands all eager
To do anything you do;
And a little boy who's dreaming
Of the day he'll be like you.

You're the little fellow's idol;
You're the wisest of the wise,
In his little mind about you,
No suspicions ever rise;

He believes in you devoutly
Holds that all you say and do
He will say and do, in your way
When he's grown up like you.

There's a wide-eyed little fellow,
Who believes you're always right,
And his ears are always open,
And he watches day and night;
You are setting an example
Every day in all you do,
For the little boy who's waiting
To grow up to be like you.

Author Unknown



Missouri Convention Will be Held May 3-4

Missouri auctioneers have set their Spring Convention for May 3rd and 4th with registration beginning at 1:00 P.M., May 3rd. It will be held at the Missouri Motor Hotel in Jefferson City.

Wayne H. Ytell, the group's President, states that all auctioneers throughout the United States are invited to attend. A good program will be presented, one that will be entertaining and profitable to those who attend.

In addition to Ytell, other officers of the Missouri Auctioneers Association are: Dean Cates, Vice President; Irv Landolt, Secretary-Treasurer; Don Albertson, Parliamentarian; Directors are Vic Crawford, Rich Ten Eyck; Olen Downs; Monroe Woods; Hugh Campbell; Ken Barnicle; Ralph Wade; and Tony Thornton.

President Ytell reports that several of these men braved very hazardous driving conditions to attend the Board meeting at Jefferson City, January 26.



Due to circumstances beyond our control, the continued story, "Where are The Mules of Yesteryear" will be concluded in our next issue.



The Lighter Side...

GOLF

Seeking admission at the Pearly Gates, the golf pro faced St. Peter. The good Saint's second question was, "Have you ever violated the Lord's commandments?"

The golf pro, ashamed, but truthful, answered, "Yes, sir, I once took the Lord's name in vain."

"Tell me how it happened, son," Peter said sympathetically.

"Well, I was tied by the champion after 53 holes of terrific golf. I teed off on the last hole and landed in the rough."

"Don't tell me," said Peter in horror, "that you took our Lord's name in vain just because you happened to drive into the rough?"

"Oh, mercy, no! I took my number two iron and hit the green. But the ball wobbled into a sand trap."

"Surely you didn't take the Lord's name in vain merely because you landed in a sand trap?"

"Certainly not, sir, I hit the ball out of the trap and into the lake!"

"Now, son," Peter asked, "you certainly couldn't have taken the Lord's name in vain just because you fell victim to a water hazard?"

"You are right, sir, I didn't. As a matter of fact, my next shot came to a halt only six inches from the cup."

St. Peter threw his hands over his face. "God Almighty. Don't tell me you missed a six-inch putt!"

CAN'T RAP HIM

Landlord: Didn't you hear me knocking on the wall last night?

Tenant: Oh, that was all right. We were making a bit of racket ourselves.

NATURALIZATION UNNECESSARY

A prospective buyer at a breeders' sale, wishing to know whether the bull being sold was a registered animal, asked the auctioneer if he had papers for him.

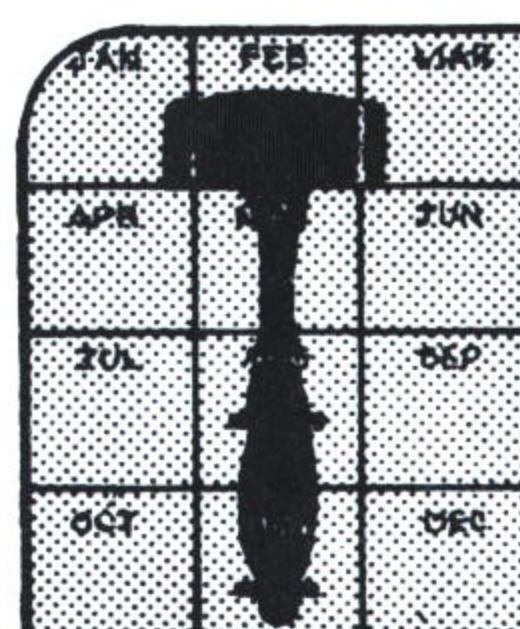
"Got any papers for this bull?" the auctioneer called to Mr. Swenson, the owner.

"Paypers," retorted the Swede. "No, Ay got no paypers. For vy you want paypers ven he's born in dese country?"

MARRIAGE

"Tell me, Mr. Zimmer," said the marriage counselor, after several sessions, "did you wake up grouchy this morning?"

"No," said Zimmer, "I let her sleep."



Convention Dates

April 11-12-13—North Dakota Auctioneers Association, Badlands Motel, Medora.

April 13-14—Kentucky Auctioneers Association, Holiday Inn, Brownsboro Road, Louisville.

April 20—Illinois State Auctioneers Association, Field Lodge and Restaurant, Morton.

May 3-4—Missouri Auctioneers Association, Missouri Motor Hotel, Jefferson City.

May 4—Nebraska Auctioneers Association, Clark Hotel, Hastings.

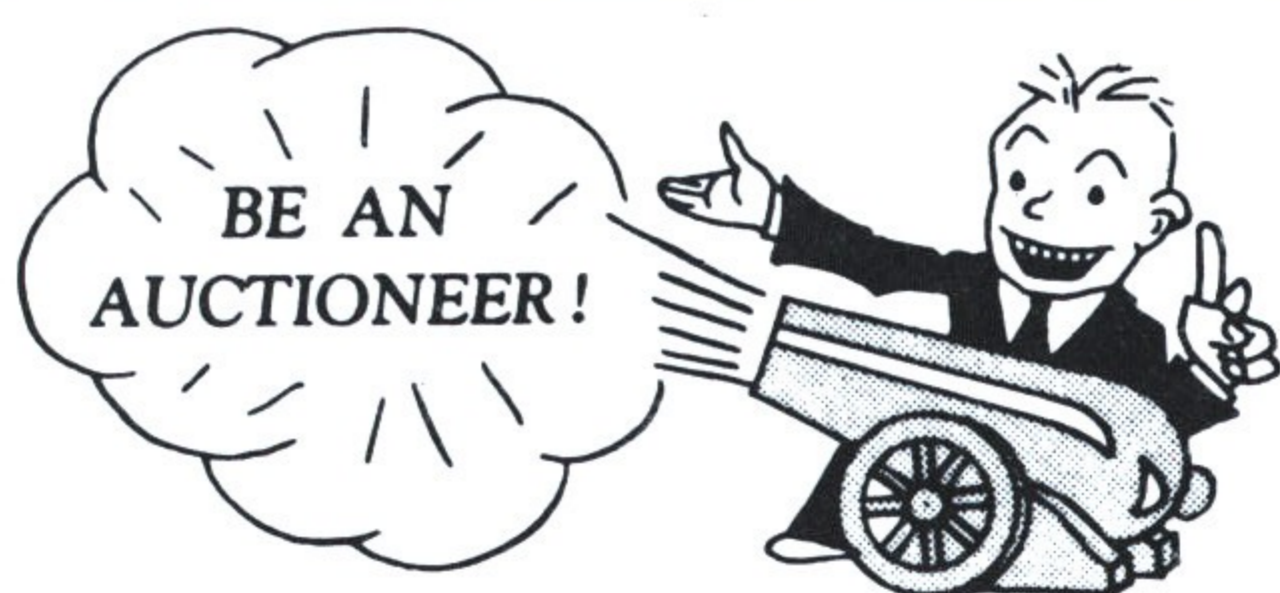
June 22-23—Tennessee Auctioneers Association, Mountain View Motel, Galinburg.

July 10-11-12—NATIONAL AUCTIONEERS ASSOCIATION, HOTEL ROANOKE, ROANOKE, VIRGINIA.

STEP AT A TIME

"You've been married four times," said an acquaintance to the divorcee, "first to a banker, than to an actor, then to a minister, and now to an undertaker. Why did you marry men in those particular professions?"

"Oh, that's easy," replied the divorcee. "One for the money...two for the show...three to make ready...and four to go!"



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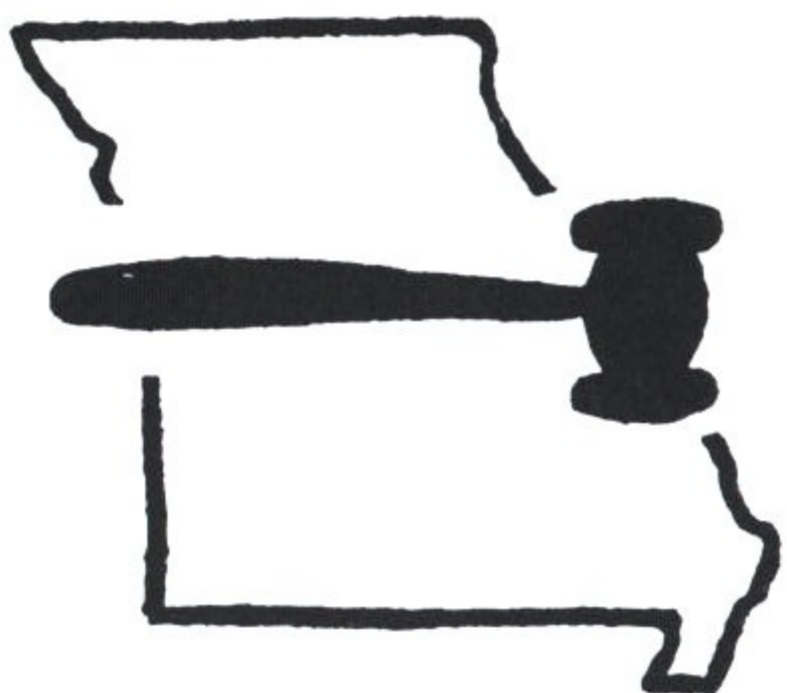
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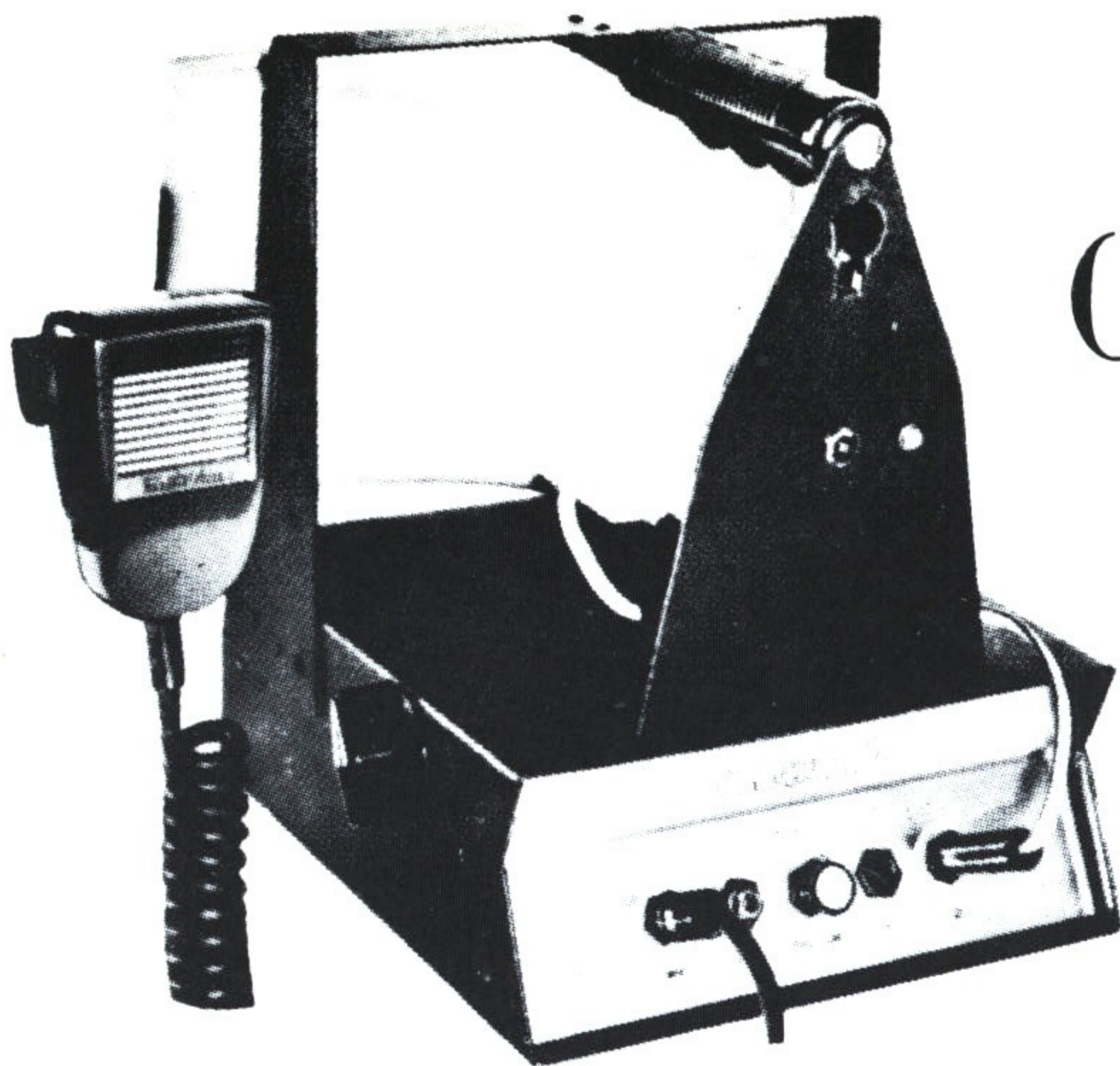
The home study consists of an auction operations manual, advertising and clerical aids, plus a long-play training record. The first two days of school will consist of lectures and clinics dealing with the legal aspects of selling and conveying real estate. If you are not a licensed broker, this portion will help prepare you for your state examination. If you are a broker, it will be a good review. The latter part of the week will be devoted to lectures and work shops on the actual listing, advertising, managing and selling of all types of real estate by auction. This will include farms, ranches, commercial, industrial, residences, sub-divisions, resorts, and other properties for individuals, estates, corporations and federal, state, and local governments.

For more information please contact us advising how long you have been an auctioneer and if you are now a licensed real estate broker or salesman.



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