

VOL. XXIV NO. 11 NOVEMBER, 1973

THE auctioneer





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

It was good seeing all of you who took time out to attend the convention in St. Petersburg in July and I would like to express my regrets to those of you who did not attend as you missed a wonderful program.

It is fall of the year again and time for felt hats. While my straw hat program was a failure due to my not receiving the hats in time and having to refund so many of your checks, the felt hats are in stock and ready for immediate shipment. They are, as always, silver belly (light grey) in color, red satin lining and come in 2¼”, 2 3/8” and 2 5/8” brim widths. Price \$14.95 plus 4% sales tax.

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Brim Width:.....

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You should start thinking now about the “Auctioneer Gavel” tie tac with your choice in size of diamond for his Christmas or birthday gift.

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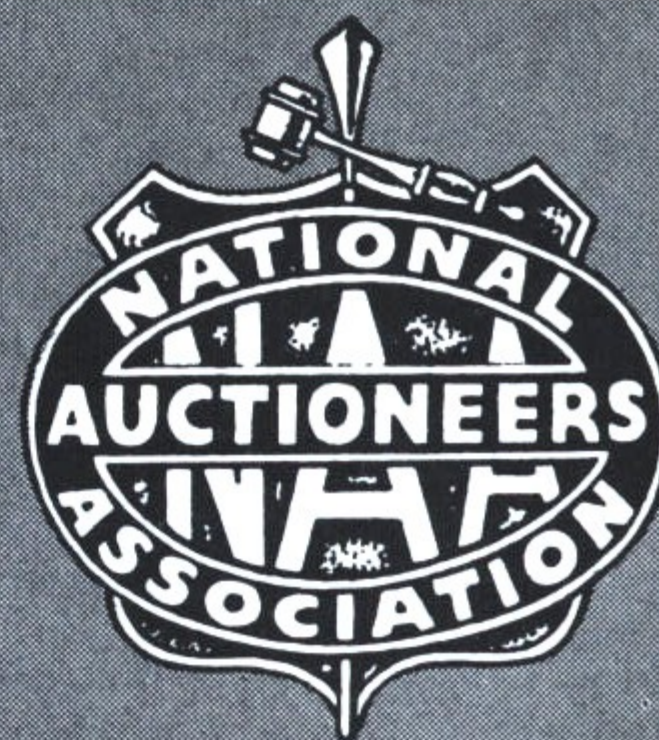
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THE auctioneer

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New Jersey Auctioneer Finds Monday Sales Well Accepted

By Edward C. Burks

LEBANON, N.J. — The temperature had reached 88 degrees inside "The Old Mill," a remodeled and enlarged frame building dating from 1812, but the crowd of 350 taking up all the seats and lining the walls was excited and good-humored as the big man up front began his spiel.

"Who'll give \$2,000 for this fine 19th-century sofa?" the auctioneer cried. Two perspiring assistants raised the sofa so that all could see.

Elwood Heller of Sommerville and Lebanon, unmindful of the heat, was conducting another of his marathon Monday auctions — they go on for six and seven hours — and one of the 125 he holds across North Jersey each year.

His slogan, tacked up on an overhead beam, reads:

"If You Want A Good Seller, 'Holler for Heller.'" So there was a pained expression on his face when he finally got a bid on the sofa: \$100.

At such moments, Mr. Heller, who has been in the trade for more than 20 years, can assume a look of absolute disbelief. Or he may call out in dismay: "People!"

Undaunted by the \$100 bid, Mr. Heller began calling ever higher figures, and slapping his hand on the rostrum as if that sofa were going to elude the grasp of anyone who did not act quickly. The bidding moved up to \$350, and finally, as he warmed to the task, Mr. Heller got a sale at \$600.

For those Monday sales in a country setting, Mr. Heller attracts a regular following of important buyers, as well as buffs of both sexes.

After selling that sofa the other day, Mr. Heller finished the day by selling 750 items from two estates. The big sale of the day was a Tiffany flower vase about 14 inches high and nine inches across; it was acquired by a Jersey City collector for \$1,300.

Other sales of the day included: a glass-encased mantle clock, from Bailey, Banks & Biddle of Philadelphia, for \$900; an oriental rug for \$750; a "banjo" wall clock, \$550; an old-fashioned carved-oak



ELWOOD HELLER

coat and hat rack, \$120, and a leather doll, \$50.

Folded chairs have been set up on the concrete floor of the extended mill, and the sides and back of the building are jammed with furniture, mirrors, pictures, chainware and knick-knacks. There is even a snack bar.

Mr. Heller, who has a way of building up excitement as he calls out "Four, four, four, four-hundred — who'll give me four and a quarter?", may then quickly terminate things by announcing to someone in the crowd: "You bought it for \$400."

Another time, on a small item, it's "Who wants it? Let's go? Who needs it?" And then: "People?"

Mr. Heller, who is now assisted by his son, has sold everything from country-

store fixtures and antique railroad cars to such small items as old newspapers, coins and children's marbles.

The most expensive item he recalls having sold was a 19th-century music box for \$3,000. But the zaniest sale has to be the one that took place in 1970, when Mr. Heller went to an ancient Hunterdon County barn to auction off a huge collection of stored items.

His helpers finally uncovered a very large packing case. They pried it open, and inside was an ornate coffin. Then they opened the coffin and found a skeleton.

Mr. Heller, a man who keeps his composure, promptly auctioned off coffin and skeleton for \$8. He recalls — with a laugh — that the coffin apparently belonged to a fraternal organization that had inserted the skeleton, a simulated one, as a joke.

Another time, Mr. Heller was helping a widow to sell her late husband's workshop and tools. Again, there was a mysterious item, a sealed tin pail. Mr. Heller's assistants pried the lid off and inside they found \$950 in cash.

The astonished widow exclaimed: "I never knew he was putting it away."

Generally, Mr. Heller wears a fancy hat during his selling; in the summer, he favors a broad-brimmed, flat-crowned "Derringer" straw hat.

His secretary, Mrs. Barbara Trumbull, is Mr. Heller's main assistant as he goes on hour after hour on Mondays, not even stopping for lunch. She seems to enjoy things as much as the buffs in the crowd.

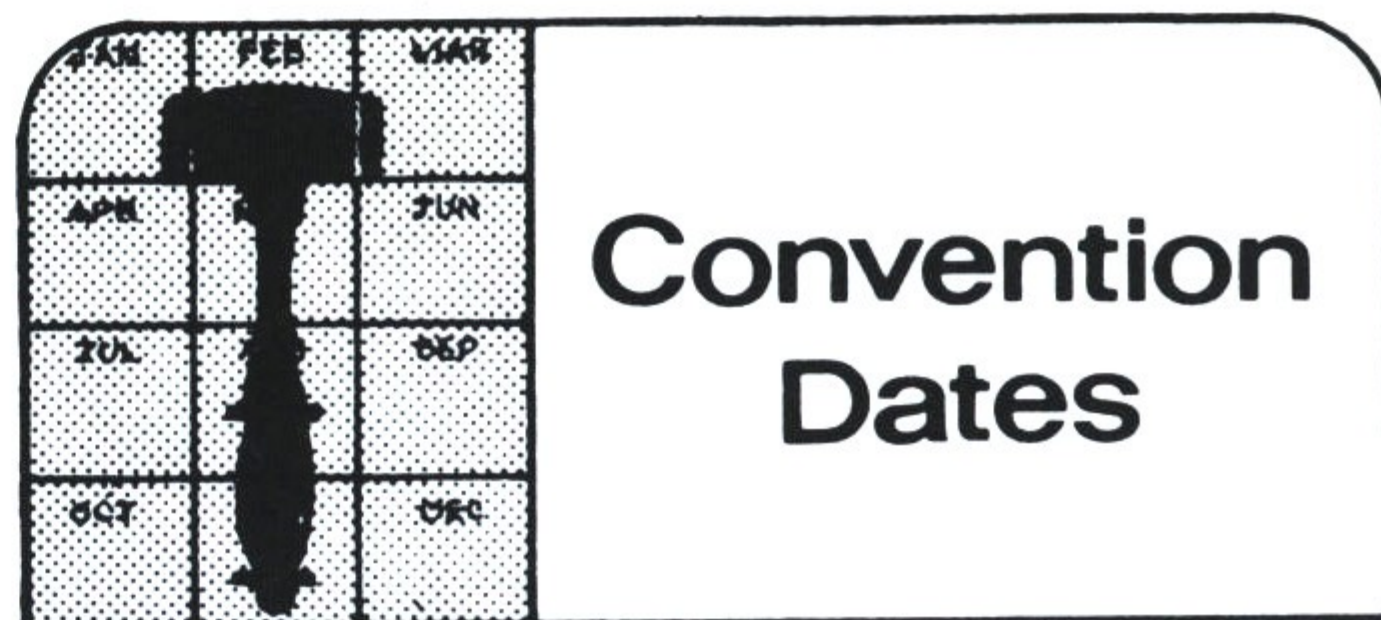
Mr. Heller, who often wears a small chest microphone, figures that he may stand as much as 10 to 14 hours a week while calling for bids. His biggest sale was in Flemington last year, when the effects of a very large home brought \$93,000 in a four-day auction.

Vintage Cars Sell For \$300,000 at Auction

SPRINGFIELD, Mass. — Vintage car enthusiasts paid \$300,000 for 54 cars at an antique car auction here sponsored by the Veteran Motor Car Club of America.

The car bringing the highest price was a 1922 Marmon speedster, purchased by John Warth, of London, for \$15,000. The oldest vehicle, a 1906 Reo, sold for \$3,750.

IN UNITY THERE IS STRENGTH



November 3-4 — Illinois State Auctioneers Association, Champaign.

November 25 — Alabama Auctioneers Association, Parliament House, Birmingham.

December 3 — Tennessee Auctioneers Association, Hilton Airport Inn, Nashville.

December 8-9 — Virginia Auctioneers Association, Natural Bridge Motel, Natural Bridge.

January 6-7 — Indiana Auctioneers Association, Stouffer Inn, Indianapolis.

January 11-12 — Pennsylvania Auctioneers Association, Host Inn, Harrisburg.

January 12-13 — Ohio Auctioneers Association, Imperial House North, Columbus.

April 20-21 — Kentucky Auctioneers Association, Galt House, Louisville.

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

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

Longhorns and Buffalo Bring Record Prices

Valentine, Neb. — Record prices were paid in the annual sale of buffalo and Texas longhorns by the federal government at its Fort Niobrara National refuge near here.

Manager Bob Ellis said 31 buffalo were sold for \$15,470, or an average of \$499 a head. The average was well ahead of any price paid heretofore, he said.

The top price was \$720 paid for a bull buffalo by Don Hight, a former lieutenant governor of South Dakota.

Ellis said 54 longhorns were sold for \$21,970, or an average of \$406 per head, another record.

The top price was paid for a cow, \$585. One steer six feet high at the shoulders sold for \$500, Ellis said.

President's Message

November is the month of Thanksgiving. A time when all of us in the Auction Profession should take time and give thanks for everything the Auction Profession has done for us, the wonderful friendships we have made in the Auction Profession, for the feeling of satisfaction for what we have contributed to improve our chosen profession and ask help that we may continue to improve our profession. May it grow and prosper so those who follow in our footsteps may enjoy a profession above reproach before the public eye.

Thanksgiving is a time to examine our own lives as private citizens, professionals, neighbors and competitors. Give thanks for your good points and ask help in improving our weaknesses. By so doing we will all reap a sense of satisfaction and become a better man.

I wish each of you a Very Happy Thanksgiving with your family and friends.

Joe Donahoe, President

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1973-74

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Auction Sales Doubled At Grand National

SAN FRANCISCO — The 1973 Grand National at the Cow Palace Oct. 26 through Nov. 4, will be, more than ever, "livestock's greatest showcase" said livestock chairman Jack Cooke.

In addition to the professional rodeo and horse show, plans have been made to hold a series of seminars on the recent nationwide concern over meat supplies. Panel members for the symposium will include livestock producers, meat packers, supermarket executives, consumer advocates, food and farm editors and state agricultural officials.

Cooke announced that the number of auction sales at the 1973 show has been doubled from that of last year — from eight to 16. New sales added this year are for Quarter Horses, Brangus, Angus, Maine-Anjou, Milking Shorthorns, Suffolk sheep and wool fleece. Two sales held for the first time at the 1972 Grand National will be repeated this year — the Simmental and the French Charolais.

The show is expected to attract more than 3,000 cattlemen and other livestock producers from all over California.

SMILE

**Each day in Life I seek to find a better
way to live.**

**And every stanger that I pass a smile I
try to give.**

**A smile to Old and Young alike which
always brings a cheer.**

**And as I walk the streets of Life
The country side abounds around me.
I can see the beauty of God's World
And all he has to give me.**

**The roads in Life lead from every point
To a place we have never been,
We can go to other countries
But every road leads home again.**

**This World is only a Small particle
Like a ball in the Hand of a child
And each Daily Deed that we do
Do it with a SMILE.**

**Col. A. G. Dick Miller
Huntington, W. Va.**

IN UNITY THERE IS STRENGTH

OUR COVER

David W. Bailey of the firm of Bailey and Grissom, Glasgow, Ky., selling a 102 acre farm in Barren County, Kentucky, September 22. The farm brought \$172,000. Personal property was also sold on the same day with some record prices being paid. A grandfather clock brought \$4,000; Jackson Press, \$1,600; corner cupboard, \$2,200; and a set of dishes, \$900. The auction was covered by a live broadcast by radio station WCDS, Glasgow, as well as by the area newspapers.

EASTER IN HAWAII

Those of you who had the pleasure of attending the NAA Convention in St. Petersburg, also heard about the Hawaii junket planned for the Easter Holiday, 1974. The response from those in attendance indicated enough would want to make the trip that we have compiled the following:

The junket will leave Dallas-Fort Worth International Airport on Monday, April 8, and return on Easter Sunday April 14. The fare for the trip will be \$625.00 per person and will include round trip, 1st class, air fare, double occupancy hotel accommodations in Honolulu, a continental breakfast each morning while in Hawaii, several tours and shows, and all normal gratuities. Lunches and dinners will be additional expense.

Deadline for reservations for this "Easter in Hawaii" junket is December 10, 1973. Send your reservations fee of \$100.00 per person to:

THE GROVER HOWELL COMPANY
5227 Jensen Drive, Suite 105
Houston, Texas 77026
Attention: Ron Sutton

We must have an accurate count of those going by December 10, 1973, that all reservations and arrangements can be made in Hawaii before Christmas. In the event you must at a later date cancel your reservation if the cancellation is received by March 15, 1974, your deposit will be refunded.

— SEE YOU IN HAWAII —

Wisconsin Convention Program

Filled With Talent and Information

By Victor V. Voigt, Secretary

Members of the Wisconsin Auctioneers Association held their annual convention on June 12-13 at the Midway Motor Lodge, LaCrosse, Wis. Registration started in the afternoon followed by committee meetings and a board of directors meeting. The largest group of auctioneers and their wives ever to assemble the first day of the convention enjoyed the hospitality hour and the delicious steak dinner.

Following the meal, Col. Joe Donahoe introduced Col. Lyle Erickson, Cresco, Iowa, a Director of the National Auctioneers Association, who entertained everyone with a few after dinner stories. Col. Paul Conrad and Col. Jim Appleman had things in good order for the fun auction that followed. Many nice items were sold with a Green Bay Packer football commanding the top price from "Packer Backer" Col. Jim Esch, from Shawano. A musical group, The Joyful Sounds, provided music after the auction until midnight for everyone's dancing, singing and listening enjoyment.

Col. John Freund, Omro, program chairman, opened the morning events on

the second day with a lot of zest and enthusiasm. He introduced the President, Harold Gavin, Baraboo, who gave a few well chosen remarks. A fellow auctioneer from Minnesota, Col. Alvin Kohner, Winona, got the speakers' program going full blast with his presentation. "Selling Farm Personal Property at Auction." Alvin has had a lot of experience in a several state area and gave old and new members alike some good farm auction pointers.

Roger Ripley, Sire Analyst from nearby Tri-State Breeders Co-op, Westby, Wis., talked on, "Getting High Dollar at the Purebred Sale." All livestock auctioneers really enjoyed his presentation.

Throughout the country today, antiques are popular with all classes of people in all walks of life. The topic of "Antiques at Auction" could not have been covered by anyone better than our own member, Col. Lester Bue, Beloit. His slide presentation and talk kept everyone alert and let them go away knowing a bit more about this important subject.

Col. Lyle Erickson brought greetings



Board of Directors of the Wisconsin Auctioneers Association, left to right: Victor V. Voigt, Leroy Jones, Bill Jones, John Freund, Robert Brandau, Harold Gavin, Walter Zeck and William Bodell.



These people took a boat ride on the Mississippi River while the business session of the Wisconsin Auctioneers Association was taking place.

from the National Association and talked on "The Auctioneer — The Professional." Every auctioneer present could leave the meeting a little more proud and yet "put a lot of things in his pipe and smoke 'em" after hearing Lyle talk about our profession.

Atty. James Hough, our legislative counselor from Madison, brought us up to date information on all things going on in the State Legislature in regard to the license law. A lot has been done but many hours of work are left to be done according to his report.

The noon luncheon was attended and enjoyed by all — auctioneers, wives and families. The man chosen for luncheon speaker was E. G. "Gene" Leonard, General Manager of Dahl Motors, LaCrosse. He's had a world of experience in the sales field and presented the inspiring speech, "What We Can Do About Inflation."

The afternoon was devoted to the business meeting, presided over by Col. Harold Gavin. All committees gave their reports to the assembly. The highlight of the Site Committee report was the Selection of Green Bay, Home of the Packers, as the site of the 1974 state convention.

In the election of officers, Col. LeRoy

Jones, Watertown, was elected to serve on the board of directors. The board selected Col. John Freund as president for the coming year. Walter Zeck, Eau Claire, was elected Vice President, and Victor Voigt, Reedsville, was re-elected Secretary-Treasurer. Other members of the Board of Directors are: Harold Gavin, Baraboo; Bill Jones, Pickett; Robert Brandau, Wilton; and William Bodell, Hazel Green.

Col. Joe Donahoe, Darlington, brought everyone up to date with his presentation of "On To The National Scene." He talked about the National Convention at St. Petersburg, Fla., and urged attendance at all National Conventions. The retiring president, Harold Gavin, turned over the gavel to the new president, John Freund, who gave a closing address and adjourned the convention. Everyone left LaCrosse, looking forward to all meeting at Green Bay, next June.

Ned: "I know a guy who gave up smoking by chewing on toothpicks."

Ted: "Did it work?"

Ned: "He quit smoking all right — but two months later he got Dutch Elm disease!"



The Ladies Auxiliary

Dear Friends:

The time has passed so rapidly and we've been so busy that it doesn't seem possible it has been two and a half months since Convention. (You see I'm writing this in October so you will get it in the November issue.)

I wish to personally thank the Florida Ladies and each and everyone of you for the hospitality, good fellowship, and all in all the great convention in St. Petersburg. We certainly enjoyed visiting with old friends and making new acquaintances. This year seemed busier than usual so we really didn't get a chance to enjoy visiting with as many of you as we would have liked. We are looking forward to next year's convention as it sounds real different and I am sure will be very interesting. We just got our new $\frac{3}{4}$ Ton Pickup with camper top last week so if rooms are scarce next year, we may come to North Dakota with the Pickup. You see, my husband is really not "the camping out type" unless there is an absolute necessity of it. Also, we shall all have to say a few prayers that we have lovely weather convention week.

Stopped at the Sears store before I came home from the office this afternoon and picked up one of their Christmas "Wish Books". Seems the most popular dolls this year are the Ken and Barbie and the Raggedy Ann and Andy plus some that resemble the G.I. Joes. It seems rather odd but these same dolls were "the thing" 12 to 20 years ago because our children had the Ann and Andy and G.I. Joe and about 12 years ago everyone had to have the Ken and Barbie set. However, they were more expensive at that time than they are now. The reason I looked at the dolls was that our granddaughter informs us that she wants a Ken doll and the grandson wants G.I. Joe from Santa as all their friends "are getting or have these" and of course we always get a kick out of the dolls as have a son Ken and a daughter Barbara.

We have been really busy in both the Auction and the Real Estate fields this summer and fall. Besides our Cresco of-

fice we have had an office in Decorah for a year now and our son manages that. Now have two full time and one part time auctioneers and nine Real Estate

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1973-1974

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Mrs. Lee (Mary) Hickman,
Oklahoma City, Okla.

associates, plus three office girls. Our land prices continue to go up and now we have more prospects than we have sellers. Quite different than just a few years ago.

Besides keeping busy in our office, I was so "lucky" as to be elected to the 17 member Hospital Advisory Board. The Sisters of Mercy who have run and owned our local hospital for many years are leaving and our hospital is up for sale. This Advisory Board was formed about a month ago and our duties are to try to get this hospital purchased, arrange for Bonds, etc., that goes with trying to have a County Hospital. Also, I was elected Secretary and I'm really finding out how hard it is to get something like the purchase of a hospital accomplished. We have always lived in a Community that had a good hospital and good doctors and neither Lyle nor I want to live in a town without these so we will have to work to keep it this way. The sad part is that there is such a shortage of doctors. Of course, we are more fortunate than a lot of folks as we live only 60 miles from the Mayo Clinic in Rochester, Minnesota.

We are looking forward to the Iowa State Auctioneers Fall Meeting which will be held at the Holiday Inn at the Amana Colonies the last weekend in October. The Amanas are very interesting to visit and then, too, both the Colonels and the Ladies have great programs planned. The Amana Colonies are where they make the material (the wool skirt lengths) the Iowa Auxiliary has donated to the Fun Auction for the National Conventions the past few years.

I have a Holiday Recipe that we like for over the Thanksgiving and Christmas season that I would like to share with you. Really it is a revised "Norwegian Sweet Soup" recipe and I call it "German Fruit Soup". We like it with toast for breakfast, it can be eaten with meats as we use cranberries, can be used as an appetizer or even as a dessert and can be served hot or cold. The recipe is as follows:

Soak ½ c. large pearl tapioca in 1½ c. cold water for 4 hours. Put in 3 qt. sauce pan and bring to boil. Boil 5 min., stir often, lower heat, add 2 c. cranberry juice, 1 orange sliced thin, 2 three inch sticks cinnamon, ¼ c. sugar and simmer for 40 minutes. While this is cooking, put 1

pkg. dried apricots, 1 pkg. pitted prunes and 3 c. water in sauce pan and cook until tender. Add to tapioca mixture. Next add 2 cans (8 oz. cans) of dark red pitted cherries and juice, then add 2 T. cornstarch that has been mixed with ½ c. cold water. Cook about 10 minutes stirring constantly. Can be kept in refrigerator for weeks or put in freezer. You may also put in jars and seal as you would jam.

Speaking of sealing in jars reminds me of the fabulous price that we are selling fruit jars for at auctions. Seems with all the "shortages of this and that" scare, everyone in our part of the country is trying their hand at canning foods this year. People that never had a garden before had one this year. I have one every year — flowers around the outside of a half circle shaped bed in our front yard and vegetables in the center. We've harvested everything now except the carrots and beets and the flowers are more beautiful than they have been all year. We've had so much rain that everything, including the weeds, really grew exceptionally well.

By now I'm sure you're all fed up with this "friendly little chat" so I will just wish you all a Happy Thanksgiving, a very Merry and Blessed Christmas and a Happy and Prosperous 1974. See you in North Dakota in July.

**Sincerely,
Irene Erickson
Cresco, Iowa**

Iowa Antiques Find Eager Auction Buyers

A curved glass china cabinet sold for \$500 in the estate auction of the late Grace Wylie Seifert at Eddyville, Iowa, Sept. 29. A brass baby bed sold for \$400 and 200 copies of the old Saturday Evening Post brought \$1.20 each.

Other prices for old and unusual items included \$160 for a wicker folding baby buggy; two wood candle-molds with pewter tubes sold for \$375 each and a camel back trunk brought \$60.

Col. Howard Buckles, Keosauqua, Iowa, and Col. Wesley Greene, Douds, Iowa, were the auctioneers.

Know Your Director

H. Willard Arnaman was born November 15, 1925, on a Putnam County Missouri farm, near Unionville. He attended Putnam County schools and graduated from high school in 1944. When a junior in high school he started working part time in a super market, starting as a store clerk. He spent four years in the market serving as produce manager, then as top meat cutter and was assistant manager at the time he terminated his employment.



H. WILLARD ARNAMAN

The manager of the super market played the guitar and sang country music and he and Willard teamed up to furnish the entertainment and sell the candy auctions at the country schools throughout the county at that time. Willard's father passed away in 1947, making it necessary for him to leave the grocery business and for the next seven years he worked at road construction as well as maintaining the home farm.

For several years he worked as ringman at the Unionville Feeder Cattle Sales and it was following the auction in October, 1951, that the late Guy Pettit asked, "Why don't you come to Auction School next month?" Willard attempted to stall the issue by saying maybe next year but Guy was quick to remind him that he would just be another year behind. Being in a hurry to

get home, Willard closed the conversation by saying he would go but even then his intentions of going were vague at best. However, three weeks later he was enrolled in the Reppert School of Auctioneering, Decatur, Ind.

Willard's first auction was Feb. 2, 1952, a consignment of furniture and miscellaneous. Early in his career he had the opportunity to travel with and assist Cols. Guy Pettit and C. C. McGennis who were selling the Missouri Co-operative Feeder Pig and Cattle sales.

Willard has received many recognitions and awards in his 21 years as an auctioneer. In April, 1972, he celebrated 20 years in the auction profession with an Open House. Over 1,500 people turned out. He has initiated many new ideas into the Missouri Co-operative Feeder Livestock Sales, not only from an auction standpoint but also is promoting the breeding and improvement of livestock through participation in 4-H, FFA and other groups.

Willard recalls walking five miles in the rain, up the railroad tracks from his farm, to hear Guy Pettit sell a bull sale. He arrived just in time to see the last few animals sold. Walking down that railroad track Willard's thoughts (and desires) were would he someday be an auctioneer in demand and travel the rails from sale to sale. And those thoughts have become reality as he has ridden the passenger trains for quite a number of years he has traveled continuously selling auctions and promoting educational programs desirable to the auction profession and informing the public about the auction method of selling.

Willard sells all the Feeder Pig Auctions but one and all the Feeder Cattle Auctions but two for the Missouri Co-operative Feeder Livestock Association. Scheduling is one of the biggest problems and some of these auctions are scheduled as far as 18 months in advance.

Gratifying experiences have been many such as selling a benefit auction with other auctioneers for the Truman Library with President Truman in the front row having a grand time with 2500

WANTED

35mm horizontal color slides with description of your auctions, be they large or small for the National Auctioneers Association slide film presentation. Send to National headquarters prior to December 29, 1973. Reward: A quality film presentation to build the professional image of the auctioneer and his national association.

in attendance. A gentleman and his wife once traveled 700 miles to see the man with the voice he had conversed with on the phone; driving into Salem, Mo., with the Tower Inn Motel marquee blazing. "Welcome Col. Arnaman, Missouri Co-op Feeder Livestock Auctioneer and Associates"; walking up the aisle opening the Gosphe! Singing Pre-Easter Song Festival, in Unionville singing "How Great Thou Art" with a packed house with music by the Lester Family, Gateway Boys and Donna Ginger of St. Louis, and Jerry Goff and the Goff Singers of Nashville.

Willard has participated in the last three contests for the World Champion Livestock Market Auctioneer and last June he was Runner-Up in the Central Region. In addition to his participation in the Missouri State and National Auctioneers Associations he has served four years on the board of directors planning Lake Thunderhead, a \$1½ million recreational complex at Unionville. He was elected to the NAA Board at the Lincoln meeting, in 1971, and will complete his three year term next July.

With his wife of 17 years, Avis, their eight year old son, Christopher, the Arnaman family believes in God, going to church, hard work, our Country, our Flag, the auction profession and the NAA. They follow The Golden Rule, doing unto others as we would have them do unto us and believe in helping those who need help.

Packard Brings \$9,500

RENO — Roger Hancox, Whittlesey, England, paid the highest price — \$9,500 — for an antique auto — a 1916 Packard Twin-Six touring — at the second auction of surplus vehicles from Harrah's old car collection here. The 82 vintage automobiles brought \$189,325.

IN UNITY THERE IS STRENGTH



Harold Gavin (left) turns over the President's gavel to the new President, John Freund.



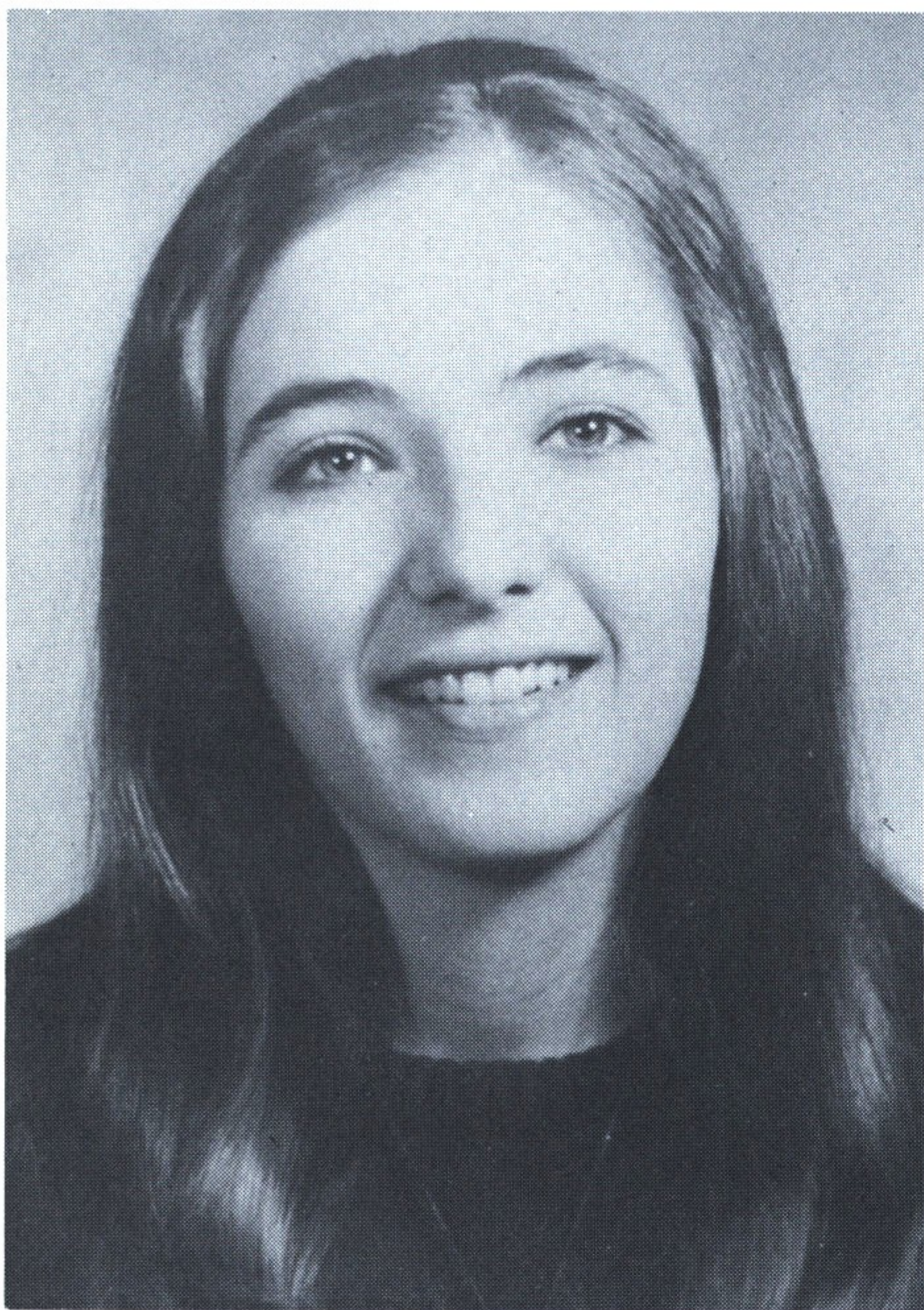
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Cynthia Fannon Visits India as IFYE Member

PENNINGTON GAP, Va. — A Lee County 4-H'er from here is enroute to India where she will spend three months under the auspices of the 4-H International Farm Youth Exchange (IFYE) an educational program conducted by the National 4-H Foundation in Washington, D.C., in cooperation with the Extension Division at Virginia Tech.



CYNTHIA FANNON

She is Cynthia Dinah Fannon, a 20-year-old senior at the University of Tennessee, Knoxville, where she is majoring in political science and minoring in history. Her parents are Mr. and Mrs. Morris F. Fannon of Rt. 2, Pennington Gap.

IFYE is 4-H's pioneer international exchange program, begun in 1948, in which more than 4,000 young people from 69 countries and the United States have participated. Delegates must be between 20 and 30, with at least a high school education, experience in 4-H and single.

Miss Fannon's upcoming experience in India, where she will live and work with

a host family, is in cooperation with the IFYE Alumni Association of India and is one of 35 exchange programs conducted annually between the United States and other countries.

Assisting with the financing of the young Virginian's exchange are friends of 4-H in Virginia, the 4-H Foundation and the Bureau of Educational and Cultural Affairs of the U.S. Department of State. State nominations are confirmed and host countries assigned by the National 4-H Club Foundation in Washington, D.C.

Miss Fannon, who grew up on her parents' 90-acre farm in Southwest Virginia, has been active in 4-H for seven years with successful projects in livestock, gardening, food preservation, sewing and interior decoration.

The UT coed, whose interests range from horseback riding to piano, expressed in her application a desire to "learn the culture and life style of another country and to live with the people as they live." Of special interest, she said, are the "culture, customs, life and attitudes of the people, history, resources and beauty of the country."

A former editor of her high school year book and band member, Miss Fannon is interested in government and politics. She plans to be a lawyer.

The Virginia 4-H'er is expected to return to the United States Dec. 16, stopping off first at the National 4-H Center in Washington before returning to her home state.

EDITOR'S NOTE: The date-line on the above story was August 27. Cynthia has been in India for several weeks. In next month's issue we will bring you a report on some of her experiences in India.

VIEW

Executive was planning a vacation for his family and was considering rental of a summer home in the mountains.

"Before we agree to the rental," he wrote to the local resident of the area who had the house for rent, "I want you to assure us that there is a good view from your house."

Came the reply: "From the front porch you can see Joe's filling station and the barn on the Jones farm. But honestly, there ain't nothing much to see up here but mountains and lakes all around."

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OTHER OFFICES IN PRINCIPAL CITIES

NEW MEMBERSHIP DUES SCHEDULE

Effective January 1, 1974, annual dues in the National Auctioneers Association will be \$20.00. In its meeting of December 29, 1972, the Board of Directors approved a resolution to amend the By-Laws of the National Auctioneers Association, as follows:

Article II. Section 2, second sentence to be, "Dues of Individual Members shall be \$20.00, payable in advance."

The above resolution was approved by the Board of Directors in its meeting of July 18, 1973. An explanation of the implementation of the new dues schedule follows:

NEW MEMBERS

Since the effective date of the dues increase is January 1, 1974 all applications for membership received after December 1, 1973, will require a fee of \$20.00 since their credentials will carry a January 1 expiration date. Applications received prior to December 1, 1973, will be accepted under the old rate

of \$10.00 and these will carry an October 1 expiration date. All new members accepted at the \$20.00 rate will receive without additional charge one (1) lapel button and one (1) letterhead emblem without additional cost.

RENEWALS

All present memberships carrying an expiration date of January 1, 1974, or any date thereafter, will require a fee of \$20.00, regardless of when paid.

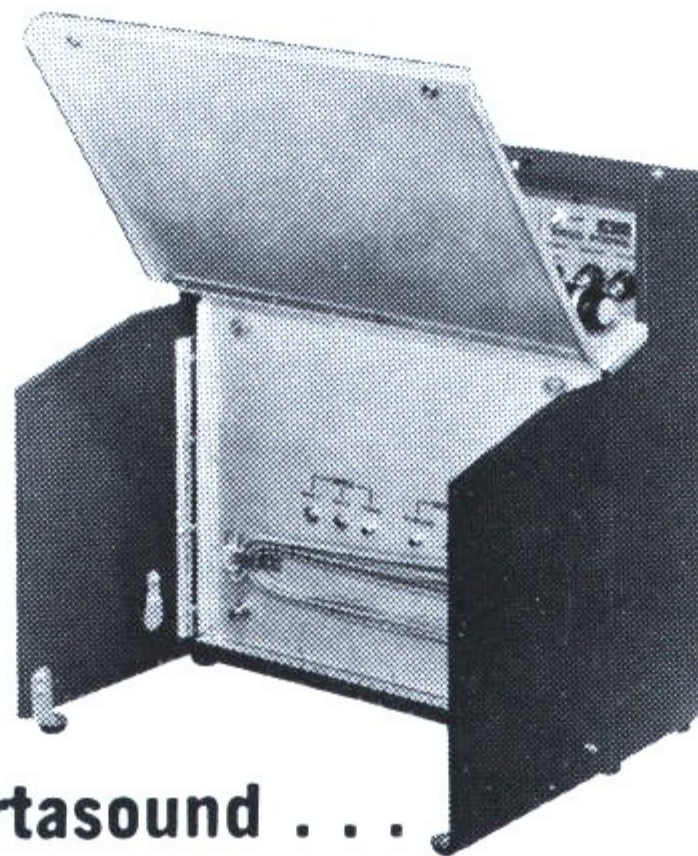
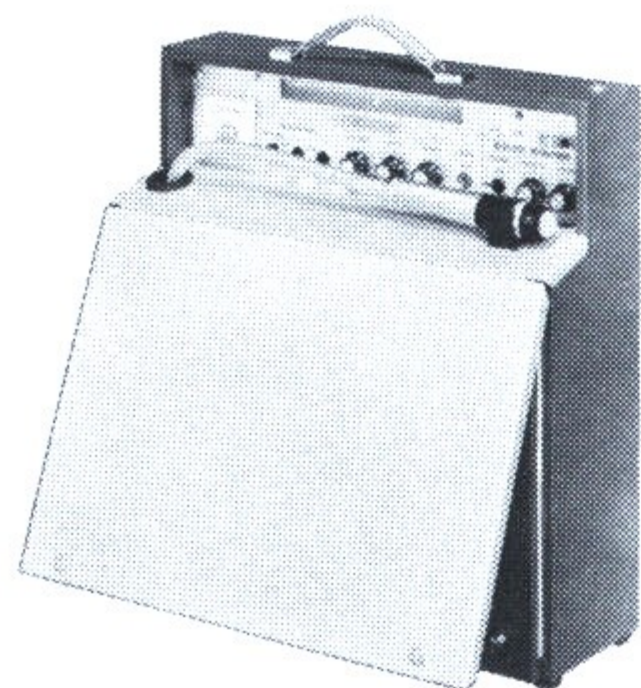
Reasons for the increase in membership dues are quite obvious due to the inflation taking place in national economy. Your Board of Directors has approved a 1973-74 operating budget of \$82,080. Last year's income from the financial report published elsewhere in this issue, was \$70,590. This means we must increase our income by approximately \$15,000. In view of an operating loss of approximately \$6,000 the last fiscal year, the increase in membership fees is mandatory.

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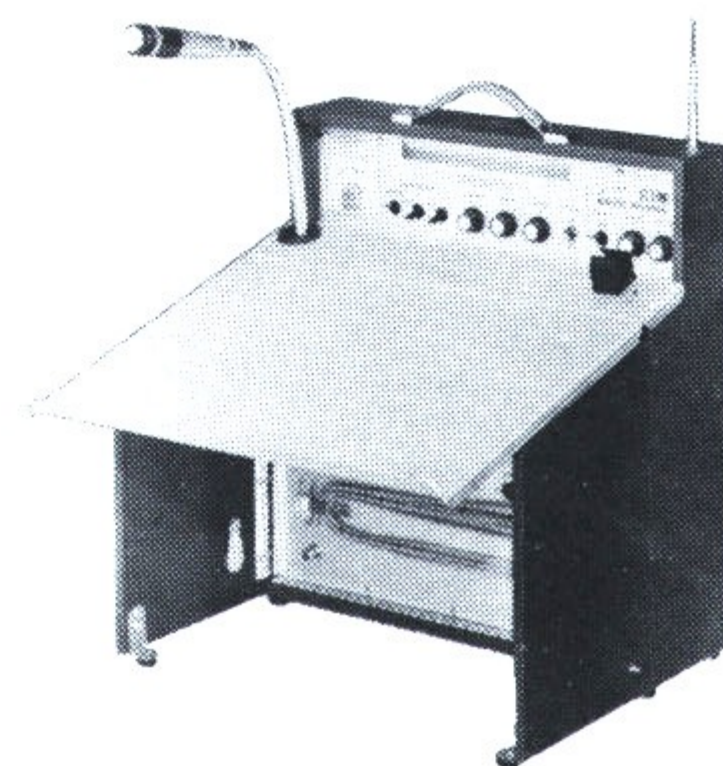
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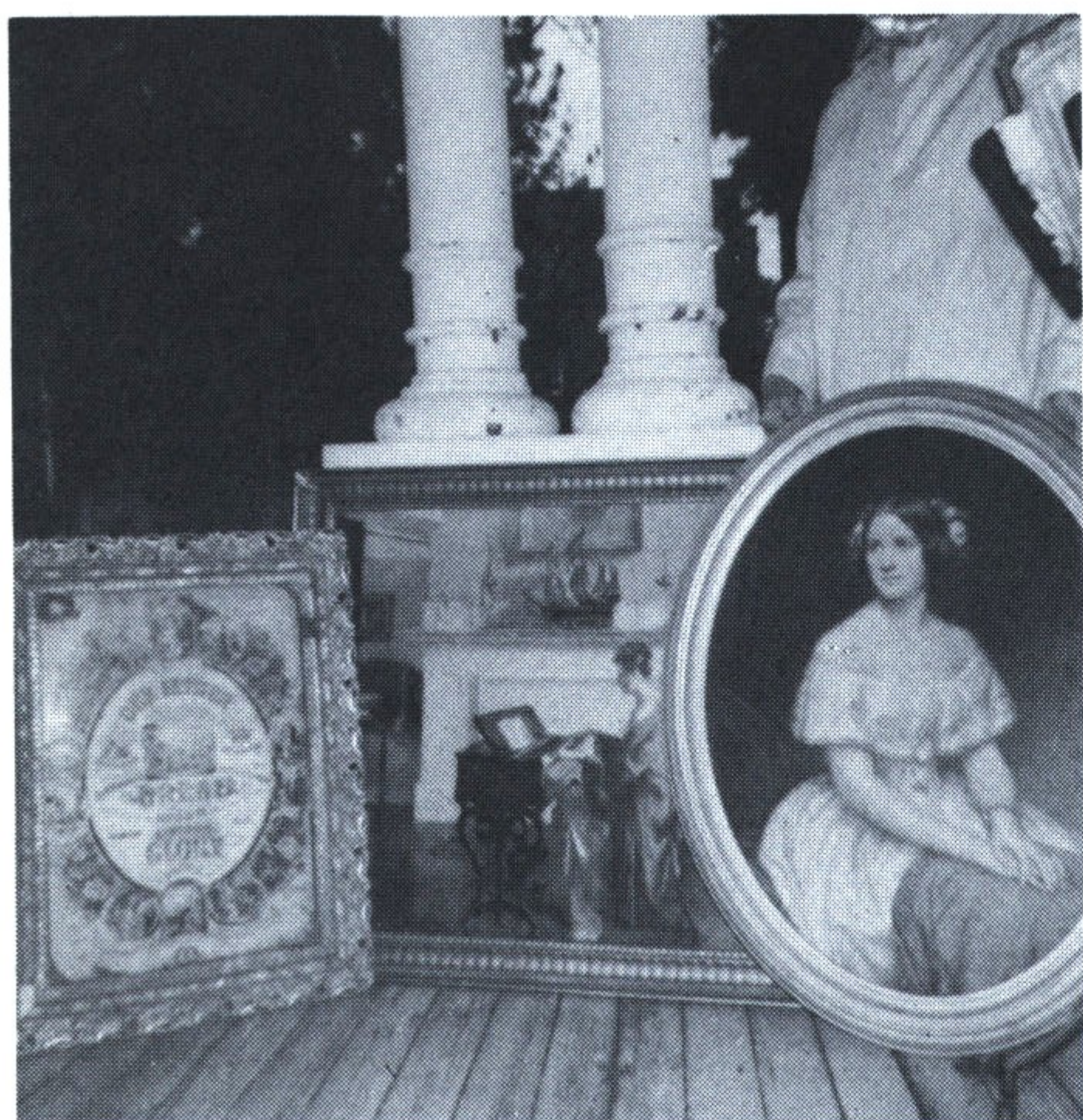
By Delece Holle Norcott

Maquoketa, Iowa — The personal property of Mrs. J. W. Brady, Sr. and J. W. Brady, Jr., Auditor of Jackson County, was auctioned on September 29th by the Clinton County team of Paul Burnett, Paul Burnett and Pat Cavanagh.

Collectors of antiques for many years, Mrs. Brady and her son, recently moving from their nearly century-old, 15-room Victorian home, chose to auction their



French brass clocks in the Brady sale.



Some of the many paintings in the Brady auction.



This century old, 15 room home was filled with valuable antiques. It was the Brady home at Maquoketa, Iowa.

surplus antiques upon wide-spread recommendation of the auctioneers.

Included in the sale were: oak, walnut and mahogany furniture and picture frames. hanging and Tiffany lamps; French clocks; Edison phonograph and records; player piano rolls; china dolls; china, mercury, cut and pressed glass-ware; copper and ironwares; and horse-drawn hack, cutter and bob sled.

The most outstanding collector's items were a claw-footed, mahogany and brass inlay sofa, selling for \$1,750, and a mahogany Victorian secretary for \$1,800.

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Men's Calendar Watch with Matching Band	Ea. \$ 4.75
Ladies' Pennant Watches, Deluxe Styles	Ea. \$ 4.50
Men's Diamond Jim Brady Watch with Band	Ea. \$ 5.25
Men's "Skin Diver" Watch with Calendar	Ea. \$ 6.00
Ladies' Deluxe Round Face Watch with Band	Ea. \$ 6.00
Ladies' Nurses Watch with Band	Ea. \$ 6.00
Ladies' Square Face Watch with Suede Band	Ea. \$ 6.00
Men's Deluxe Water Proof Watch with Band	Ea. \$ 6.00
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$10.00
Men's HELBROS Watch, Beautifully Boxed	Ea. \$ 9.50
Ladies' HELBROS Dress Watch—Deluxe	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$ 9.00
Men's HELBROS Dress Watch—Gold or Silver	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch	Ea. \$17.50
Men's 17-JEWEL DAY-DATE DRESS WATCH	Ea. \$ 8.50
Ladies' BRILLIANT CUT—HAND SET	
173 STONE WATCH	Ea. \$12.50
WALTHAM Ladies' Sport Watch w. Suede Band	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$11.00
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$25.00
HILTON Ladies' 4-Diamond Dress Watch	Ea. \$18.50
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 8.00
Ladies' HEART SHAPED DRESS WATCH	
Gold or Silver	Ea. \$ 7.50
Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
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Spray Perfume, Boxed—1000 Sprays	Doz. \$ 3.25
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BOREALIS, Asst. Colors	Doz. \$18.00
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"250" WITH 36 STONES with Calendar	Ea. \$ 7.50
AURORA BOREALIS ACORN Necklace	Doz. \$ 6.90
AURORA BOREALIS HEART Pendant	Doz. \$ 7.20
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EVERSHARP 3-pc. Stainless Steel Carving Set	Doz. \$ 9.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz. \$ 9.80
5-pc. Kitchen Knife Set—In Wooden Display Rack	Set \$ 2.00
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3 Dozen Most Popular Lures & Plugs in display box	per 3 doz. display \$18.00
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Soaring Antique Prices

Lure Farmhouse Raiders

ST. GEORGES de BEAUCE, QUEBEC — Beauce County is a sprawling series of about 30 farming and dairy communities stretched between the Quebec-Maine border and Quebec City.

The quiet pastoral tranquillity of the Beauce has been disrupted by antique raiders during the past few months with literally thousands of dollars in antiques stolen.

Abandoned farms, maple sugar shacks, chalets and even the homes of farmers have been plundered by thieves who pick their booty with an experienced eye. Modern furniture, television sets and radios have been left behind in favor of ancient brass beds, spinning wheels and wagon wheels.

In a recent case the heir to a farm passed down through four decades returned to salvage some sentimental articles and family heirlooms before selling the tired farm.

The large rambling farmhouse was almost empty, vandalized with most of the furniture stolen. To the heir — the son of the farmer — the loss of "some rather old beaten-up" furniture was not unduly serious. What angered him was the theft of two trunks containing family papers, photographs and the wedding dress of his great-grandmother.

But to an antique dealer, the two brass beds, three very old rifles and a time-worn dining room set represented more than \$4,000 on the antique market. A 100-year-old cracked wash set was valued at close to \$200.

Sgt. Remy Clish of the St. Joseph detachment of the Quebec Provincial Police says that his office has been swamped with an epidemic of antique thefts in the Beauce during the past three months.

"We have received hundreds of similar reports over the last two years but these past few months have been exceptionally bad. The main object of these thieves has been the old weathervanes in the shape of roosters. Almost everyone has been stolen from houses and barns, both deserted and occupied, and it all happened during the last few months. There are practically no more weathervanes left in

the county. They all seem to be in the Montreal area."

Sgt. Clish said he believes the average Quebecker, well aware of soaring antique prices, might remove a few small items from deserted farms visited while on weekend drives.

But the more professional collector-dealers sometimes stage well-organized raids, Sgt. Clish claims. "They send in one man first whose job it is to select the most valuable articles and move them to one room on the first floor. Then other men stationed nearby in a truck or station wagon are called in, maybe by walkie-talkie. Within 30 minutes the items are loaded and they are on their way."

Another police theory is that U.S. tourists see a golden opportunity to acquire "early American" furniture for little more than a slight risk.

Canadian customs officers do not question Americans returning to the States. "We are only concerned with what people try to bring into the country and not what they take out," a customs officer said.

A spokesman for the U.S. Consulate in Quebec City said their people are permitted to bring in any antiques to the U.S. tax-free if they have proof the item is over 100 years old.

"If they have no certificate and claim the article is not 100 years old they can qualify under the \$100 quota they are permitted if they have been in Canada for at least 48 hours."

Sgt. Clish says that the police have learned of cases where real antiques have been taken across the border by returning tourists who claimed them as junk or scrap.

He admits it is very difficult for the authorities to halt the thefts. "We can't stop every car we see carrying say, a few chairs in the trunk. We do not have the men nor the time. Only thing we can do is to increase the night patrols and keep a closer eye on the countryside."

The antique thieves are not the regular break-and-entering criminals. According to the police they are well informed and know exactly what they are after

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and do not bother with items unless they are at least 50 years old.

One Beauce farmer returned to his home after a long day in the fields to find that a \$200 radio left on a dining room table was still there. But the table and chairs were gone.

Jacques Drouin, a 42-year-old, farmer is another victim of the thieves. He bought a farm and it was ransacked within weeks. Even items stored in the attic "because they were too old to be of any use to us" were removed. Included were a handmade spinning wheel and the various equipment necessary to produce wool cut from sheep. "It was at least 80 years old and was still used up until four years ago," he said.

Mr. Drouin is disillusioned about the whole antique business, throwing up his hands in dismay. "When my daughters were in grade school they complained we did not have enough of the modern conveniences. Well, my wife and I did our best and bought some new furniture, storing the old articles given to me by my grandmother out in the back barn. That was some 15 years ago and now the girls are grown up and married they are

fighting over who should have the stuff left in the barn."

The increased police surveillance, coupled with the assistance of residents who are reporting suspicious people, has resulted in the arrest of two Montreal men. The pair were apprehended as they loaded furniture from a deserted farmhouse into a light truck. They admitted having an arrangement with a Montreal collector.

With the popularity of antiques growing daily and the supply limited, prices have soared. A plain wood bed and bureau, common 75 years ago, now bring more than \$800.

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Clifford M. Hess Feb. 6, 1880 — Oct. 24, 1973

IN MEMORIAM

Clifford M. "Pop" Hess passed away early the morning of October 24 at Mary Rutan Hospital, in Bellefontaine, Ohio. His death followed a short illness and he had only been hospitalized two days. In fact, it was only a week earlier that he had enjoyed a ride through the countryside of Ohio that he loved so much and, according to his housekeeper of the last four years, Margaret "Peggy" Biehl, the perfect weather and the fall colors added to the significance of the ride.

His passing removes from the earthly scene one of the greatest supporters of the auction method of selling and one of the truest friends of all auctioneers that has ever lived. Pop Hess spent a full 50 years as an auctioneer, starting out as a general farm sale auctioneer but experiencing the dreams of hundreds of others who started the same way — the glamor segment of auctioneering in his time — selling purebred livestock. His greatest success was probably in the draft horse industry, namely, Percherons and Belgians. Climax of his career was when he sold the Andrew Mellon dispersion, near Philadelphia.

He was also prominent as a dairy cattle auctioneer and he conducted auctions throughout the eastern half of the United States in the days when travel was difficult to say the least. In fact, his early days in the farm sale business saw him getting to the sales with a horse and buggy, a several hour ride on a sub-zero morning not being uncommon.

While Pop Hess retired from conducting auctions after 50 years he never retired from the auction profession and perhaps his greatest contributions to the auction method of selling came after those first 50 years. For a time he was general manager, editor and field representative for the Ohio Livestock Journal, an all breed publication with circulation concentrated within the borders of Ohio. That was more than 20 years ago.

From there he went to Radio Station WRFD, Worthington, Ohio. He established an auction sale program at the station that was the envy of rural radio stations throughout the country. The program was a six day a week announcement of auction sales throughout Ohio as

well as surrounding states. His knowledge of the business and his announcing manner that could come only from an auctioneer made this a popular program for nearly 20 years.

After leaving the radio station, Pop's connection with the auction profession was through THE AUCTIONEER. For 22 years he missed but three issues in furnishing material for publication. In later years it was entitled "Pop's Ponderings". While various subjects and experiences were covered, common sense was always the basic ingredient of his writings.

Pop Hess was always a strong advocate of organization of auctioneers in order to provide better educated auctioneers to serve "John Q. Public." While he never attended an auction school he was not especially proud of this fact and he continuously encouraged young auctioneers to take advantage of every learning opportunity and all auctioneers to attend their state and national conventions in order to broaden their knowledge through the exchange of ideas. He had been a member of the International Auctioneers Association, a short lived organization of auctioneers prior to 1920.

Even though he was advancing in age according to the calendar, Pop Hess maintained an active and alert mind until his death. He kept abreast of current methods and worked harder for progress and advancement in the auctioneering profession than many of those who were actively engaged in it. When the NAA building plan was announced he was one of its earliest and remained one of its staunchest supporters. Perhaps the happiest days of his life were those three days at the 1971 National Convention, in Lincoln, and the dedication of the home office building.

While Pop lived a full and active 93 years, his life had its sorrows along with the successes. He knew from experience the hardships of pioneer life on a farm. He went through the great depression when silver dollars were the size of wagon wheels. He buried two wives, the latter a helpless invalid for more than three years prior to her death in December, 1972. His greatest blow was the
(Cont. on page 43)

Tennessee Fall Meeting At Nashville, Dec. 3

By Hubert D. Songer, Secretary

It is a beautiful time of the year. Autumn always brings out the beautiful color and very pleasant weather, and along with it the auction season. Tennessee Auctioneers, although enjoying one of the best auction years in many a moon, are looking forward to the Annual Fall Meeting to be held in Nashville, Monday, December 3. The Fall Meeting will be held in the Hilton Airport Inn, adjacent to the Nashville Metro Airport, and where plenty of parking space and good facilities for holding the meeting will be available. Also, this is the time of the year when the stores are usually running special sales, looking toward the annual Christmas business, and certainly the wives would enjoy the privilege of coming along while the husbands attend the TAA meeting. That is, ladies, if you do not plan to attend the Ladies Auxiliary Meeting, which we hope you will do.

A very fine program has been ar-

ranged by Chairman Fred Ramsey and his committee of Ernie Hill and Jerry Gregory. The committee has kept in mind the many new young auctioneers who have joined the TAA in the last few months, and the program has been arranged with that in mind, of passing along helpful information and experiences of those auctioneers who have been in the business for many years. Panel discussions have always been of interest and this will also be another feature of this year's program.

Please make your plans now to attend. Mark your calendar so you won't forget and put the date as Monday, December 3. Registration will begin at 8:00 o'clock. If you need overnight reservations, we suggest you write or call the Hilton Airport Inn in Nashville. May we see you there?

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Riveria Hotel (On the Strip)
JAN. 15-16-17, 1974
8:00 A.M.—5:00 P.M.

I Plan to Attend in Chicago

I Plan to Attend in Las Vegas

The following subjects will be offered at both locations. Registration fee is \$40.00 per subject or \$100.00 for choice of three. Enclosed is my check in the amount of \$.....

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Each class will be limited to the first fifty registered.

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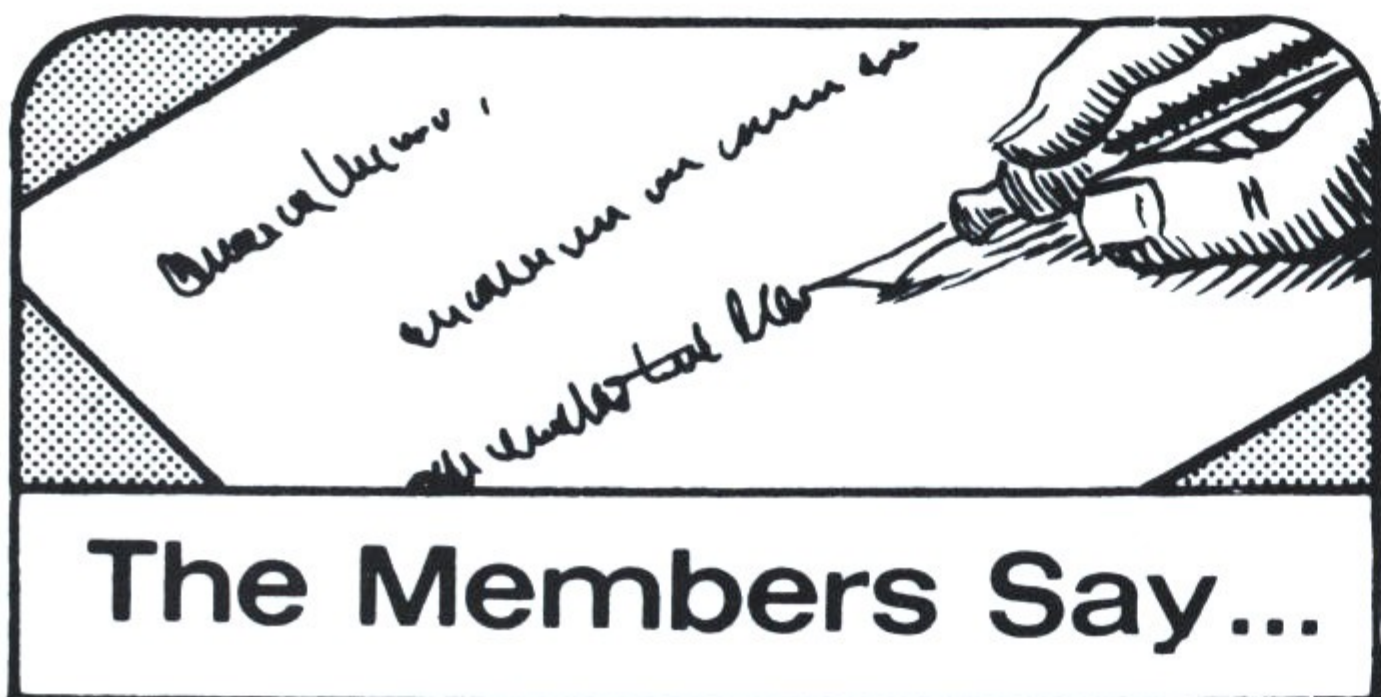
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 Ladies Auxiliary to the NAA



Dear Col. Hart:

As a recent graduate of Reppert Auction School, and a more recent licensed auctioneer of the state of Indiana I subscribed to "The Auctioneer" and found the articles to be very helpful to me as a newcomer in the auctioneering business. May 18, 1973, we opened the "Eddy Village Auction House" near Wolcottville, LaGrange County, Indiana, and it has been a love of labor each Friday evening for the past eighteen weeks. At our District Two Meeting of the Indiana Auctioneers Association, last night, we the people of LaGrange County were proud to hear that Col. Harvey Lambright had become a director of the NAA, a more dedicated professional auctioneer I have yet to meet.

Enclosed find five dollars to enroll me as a member of the Auctioneer Booster Club.

Sincerely,
William J. Healy
Wolcottville, Ind.

Dear Mr. Hart:

Thank you for the reminder of membership dues. With the educational program being initiated, I am double proud to be a member. I have always felt this was something our Association needed very badly.

Enclosed is my reservation for the 3 day seminar in Chicago; also a \$20.00 deposit. The decision of what to leave out is perplexing. I would love to take all four subjects. I will be looking forward to attending and meeting the participants.

Cordially,
Don Sohn
Evansville, Ind.

Dear Bernard:

Thanks for reminding us about the dues. We had forgot them with so much to catch up on. Allan is feeling fine and we're real thankful for his recovery. We'd like to thank the Nebraska Auc-

tioneers and all those at the National Convention for the lovely cards and get well wishes. They helped to turn the tide and were so much appreciated. Sorry to miss the convention.

Sincerely,
Mr. and Mrs. Allen
Woodward & family
Broken Bow, Nebraska

Deal Col:

Last week I received a very fine plaque that was presented by the National Auctioneers Association at the last convention that was held in St. Petersburg, Fla. I was very sorry that I could not attend this convention, although I have attended several of the National conventions. And I would like to express my appreciation and thanks to the officers and directors of the association for this plaque.

Very truly yours,
Russell Davis
Waseca, Minn.

Dear Bernie:

The sale at Vienna, Mo., is the largest Missouri Co-operative Feeder Cattle Sale in the state. We have just finished selling eight days (Sept. 22) in which we sold 8,967 head of yearlings and feeder calves. They weighed 4,583,687 lbs. and total sales amounted to \$2,595,099.63.

I sold this sale alone, assisted in the ring by NAA members Leonard Elrod, Vienna, Mo., and Junior Cordsmeyer, Vichy, Mo. Roman Volmert is manager of the sale, Ackerman & Hayes, CPAs and office girls, Rolo Mo., do the book-keeping. Clerks working the sale were Buschman, Hayes, Reedy and Swartz.

Charles E. Ausfahl, Fulton, Mo., is Executive Secretary of Mo-Co-Feeder Livestock Ass'n and Crawford Price is Area Livestock Extension Director. Sorting crew consists of Ross, Massey, Mobley, Heitmeyer, Sewall, Ausfahl, Meyer and the local men.

Will be selling everyday until Nov. 3. When I have conflicts I furnish auction service and we have three sales a day many times.

Sincerely,
H. Willard Arnaman
Unionville, Mo.

Dear Bernie:

Just a short time ago I received a beautiful plaque and gavel from the

N.A.A. in recognition of nine years of service to the organization

I would like to thank the members of the N.A.A. for being so thoughtful and generous. It came as a very pleasant surprise and I shall always admire it and remember all our dear friends in the auction profession.

Thanks again to everyone.

Very truly yours,
Carman Y. Potter
Jacksonville, Ill.

Dear Col Hart:

Enclosed is my check to cover some promotional items. Auctioneering is a new thing here on Guam. We are receiving some very favorable reactions from the few sales we have had so far. A copy of the sale bill for last Saturday's sale is enclosed. It was a seven hour sale with myself as the only auctioneer. High selling item in the sale was the carved game table and chairs which went for an even \$400.00.

We are looking forward to the planned "Sight and Sound" production. We feel that it will be an invaluable aid for promoting the business. We wish we could have something to contribute to the effort.

Cordially,
Earl N. Eliason
Tamuning, Guam

Dear Sirs:

Enclosed you will find my check for \$10.00 to cover my membership dues for October 1, 1973, to October 1, 1974. I think that the organization has had a real good year this past year and hope next year will be even bigger and better for everyone concerned. Thank you for your help in this matter. Thusly I remain,

Yours very truly,
Thomas M. McInnis
Candor, N.C.

Dear Editor:

Have you been in a town alone with no contacts, friends you would like to talk to for awhile? I have been in many towns and 1968 I was in Paris and not able to speak the language had some difficulties, so I visited a Real Estate Agent and tried to exchange goodwill and friendliness. My reception was not very well received, the Real Estate man spoke good English, but some how wasn't very

informative or friendly, I might have picked the wrong one.

Should some of your members call in Cape Town (Sea Port) I will be very happy to meet them and show them around and tell them how our auctioneering business functions in our country.

Naturally I would appreciate it if they would let me know in advance by writing first, as many times I am out of town.

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Warren Young To Head Auto Auction Group

Warren V. Young, Executive Vice President, Manheim Services Corporation, Manheim, Pa., was elected President of the National Auto Auction Association at the group's annual meeting and convention in San Diego, Oct. 11-13. Prior to his present assignment with the Manheim group, Young was manager of National Auto Dealers Exchange (NADE), a Manheim-owned facility at Bordentown, N.J.

Don Rogers, Montpelier Auto Auction, Montpelier, Ohio, was named Vice President, and Norman F. Early, Colorado Auto Auction, Denver, Colo., was re-elected Secretary-Treasurer. Named to three year terms on the Board of Directors were: Bob Gentle, Wil-Ray Auto Auction, Kansas City; Bob Martin, Nashville Auto Auction, Nashville, Tenn.; Norbert Beck, Raceway Auto Auction, Westbury, N.Y.; and Taylor Huff, Columbus Fair Auto Auction, Columbus, Ohio. Gene Layne, Tremont Auto Auction, Tremont, Ill., was elected to fill the unexpired term of Don Rogers.

Of the 99 active members of the association, 80 were represented at the convention. Automobile manufacturers, domestic and foreign; representatives of auto fleet and leasing firms and other related industries brought the total attendance to 430 persons, making it the best attended meeting in the automotive industry, based on size of membership.

Registrants heard from high officials of the automobile manufacturers, participated in workshops on identifying stolen vehicles and fraudulent titles and in condition reports and reconditioning. Entertainment included a moonlight cruise of San Diego Bay and an Old Mexico Party in Tia Juana.

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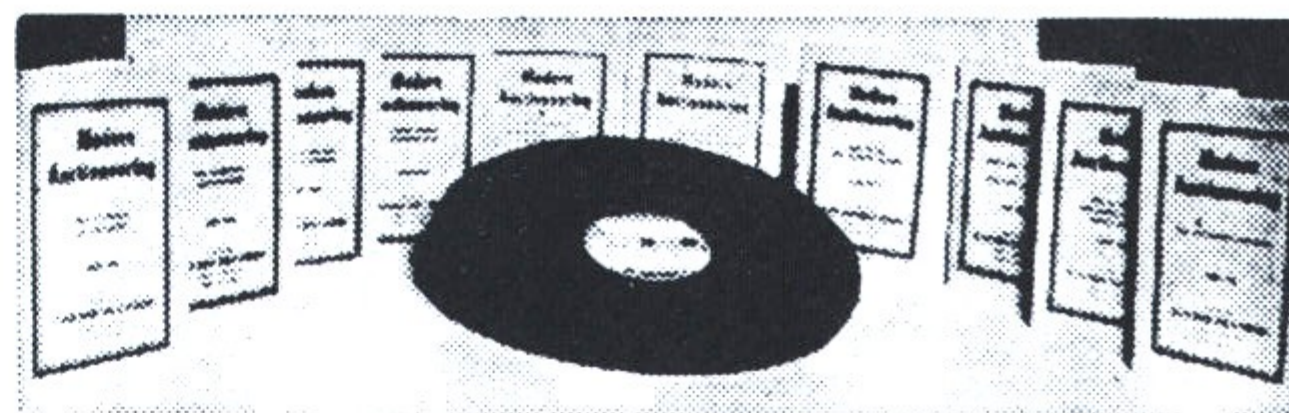
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College Art Collection

Sold For \$423,250

A grand total of \$423,250 was paid for the 300-piece art collection of St. John College, Cleveland, Ohio, in a 12 hour auction held in the college auditorium. This was well above the \$250,000 estimate by college officials.

The paintings and other religious works had been collected by the late Archbishop Edward F. Hoban of the Cleveland Catholic Diocese. The auction was in charge of Eddie Pfister, North Royalton, Ohio, and he was assisted by another NAA member, Walter Burgess, Valley City, Ohio. Pfister has only been in the auction business for a period of three years after serving his apprenticeship under Don Standen, Elyria, Ohio.

Buyers were registered from 13 states and three art dealers flew in from Italy. Highest price for a single item was \$22,000 for "The Holy Family with Infant St. John the Baptist." It was attributed to the 17th Century Italian painter

Leandro Bassano. Purchaser was Newhouse Galleries of New York City.

The same firm paid \$19,000 for a 17th century Dutch "Adoration" attributed to Abraham Bloemaert and \$4,100 for a Benjamin West oil. Ira Spanierman, also of New York City, spent about \$100,000 at the auction. He paid \$19,500 for a 15th century panel painting of the Madonna and Child and \$6,500 for "Normandy Peasant Girls at Prayer."

Everything was sold including ivories, bronzes, lecterns, chairs and even an old world globe marked "Rand McNally." The collection was given to the college by the archbishop in the 1950s. Decision to sell it, according to school officials, was based on care and maintenance problems.

Have you heard about the lady who complained to her husband that ever since they got their waterbed she feels they're drifting apart? And then there was the other lady who was asked how she liked it since her husband retired. Her complaint: "No good! Twice as much husband and only half the money!"



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Across The Country

BY BERNARD HART



With many state auctioneers associations holding their annual meetings during the next several months, the question, "Why do they have such a good attendance and we have so few?", or words to that effect, will be asked many times. Generally, there is no simple answer to this type question — and yet — it may be more simple than one thinks.

In this issue you will see the report of the last meeting of the Wisconsin Auctioneers Association. If you will read this carefully you will note that a full program was provided. While we are not exactly in favor of reporting a June event in November we do compliment the Wisconsin Auctioneers Association officials who were responsible for this well planned program.

We are not going any further in mentioning names but if you want to take the time to check back issues of THE AUCTIONEER you will find that those state meetings with attractive programs were the same ones that reported new record attendance. Those poorly attended had a program that was built around a business meeting. Auctioneers will turn out once and some twice for this type meeting but don't expect many after that. And once an association is established and the by-laws approved there is very little business necessary.

I am sure every state association desires a well attended meeting. The proven formula is an action-packed program. Auction and action are synonymous. Auctioneers will go where the action is. Get some speakers from a neighboring state, spend some money for professional talent. It is the only way you are going to progress as a state organization.

Now a reminder about the Seminar Program. Frankly, I am disappointed with the response to date. When one surveys the need they are filling and the field of 4,000 prospects one would think

they would have been filled by October 1. Lack of educational programs for auctioneers has long been a target of criticism. But perhaps this is the way most of the auctioneers want it.

At our Seminar in Chicago, last January, you heard me say the roster of students looked like a "Who's Who in the Real Estate Auction field." Some of these people were among the first to register for the 1974 Seminars. This is proof that they felt their time and money was very well spent last year. Actually, it boils down to one question for you to ask yourself. "Do you want to be a successful auctioneer or do you wish to continue through life as just another auctioneer?" There is a difference.

I mentioned last month that every auctioneer may not be interested in any of the three featured subjects but I will repeat, "There is not an auctioneer in America that cannot benefit from the Voice Analysis and Bid Calling training that will be offered. This subject will include much more than the title implies and will be one of the most interesting classes in which you have ever participated.

The entire Seminar Program is ADVANCED TRAINING in auctioneering and is provided by no one but your own National Auctioneers Association. Turn to the enrollment form, just preceding the "Booster Club" in this issue and get it in the mail.

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Hanzel Galleries Site Of Manuscript Auction

The original manuscript of a Sherlock Holmes novel, Lord Byron's farewell letter to his wife, and a letter from George Washington to Gov. Patrick Henry of Virginia were among the colorful artifacts bought for thousands of dollars in a two-day auction in Chicago.

In Washington's letter to Gov. Henry, Washington declined pecuniary reward for service to his country. The letter cost the high bidder, John Flemming, a New York book dealer, \$20,000.

The auction, at the Hanzel Galleries, 1120 S. Michigan Ave., broke several world records. Bidders from London to San Francisco competed for 398 prize books, autographs, and historical miscellany from the library of the late David Gage Joyce, a Chicago lumber magnate.

The original autographed manuscript of Sir Arthur Conan Doyle's Sherlock Holmes novel, "The Sign of the Four" was sold for a record \$51,000. It was sold to Frances Hamill and Margery Barker, Chicago rare book dealers. They also paid \$30,000 for another Doyle manuscript, "The White Company."

They also paid \$17,000 for Lord Byron's farewell letter to his wife, \$34,000 for the manuscript of James Fenimore Cooper's "The Pathfinder," \$36,000 for the autographed manuscript of Shelley's poem "Prince Athanase," and \$45,000 for the autographed manuscript of Anthony Trollope's novel "The Way We Live Now."

A first edition of Edgar Allan Poe's "Murders in the Rue Morgue" was purchased by Flemming for \$20,000.

Ralph Newman of Chicago's Abraham Lincoln Bookshop paid \$15,000 for a Lincoln letter commenting on his chances for election in 1860. Newman also bought 40 Grant letters for \$12,000 and a Jefferson manuscript for \$9,000.

Fourteen well-preserved issues of The Chicago Tribune from the year 1865 were sold at the auction — to the former literary editor of the Chicago Daily News.

Van Allen Bradley, who retired as the Daily New's book critic in 1971 and is now a rare book dealer in northwest suburban Barrington, paid \$300 for the lot, or a fraction less than \$21.43 a copy.

The bidding started at \$100.

The issues from late April and early May, report the assassination of President Lincoln, the funeral cortege, the shooting of assassin John Wilkes Booth, and news of the Civil War.

"I might have paid more if I'd had to," said Bradley, "but how much more would have depended on my whim. I had determined in advance that I'd pay \$300."

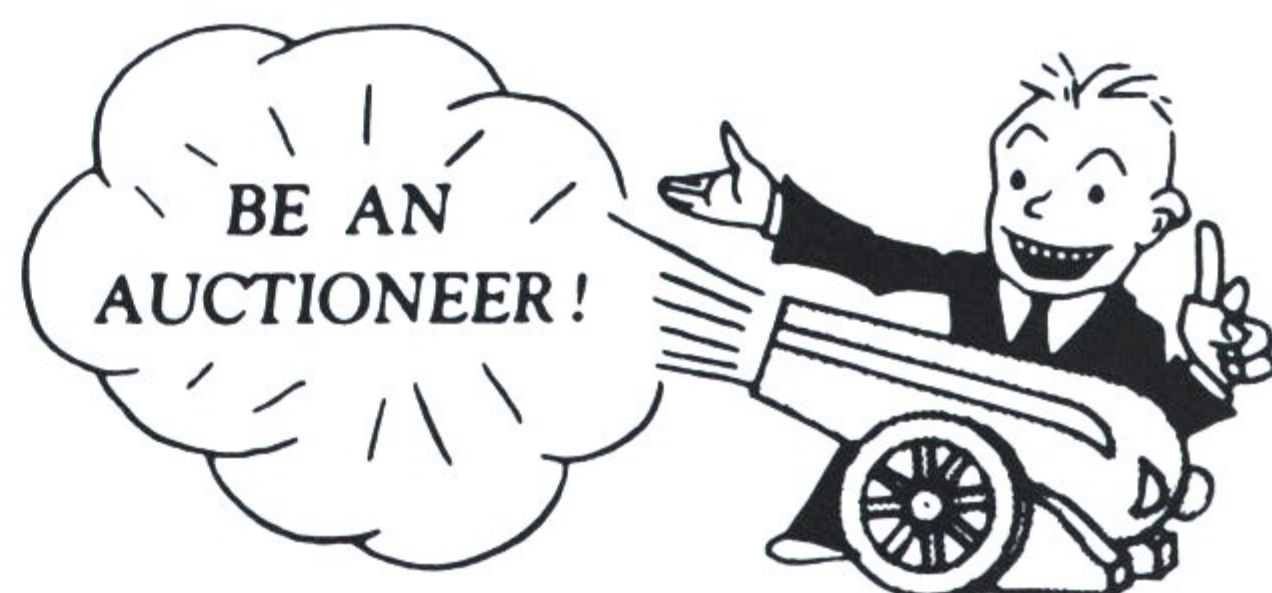
Bradley, the author of two books on book collecting, "Gold in the Attic" and "Handbook of Values," said prices are determined by "supply and demand, like anything else." The supply of 108-year-old Tribunes, is, of course, rather limited.

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Pennsylvania Reaches Its Silver Anniversary

By Richard Moyer, Secretary

Back around the year 1949, a handful of auctioneers in Pennsylvania, believing in a better way, met and formed the first Association of Auctioneers for Pennsylvania. Through the years despite heartaches and disappointments, this Association has grown through the untiring efforts of our pioneers and dedicated auctioneers. It was long the desire of our founders for an auction law, which in this 1973 became a reality in our state. We now have a workable law; a commission to administer it; and protection for both the buyer and the seller. Believing in the importance of constantly improving our knowledge of the auction business, many of our old and newer members have attended the National Conventions, and have brought back stories of the differences they have found mingling and rubbing elbows with other Auctioneers from across the United States and Canada; and how their wildest dreams have been realized by sitting and conversing with a fellow auctioneer from North Dakota, listening to his methods of selling and promoting, or a member from Texas or Kentucky during the next few minutes and realizing that his ambitions and goals are the same as ours; to do our best and achieve the most possible for your client, even though his customs and styles of operation may vary greatly from state to state.

This coming January 1974, in Pennsylvania, we will be celebrating our Silver Jubilee, 25 years as an Association. We are highly proud of this fact. Our President, Officers and Directors have put together the finest State Convention Program we feel we have ever had for our celebration. We wish to pass along an invitation to all fellow auctioneers from across the country, who are able to join with us on January 11, and January 12 at the new Host Inn in Harrisburg, Pennsylvania, to come together with us and share our pride and festivities on our 25 year achievement. We have terrific programs scheduled, and our Convention is timed to follow the very well known Pennsylvania Farm Show, which runs the week preceding our Convention. They feature 18 acres of Farm Show under roof — with every imaginable item and

animal of interest to anyone who is connected with farming.

We will be hoping to put out the welcome mat for many out of state auctioneer friends.

(Cont. from page 23)

death of his only son who died of cancer just nine days after Mrs. Hess.

Pop was fortunate in his last years in securing Peggy Biehl to live with him, prepare his meals and be his chauffeur. Pop was going to make his first plane trip to the Lincoln convention but cancelled out the week before and decided not to come. But Peggy was well aware of how badly he wanted to attend and it was she that drove him to Lincoln, a two day trip each way. The following spring she drove him to Louisville, where he appeared on the program of the Kentucky Auctioneers Association convention, his last public appearance. After selling his home in Bellefontaine, last winter, he lived with Peggy in her Lakeview, Ohio, home.

While he may not have been a man of material wealth, his friends among members of the auction profession made him extremely wealthy in friendships. Pop Hess is dead but his influence on the lives of aspiring auctioneers will always live.

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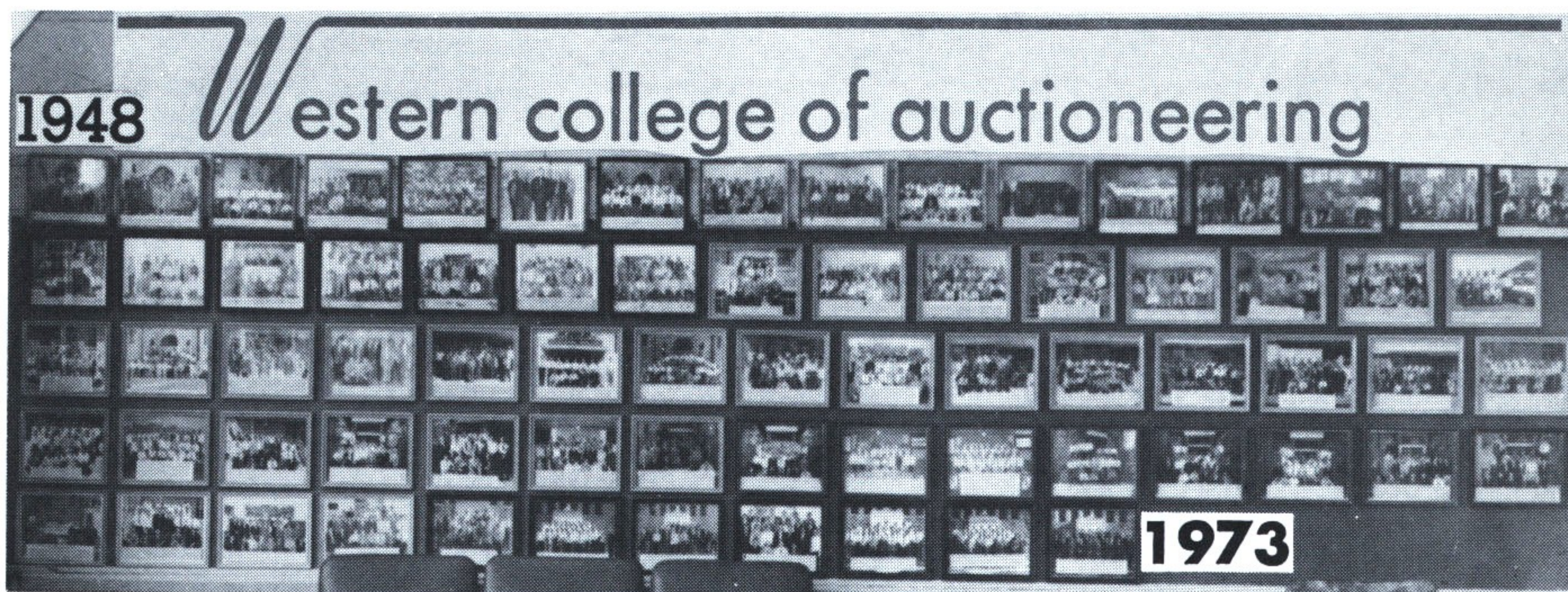
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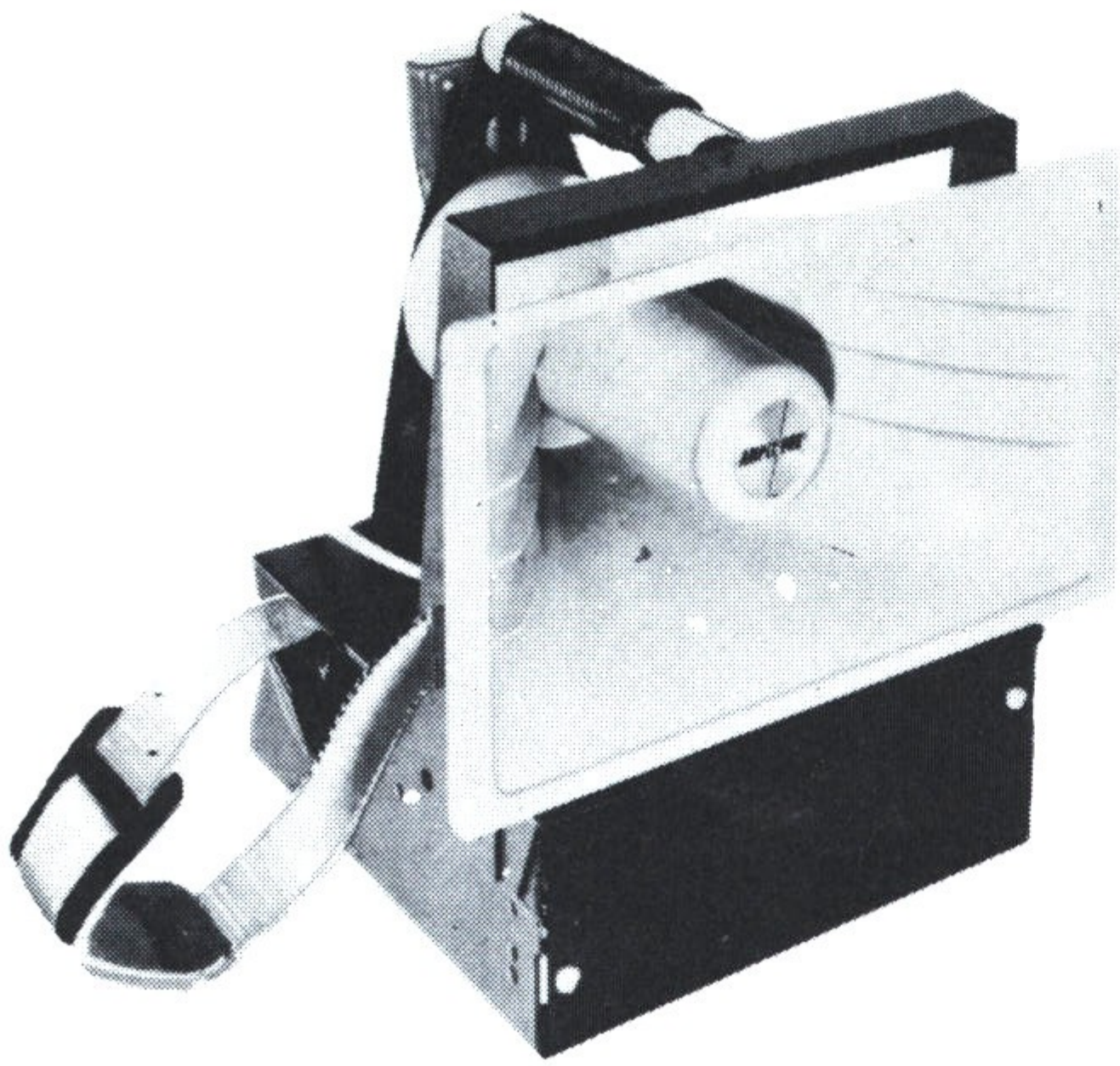


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