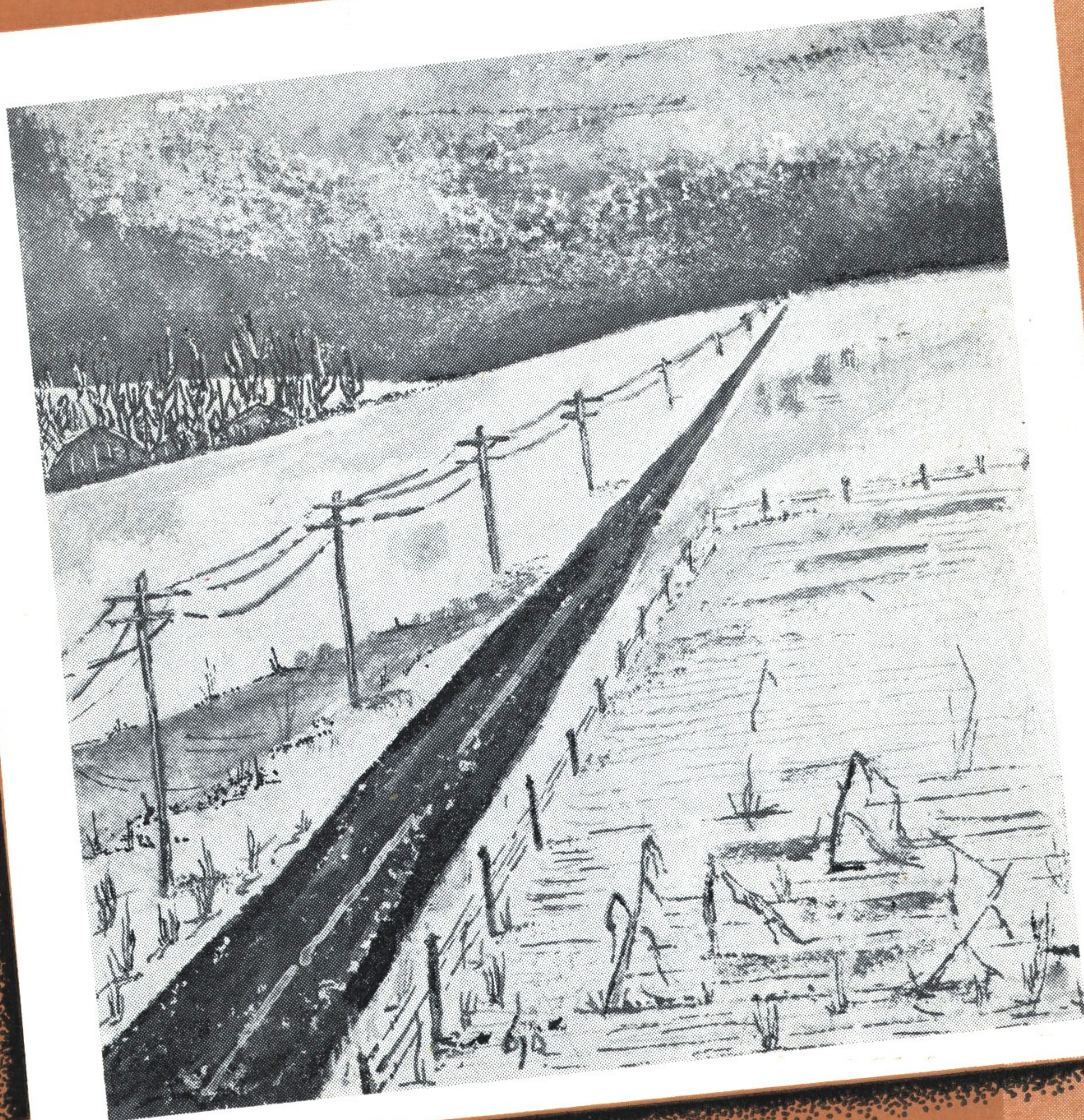


# *the* AUCTIONEER

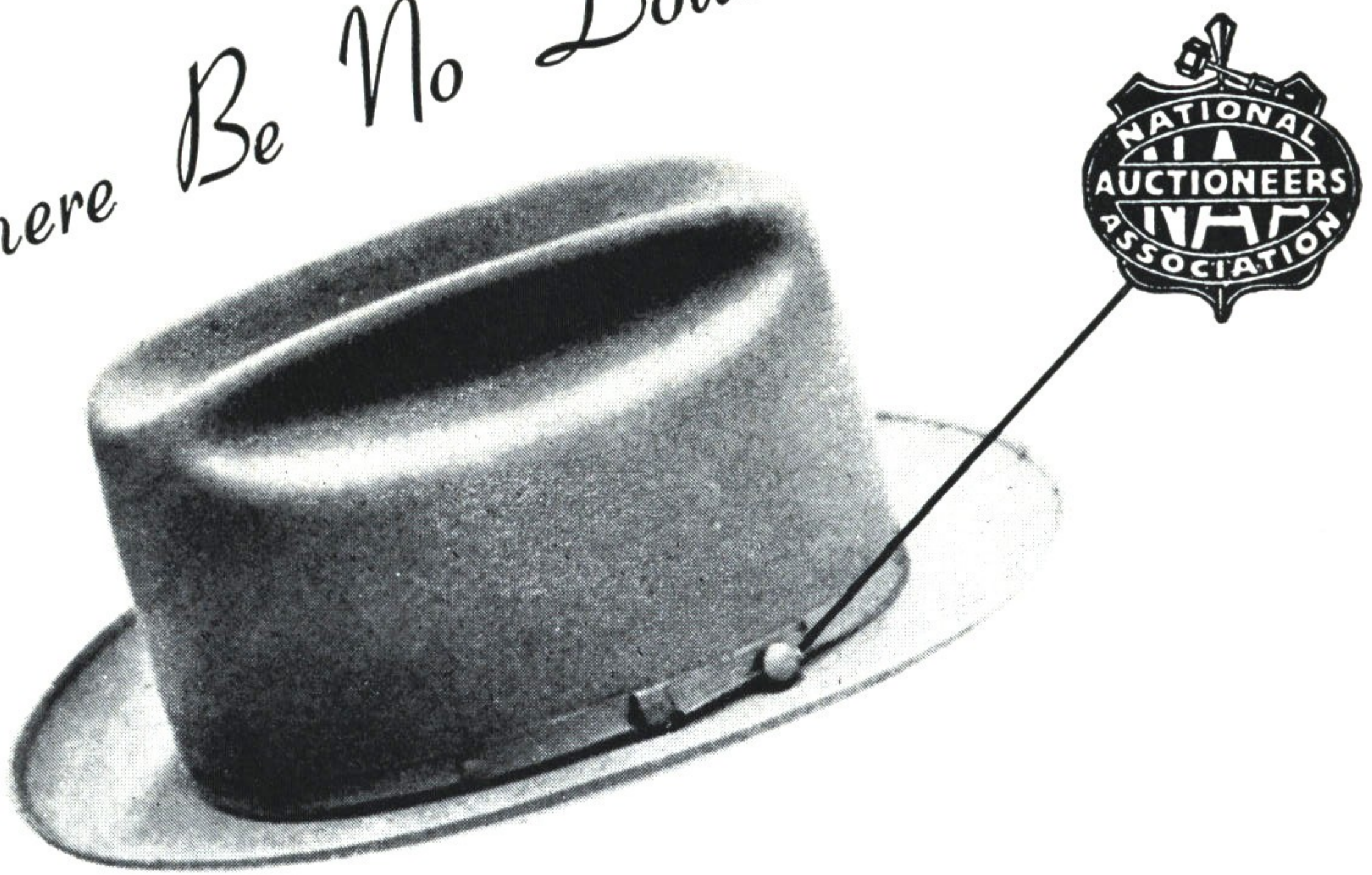


FEBRUARY  
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1967  
NO. 2



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# Former NAA President, Herman Sigrist, Dies

Herman W. Sigrist, President of the National Auctioneers Association in 1954-55, passed away at the LaGrange (Ind.) County Hospital, January 9. Although active until the time of his death, it was not unexpected as he had suffered from a heart ailment for the past several years. He was 84 years old.



Survivors include a son, Alan, of Indianapolis, a daughter, Pauline Swank, of Oconomowoc, Wis., and a sister, Florence Sigrist of South Bend, Ind. Mrs. Sigrist preceded him in death, having passed away in 1958. They had celebrated their Golden Wedding Anniversary June 15, 1955.

Herman Sigrist grew up near Brighton, in Northeast Indiana, attended the Brighton Schools and received a bachelor of science degree from Tri-State College, Angola, Ind., in 1903. His early ambition

was to become a minister but in 1908 he attended the Jones Auction School in Chicago, and embarked upon a successful and colorful career in the auction profession, climaxed in 1961, when, along with A. W. Thompson, Lincoln, Nebr., he was recognized by the Board of Directors of the NAA for his outstanding service to the profession of auctioneering and to the national organization that represented the profession. These two men were unanimous choices to receive commemorative plaques of recognition and the first two to be so honored.

Turning to the auction profession rather than the ministry did not deter Mr. Sigrist's devotion to God. He was a lay leader in the First Christian Church in Fort Wayne, Ind., since 1910, a member of the Board of Trustees since 1930. He served as building chairman for the new church structure, dedicated in 1953, and along with Mrs. Sigrist, donated the pipe organ to the new edifice. After moving to his farm near LaGrange, he made a similar presentation to the Brighton Chapel, near LaGrange, site of his initial church affiliation.

In conducting his memorial services the Rev. Barton Johnson described Herman Sigrist as "A man of accomplishments." No truer words could be spoken. Upon his graduation from auction school, Mr. Sigrist travelled to various parts of the country selling real estate at auction. He was author of a book, "The Art of Selling Real Estate at Auction," which was published in 1912.

The Sigrist Furniture and Auction Co., was founded by him in Fort Wayne, in 1924. He continued this business until his retirement in 1951, but his son is currently President of the Sigrist Furniture Co., at its original location.

For 42 years he served as an instructor at the Reppert School of Auctioneering, Decatur, Ind. He was on hand for the most recent class at that school,



last December. His association with the Auction School and the NAA made him one of the best known and most beloved men in the profession.

Retirement from active auctioneering did not put an end to his continuous chain of accomplishments. It was in Omaha, in 1954, that he was elected President of the National Auctioneers Association. At that time the membership was not too good and the finances were nil. In fact, the NAA had suffered financial troubles since its inception and practically every year the "faithful few" would have to contribute to its treasury.

In directing the affairs of the NAA, Herman Sigrist used the same sound methods that had been successful for him in business. During his one year term as its President, the treasury of the National Auctioneers Association rose from a below zero figure to some \$3,300. His administration marked the end of the perennial financial distress of the organization.

It was after his retirement that he became interested in a fledgling insurance company and made sizeable investments in its stock. Like many of his enterprises in the past, this business immediately became successful and flourished in growth. Today, it is headed by Alan Sigrist, and Herman Sigrist served a number of years as a Director and Vice President of the Farm and Home Insurance Co., Indianapolis.

Fort Wayne, Ind., was the home of the Sigrists for many years. After the passing of Mrs. Sigrist, Mr. Sigrist moved to one of his farms in the La-Grange area and made his home with Mr. and Mrs. Harvey Feller, the tenants. He enjoyed this home very much. It brought him back to the scene of his younger days, his pride and joy was team of Belgians that he was pictured with in a back issue of "The Auctioneer." Mr. and Mrs. Feller drove him to many events of interest, particularly State and National Auctioneers Conventions.

Even though Herman Sigrist has been removed from the worldly scene, the impact of his many contributions to business, the auction profession and to the lives of those who knew him will go on and on. Those who knew him are

better for having known him and those who worked with him are most fortunate.

## Holstein Sale Nets More Than \$627,000

NORTH BRANFORD, Conn. — Six dozen of America's most valuable Holstein cattle started off for new homes after a record-breaking auction which netted more than \$627,000.

Dairy farmer Donald Augur sold off his 72-animal herd and in the process set records for the most expensive Holstein bull, the most expensive cow of the breed, and the highest average price per head ever paid in North America.

Two of the bulls sold at auction went to the American Breeders' Service (ABS) at \$108,000 each. The previous high was \$106,000, paid at a national sale in 1920.

One cow fetched \$38,000, some \$4,000 more than the previous record set at a Canadian sale three years ago.

The average price per head was \$8,719—more than double the old record for any Holstein herd sale in North America. The previous record average was \$3,152, set last summer at the national sale in Kansas.

Augur's auction was attended by 4,000 dairymen from across North America and from many Latin American countries. Some of the cattle will be going to Brazil though most are destined for the Midwest.

Included in the \$216,000 tab for the two bulls purchased by ABS was 4,300 ampules of frozen semen for artificial insemination.

Augur, 50, started the herd 16 years ago with just one cow, "Martha", which he purchased from a Woodbridge, Conn. dairy farmer.

"Martha" was not on the auction list. She's not for sale. Augur said he auctioned off his herd on his doctor's orders to cut down on his work.

But, "I know I would not be happy without a few Holsteins of my own," he said.



# Sunday Auctions Weaken Professional Status

BY HARRY MILLER, Wolcottville, Ind.

As 1966 has gone by and 1967 is here, we find it time to review 1966 in order to see where we can improve this new year over the one just completed. Beyond that, I think we should let by-gones be by-gones.

On December 23, I wrote to the editor of "The Auctioneer" in regard to these Sunday auctions that are increasing rather rapidly. I feel, that along with our proposed License Law, we should get some kind of law to stop Sunday auctions.

We hear about the "Blue Law" but that is not concrete enough as most of us are aware. You don't see lawyers, school teachers, bankers and professional men of that type working on Sunday. I think we have a profession that is equal to any of those mentioned above. I sometimes think we spend too much time trying to come up with more things to be handled by auction and not enough time in upgrading our auction profession.

As to the License Law, I think we should look at it from the standpoint that we should make it hard enough that a man would really want to be an auctioneer before he would consider going to an Auction School. After all, teachers, Doctors, lawyers, etc. have to spend years to gain their professional status, then they go out in the field of competition.

As it is now, the auction business is about like a merchandising field that anybody can get into. They read an advertisement, go three weeks to School and are in a top paying profession. It all sounds good but it is not that easy and it serves to deteriorate the auction profession.

We can see what has happened to the car dealers, machinery dealers, and various other sales fields and we are following the same pattern. I say, make laws

that will not make it so easy, stop Sunday auctions and keep the auction profession on the highest level.

Auction sales are running larger and fewer, the people have larger investments and we should gear the auctioneers' field to protect the man that has made these investments. Just remember, the critical turning points in the auction profession can send it into a tailspin, but properly handled, can offer remarkable opportunities for its growth.

Having worked for a number of years with an outstanding auctioneer and truly a symbol of the auction profession, Col. Romaine Sherman, Goshen, Ind., I am thankful for the opportunity through which I have gained a large portion of experience and knowledge necessary in conducting auctions. My convictions on this subject are that I would be in favor of an apprenticeship law where these tenderfeet auctioneers be required to serve a set period of time under a veteran in the profession.

Col. Hart answered my letter of December 23 and very graciously asked me to write an article for publication in "The Auctioneer," expressing my views, stating they might be of interest to other readers. Let's get these laws with some teeth in them to keep the auction progression on the highest level.

May I wish you a Happy and Prosperous 1967, in closing.

---

## \$1,055.00 Per Acre

A 60-acre unimproved tract of land east of Chatham, Ill., sold at auction, December 1, for \$1,055 an acre. This is thought to be the highest price ever reached on Illinois farm land.

William L. Gaule and Luke J. Gaule were the auctioneers.





Pennsylvania Auctioneers Association again sponsored an exhibit at the big Pennsylvania Farm Show in Harrisburg, last month. Col. and Mrs. Jake Spencer, Towanda, are taking their turn in manning the Booth in the above picture. Col. Spencer is the new President of the Pennsylvania Auctioneers Association.

## Ambitions Pay Off For PAA President

Jake Spencer, newly elected President of the Pennsylvania Auctioneers Association, is a native of Bradford County in the Keystone state. He spent five years in the U. S. Navy and upon his return to Pennsylvania, spent several years in driving long distance trucks.

In August 1959, he attended the Reppert School of Auctioneering. This new line of endeavor offered a new challenge to Jake, but by his own admission, things were slow for a while. However, patience and hard work along with his clear method of bid calling and his straight forward approach, started pay-

ing dividends in an increasing number of auctions.

In the spring of 1960, Jake and Mrs. Spencer, bought the old Franklindale school building and turned it into an Auction House. They have conducted regular auctions there ever since.

Jake has been a member of the National Auctioneers Association and of the Pennsylvania Auctioneers Association for eight years. He served as Secretary - Treasurer of the N. E. Pa. Chapter of the PAA for three years. This is an enthusiastic group, the children having created their own Junior Auctioneers Association.

Mrs. Spencer, the former Jean Lord, Honey Brook, Pa., and Jake are the parents of four children, April, 12, Ken, 11, Roger, 10, and Timmy, 6 years old.



# 42 Years In The Auction

## Stand With A. W. Thompson

By H. H. BOGGS

Seven thousand auctions and \$250,000,-000 worth of livestock sold since he swung his gavel for the first time. That is the way Arthur W. Thompson, Lincoln, Neb., Hereford auctioneer extraordinary, roughly figures his selling activities of 42 years and more. Those, however, were the figures two months ago when the writer was fortunate to catch the busy colonel in one place long enough to ask him a few questions. There have been many sales and many animals through many salerings since that time.

Few are the sections of this country where the voice of Colonel Thompson has not set the echoes ringing, and the number of persons who have heard those mellow tones could not even be intelligently estimated. But all of this had its start on the Nebraska prairies in York County when young Arthur, a boy of 12 or 13 years, was doing a man's work on his father's farm. Sometimes, if the plowing was done, the corn picked and the chores out of the way Art's father and older brother would let him accompany them to farm auctions and there the youngster never missed a thing, even though the seller did not profit a penny by his attendance. He followed every move of the auctioneer, his sharp ears catching every word and every inflection and his eyes taking in every detail. It was then that he made up his mind to be an auctioneer. It seemed to be an easier way to make a living than by following a cultivator. Now he's not so sure.

The Nebraska breezes carried those boyish tones as the future auctioneer made his "opening statement" while trudging along the furrows behind the walking plow or cultivator on that York County farm. Old Ben and Charlie twitched their ears and switched their tails as they heard the arguments for im-

proved livestock and as they were importuned to "Make it seventy-five, seventy-five, seventy-five —Yes! I've got it! Now eighty, now eighty! Yes, I've got it! Now a hundred. . . ."

Old Spot in the barn heard some of the most convincing reasons why she should part with her money to buy a Hereford bull or a purebred Poland China sow while the coming auctioneer had his head in her flank and was making music with the milk streams in the bucket between his knees. Colonel Thompson says some of the best arguments ever uttered by an auctioneer were heard by that old bay team and by that spotted cow with the broken horn. All records for high prices were exceeded as the big team and the small boy made their slow progress up and down those endless rows and as Old Spot munched her hay in the barn shed with young Art crying the bids. He never failed to get the high dollar—a practice he has kept up to this day.

And that's the way the start was made that has carried Arthur W. Thompson

**Editor's Note:** We are privileged to re-print, herewith, a story that was published in the July 1, 1949, edition of THE HEREFORD JOURNAL. Col. Thompson, who resides in Lincoln, Nebr., has long been a booster of the National Auctioneers Association. He enjoyed one of the greatest careers recorded in the auction profession.

Due to the length of the article, it will be presented to readers of THE AUCTIONEER in a serialized form.

Permission has been given for its reproduction by THE HEREFORD JOURNAL.





**COL. A. W. THOMPSON**

to the very pinnacle of his profession. Looking back on it he says: "I was a cocky youngster. I'd go to an auction and come home certain I could have done as well as the auctioneer — and often, much better. And I'd prove it to my own satisfaction behind the plow, in the cow shed or while picking corn. I could call for bids as well when I was 13 as I can now. Maybe better because then I got a bid every time I called for it."

### **Born on a Nebraska Farm**

Arthur W. Thompson — the "W" is for Weimer, his mother's name — was born Aug. 21, 1886, on the farm of his father Elwood Thompson, in York County, Nebraska. His father was a pioneer in that county, settling there in 1865 and farming a quarter-section with a team, a breaking plow, a harrow and a cultivator — and there was no provision made for riding on those pieces of agricultural machinery. "I walked thousands of miles behind that cultivator," says the colonel. "And when I used the plow I was so small at first I had to take it by the cross bar to lift it."

And it was perhaps right there that young Art's plans to be an auctioneer crystallized. "As I walked those hot,

weary miles under the Nebraska sun around and around those fields I resolved then and there that some day I was going to have a job where I could get a drink of water any time I wanted it," he says.

Arthur worked on the farm until he was 23 years old, part of that time for his father, then for his brother Edgar and the last three years for himself. He unblushingly claims that he was the best cornhusker in York County, and he might even take in wider territory.

"Corn-picking and corn husking then was not what it is today," said the former self-styled county champion. "Those were the days of the long, tight-shucked ears and it took some doing to get the shuck-off. A fellow often had to break the shank over his knee. The average day's work was 75 to 85 bushels for most men but I shucked 100 bushels and did chores morning and night. I could have shucked twice that much of this new-fangled hybrid variety."

"Understand, I'm not bragging," the colonel modestly continued, "but some who made the claim that they were going to run the wagon tongue down my back never even got close. I had those big ears playing Yankee Doodle on the bang board."

### **Always One Goal in Mind**

As a boy young Arthur attended the county schools, York College at York, Neb., and the Lincoln Business College, Lincoln, Neb. He never had the opportunity to take an agricultural course at the state university, but there are few of that institution's alumni who are as loyal, or who have supported it more generously.

It was in those early days, as he practiced his art in the wide open spaces and in the usual round of farm chores, that the future auctioneer learned how to use and develop his voice. After more than forty years of hard and continued use in the auction stand under widely varied conditions the Thompson voice seems to have gained rather than decreased in strength and effectiveness.

In those formative years the embryo auctioneer overlooked no opportunities to learn. He attended every possible sale, read all agricultural papers and livestock journals he could obtain — and



practiced at every spare moment. Heroes to him were the noted auctioneers Col. F. M. Woods and Col. R. E. Edmonson and his cup of happiness overflowed when he could attend an auction at which either presided.

While still on the farm he worked in auctions as an apprentice with F. W. Smith, wellknown and successful farm auctioneer of the York locality, who also sold some purebred livestock. An auctioneer's apprentice got experience but no money except on rare occasions. One of these might be when the farmer had a few extra horses to sell and the auctioneer turned over the selling to the novice. The farmer might pay an apprentice a dollar a head for selling these extras.

### **Off to His First Real Start**

After three years as an apprentice Arthur Thompson got his chance for Mr. Smith was appointed warden of the state penitentiary and the apprentice fell heir to the business. That first year he was in the stand at 130 auctions and was off to the start of a career that even he, with all his ambitious enthusiasm, could not even vaguely foresee.

It was one of those early auctions that produced a thrill which still lingers in the colonel's memory. A neighbor was having a farm sale and included in the livestock was a purebred sow. Here was the opportunity the young auctioneer had been awaiting. He visited the farm two or three times, examined the sow, talked with the animal's history and pedigree. He practiced that opening speech many times and when the great day arrived he was ready. It was really a big day for him and for the neighbor for because of the persuasive eloquence and the skillful salesmanship of the young auctioneer the sow brought a \$100 figure.

### **An Early Lesson Never Forgotten**

From the very start one rule has been followed by Colonel Thompson. His auctions are clean. There are no off-color stories and no language is used that could possibly be offensive. That, it may be said was not the style in many of the earlier-day farm auctions. But the young Nebraskan resolved that the sales at which he officiated would be different. It was following one of these that he

received what he considers one of his greatest compliments.

He had been conducting a hog sale. It was not a good one and he was not at all proud of the result but at its conclusion a man came up to him, held out his hand and congratulated him on a fine auction.

"I don't call it a fine one at all," said Colonel Thompson. "I am very much disappointed with the result."

"It was a fine sale nevertheless," the man replied. "My small son had his heart set on attending this auction, but his mother was very much against it saying she did not want him to hear the kind of talk common to such events. But I want to say to you, and I will say it to my wife on my return home, that there has not been a thing said or done here today to which she or anyone else could take exception. And I want to thank you for my son, for his mother and for myself."

"That," says Col. Art Thompson, "remains as one of the finest compliments I have received in 42 years on the auction stand and I have tried never to forget the reason for it."

### **Auctions Are Real Business**

John Letham once referred to a properly conducted auction as "a businessmen's convention from start to finish." Col. A. W. Thompson agrees with him. Auctions are serious business even though humorous situations frequently develop through the running comment from auctioneer, ringmen, and bidders. But there are no 'brawlers of the auction mart' when Art Thompson is in charge of proceedings. He says: "When all the way from \$50,000 to \$300,000 worth of cattle change owners in a few hours in one salering that, to use a common but expressive phrase, 'ain't hay.' Those sellers and buyers are dealing in hard-earned dollars. The same is true whether it is a big sale or a small one. The \$200 average the 'small breeder' may receive for his offering means as much to him as the four-figure prices the better-known breeders may score. The auction is a business—don't think it is not."

As an instructor in two auction schools Mr. Thompson emphasizes in his lectures to the students the necessity of



preparation, study, knowledge of the subject and clear, correct statements. He has told them: "The doctor may make a mistake, the patient dies and the layman does not know why. The lawyer may lose a case for his client on some legal slip and the general public will not be aware of the reason. But when you are in the auction stand selling purebred livestock you are standing up and talking to men who know as much as you do — and often much more — so watch your step."

## Light Moments and Heavy Ones

"It was a long time ago but I remember as if it were yesterday a land auction I held in a Nebraska town," said the colonel with a reminiscent twinkle in his eyes. "It was a steaming hot night and the lodge hall over the drug store where the sale was held was crowded. I made a land-selling speech that I figured was really good. After the sale I was standing in the little drug store mopping my face and fanning with my hat when a big, broad-shouldered Bohemian farmer came up to me, stuck out his hand and said:

"Thompson, that sure was a great land speech you made. I didn't believe him but if I was going to sell a farm I think I let you sell him.' "

Tears have been mixed with joy and laughter in the many sales over the years. And the tears haven't been confined to those forced to sell some animals they cherished. A few rolled down the auctioneer's cheek — believe it or not.

Colonel Thompson says: "I defy anybody who has a heart to even witness a club sale without having something done to his emotions. I have sold thousands of club calves and I have the same experience every time. That little girl with her arm around her pet's neck and that upstanding young fellow, rigid at the halter of his Whiteface calf — and both boy and girl trying, perhaps unsuccessfully, to keep back the tears—do something even to an auctioneer who has seen the same thing many times. It is a story that never grows old. The fact that this sale is the climax of long weeks of care, feeding and fitting, and something that has been looked forward to with anticipation, makes no difference.

Many of those young feeders think at the moment that they would gladly give up the hundreds of dollars they are about to receive if they could take their pets back to the farm. It is from boys and girls like those that our good Hereford breeders come."

(To be continued Next Month)

## Dakota Land Auction Creates Interest

At an auction held near Scranton, in Western North Dakota, a 2,560 acre farm brought over \$208,000. This is apparently a new price record for land in this area.

Although in a sparsely populated area, a large crowd was on hand when auctioneer Bob Penfield, Bowman, N.D., started calling for bids. Auctions of this type in this area are even more sparse than people. As would be expected, speculation was rampant as to what the selling price would be. Some of the sportier minded spectators even made bets on the outcome.

Auctioneer Penfield started the auction at 10:00 A.M. and 25 minutes later, he had secured new owners for the entire acreage. The tract was sold in five different parcels, ranging in size from 160 acres to 1280 acres.

Top selling parcel was a half section that sold for \$125 per acre. Lowest selling parcel was a full section of grass covered hills, bringing \$47.00 per acre. Average price per acre was over \$81.00.

In reporting the auction, Col. Penfield says some of the techniques used in advertising the sale as well as in the actual selling were gleaned at the Real Estate at Auction seminar presented by the North Dakota Auctioneers Association and at similar seminars and panels at National Auctioneers Conventions. Who says it doesn't pay to attend???

Two Hollywood children of oft-divorced parents got into an argument. As it got heated one said, "My father can lick your father."

"Are you kidding?" cried the other. "Your father is my father."



# Membership Continues To Climb In Past Year

Membership in the National Auctioneers Association had reached 2,293 on December 31. This was an increase of 151 over the same date a year ago and 606 more than we had five years ago.

There was quite a bit of changing in standing among the top ten states during the year, proving that membership does not stand still. Ohio, with 171 members, assumed the lead from Illinois as the latter state dropped to second.

Indiana and Nebraska traded third and fourth positions and Pennsylvania remined in the fifth spot.

In the next five places, Tennessee moved from eighth to fifth, Kentucky from ninth to sixth, Kansas from fifth to eighth, Iowa from sixth to ninth and Texas crowded Wisconsin out of the top ten.

The following table offers an interesting comparison by states as well as a challenge. After using a good many tactics we have found that by far the best method of securing new members is by the members themselves. We have some members who secure two or more members each year and about 2,000 members who never get a new one.

STATE	1961	1965	1966
Alabama	6	13	15
Alaska	1	0	0
Arizona	6	7	9
Arkansas	20	44	44
California	44	65	65
Colorado	42	45	51
Connecticut	6	10	10
Delaware	3	4	5
Dist. of Columbia	1	1	2
Florida	19	32	47
Georgia	20	16	15
Hawaii	1	3	3
Idaho	8	18	14
Illinois	135	162	160
Indiana	110	132	154
Iowa	60	88	92
Kansas	76	92	93
Kentucky	66	84	94
Louisiana	9	9	8
Maine	4	6	4

Maryland	17	22	26
Massachusetts	26	28	24
Michigan	56	55	70
Minnesota	17	23	23
Mississippi	2	8	15
Missouri	54	65	60
Montana	43	38	34
Nebraska	109	139	130
Nevada	2	1	2
New Hampshire	5	5	6
New Jersey	41	31	37
New Mexico	9	11	13
New York	58	73	78
North Carolina	25	34	35
North Dakota	15	23	21
Ohio	121	157	171
Oklahoma	30	34	40
Oregon	16	21	19
Pennsylvania	99	117	125
Rhode Island	5	4	6
South Carolina	8	13	15
South Dakota	10	23	25
Tennessee	55	87	107
Texas	50	81	87
Utah	2	2	0
Vermont	7	2	5
Virginia	29	46	50
Washington	15	29	25
West Virginia	12	15	31
Wisconsin	83	83	84
Wyoming	12	16	19
Canada	15	24	22
Australia	1	1	1
Germany	1	0	0
Thialand	0	0	1
West Indies	0	0	1
TOTALS	1687	2142	2293

## WHAT IS SUCCESS?

To laugh often and much; to win the respect of intelligent people and the affection of children; to earn the appreciation of honest critics and endure the betrayal of false friends; to appreciate beauty, to find the best in others; to leave the world a bit better, whether by a healthy child, a garden patch, or a redeemed social condition; to know even one life has breathed easier because you lived. This is to have succeeded. — Ralph Waldo Emerson.





# February, A Month Of Important Dates

BY COL. POP HESS

February is with us and a very important month to me as I will be marking my 87th Birthday during the earlier part of the month. Two other important men in history were also born in this month, namely, George Washington and Abraham Lincoln.

Another important date this month is St. Valentine's Day, February 14, and a day long remembered by this writer. Back in the days of yonder, when they had those raw, comic valentines, one could send and receive those that some folks thought fitting. The flowery ones we sent to the young ladies we wanted to attract, and vice versa.

On the sixth day of February, 1880, this writer was born and named Clifford. Then ten years later, to the exact date and almost the same hour, this writer's mother passed away, an event that has always been clear in my mind. It was on February 6, 1891, that my older brother got married. The wedding was a big event held in the bride's home in Springfield, Ohio. The weather was cold and the snow was deep. I was used to wearing felt boots and red flannels but for this occasion I had to dress slick and shiny, polished shoes, suit with tails, billed shirt and high collar. I wound up with the worst winter cold of all time.

It was on February 6th, back in the early 1920's that I did my best to prevent a good Holstein breeder from setting his sale on that date. I told him that it was always the worst winter day of the year. But he over ruled my objection and it was like an April day and the hottest sale of the year. I received some ridicule over my weather predictions.

Then there is a date in February that has been a Joker with me, February 2nd, known as Groundhog Day. Old Mr.

G. Hog comes out of his winter slumber, crawls out of the hole he bored in the hillside and if the sun is shining, he sees his shadow, goes back in his hole and sleeps six more week as it will be cold weather for another six weeks. Also, by the same token, if it is cloudy and no shadow, Mr. G. Hog stays out and Spring will be very soon.

Now I have checked on this legend for many years and have a lot of doubt about it. Down on the old home farm we had groundhogs wintering on the hillside and never did we see any of them coming out on February 2. Then, back about seven years, when I took over Old Mulberry Hill in the City of Delaware, the groundhogs were there. With much idle time on my hands these late years, I set out to settle once and for all the truth of that legend. Well, I closed out my investigation last winter. I watched for some of them to appear, having no doubt they were in the holes, but none appeared. But February 2 still stands for Ground Hog Day.

As usual, through late December and the first ten days of January my incoming mail from readers of this publication has not been many. Through the Holiday Season most folks have their minds on the usual festivities and do little unnecessary writing.

However, I did receive an unidentified letter asking when I would write my column on if we are or are not ready. I presume the reference was in regard to the proposed new home for the NAA. As your regular columnist, the writer feels at this time to remain neutral. The matter is in the hands of a committee and in due time it will be presented in blue-print form, with details.

We find here in Ohio, the auctions have been many through late December



and many are listed for January and February of the new year. In fact Ohio has fast become the home of many auctioneers who make it a full time business. From what we read in farm and livestock publications, this seems to be the trend in other states as well.

The business or profession of being an auctioneer is very inviting and a good line to follow. But not all persons are cut out to be auctioneers even though they can do well in other lines of business.

As we kick-off in 1967, there will be progress and failures. As of this time, we look on a very much unsettled world so far as peace is concerned while the prosperity was never better. We hope the many troubles and unrest we face will come to a more settled condition. There are many decisions to be made and it takes qualified people to make up the pattern in blue-print form.

When the public has its voice it should also include the proposed excursion trip to the Moon. As this writer views it, we have much here on earth to untangle before we try to take too much time out visiting the unknown spots of the Moon.

It was good to read of the new State Association in Florida and to see one of the Directors was Col. Drake. It reminded me of a few years back when Col. Drake and I would occasionally be associated together in some sales of Berkshire swine.

It was also pleasing to read the news from so many state organizations in the January issue. This is good and we feel we should have news letters from each state on items of interest in their area in auction sales and auctioneers. It makes good reading and is informative in that it keeps our readers posted on the trends in auction sale progress. And who can better present the picture from each state than the active members of the State Associations.

Members of our NAA should be quite happy over the trend of progress that is rolling along in the Home Office under the management of our Secretary and Editor, Bernie Hart. As we read this issue your writer looks back over 60 years of auctioneering, recalling previous national organizations of auc-

tioneers, our present NAA looks mighty impressive. It has enjoyed a steady and healthy growth and has the largest supporting membership and the healthiest bank account of all time.

While our membership should be stronger in numbers we are now so situated that the NAA can be a strong factor in holding down any attempts from other factions that may like to tear down for personal gain. This writer hopes to see this year of 1967 close out at our Convention in Chicago, with a higher membership for advancement in protection of this great business of being a John Q. Public auctioneer.

All auctioneers, members and non-members, should right now circle the dates of July 20-21-22 and reserve them for the National Auctioneers Convention, Pick-Congress Hotel, Chicago, Ill.

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## New Attitude In Livestock Marketing

Kansas City, Mo. . . . . A new attitude toward livestock marketing as merchandising is gaining momentum throughout the livestock industry, according to prominent marketman W. V. Emrich, co-owner of the Norfolk Livestock Sales Company, Norfolk, Nebraska, and past president of the Certified Livestock Markets Association. Emrich made his remarks in an address at the dedication ceremonies for the new Sidney Livestock Market Center in Sidney, Montana on January 3.

"This attitude," said Emrich, "will reflect the true values of beef, pork and lamb in the minds of consumers; it will put more pounds of meat on the nation's dinner tables; and it will gain world markets not yet touched."

Describing the attitude, Emrich said "It is an awareness of the complex nature of an economy in which prices of all goods and services are competitively determined. It is an understanding of merchandising. It is a confidence in that kind of an economy and the ability to merchandise quality products in it. It is a growing determination that lasting, productive results can be achieved in this way."



"Merchandising is superceding selling and trading as the most important element in the livestock industry," he said.

The speaker said that a competitive livestock market business in its confident application of capital, management and services, is an expression of the new attitude.

Emrich stated that the timely use of merchandising services produces additional values to both buyers and sellers. He said that every livestock owner can exercise the flexibility provided by the existence of a competitive market in his trade area and make his decision to sell or buy at the time that is best for his particular business situation.

Emrich viewed the opening of the new Sidney Market Center, and the proven ability of the market to conduct the kind of business for which the facilities were designed as proof of the confidence shown in competitive enterprise and in livestock merchandising.

## Charolais Heifer Sells At \$14,200

An all time world record selling price for a Charolais female was set at the Eastern National Livestock Exposition when a 19-month-old heifer, LCR Miss Sammy 64th, sold for \$14,200 to the Johnny Cake Ranch, Bristol, Conn.

The heifer was sold by the Litton Charolais Ranch, Chillicothe, Mo. She was a half sister to the Litton bull that sold for a \$37,000 all time auction high for a Charolais bull at this year's American Royal.

The contending bidder on the heifer, Melvin Joseph, Georgetown, Delaware, had to be content with his purchase of the top selling bull, a half brother to the heifer, also consigned by the Littons, which he purchased on a bid of \$13,000.

Work is the yeast that raises the kind of dough you're looking for.



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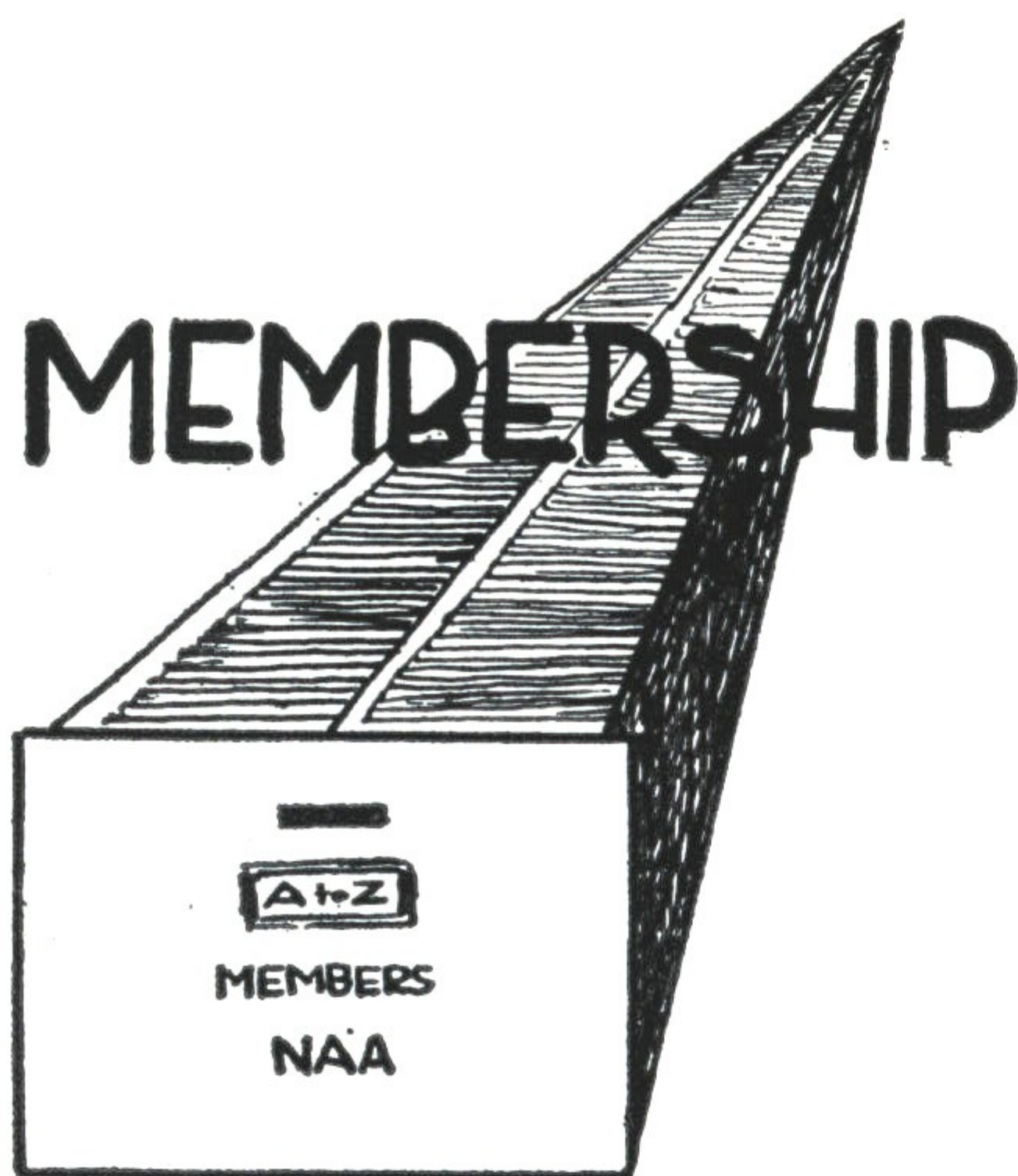
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- Clair M. Mason, Iowa
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- W. F. Artrip, Sr., Virginia
- C.E. Cunningham, South Carolina, Life
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- W. C. Gier, California
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- Ted C. Moye, Georgia
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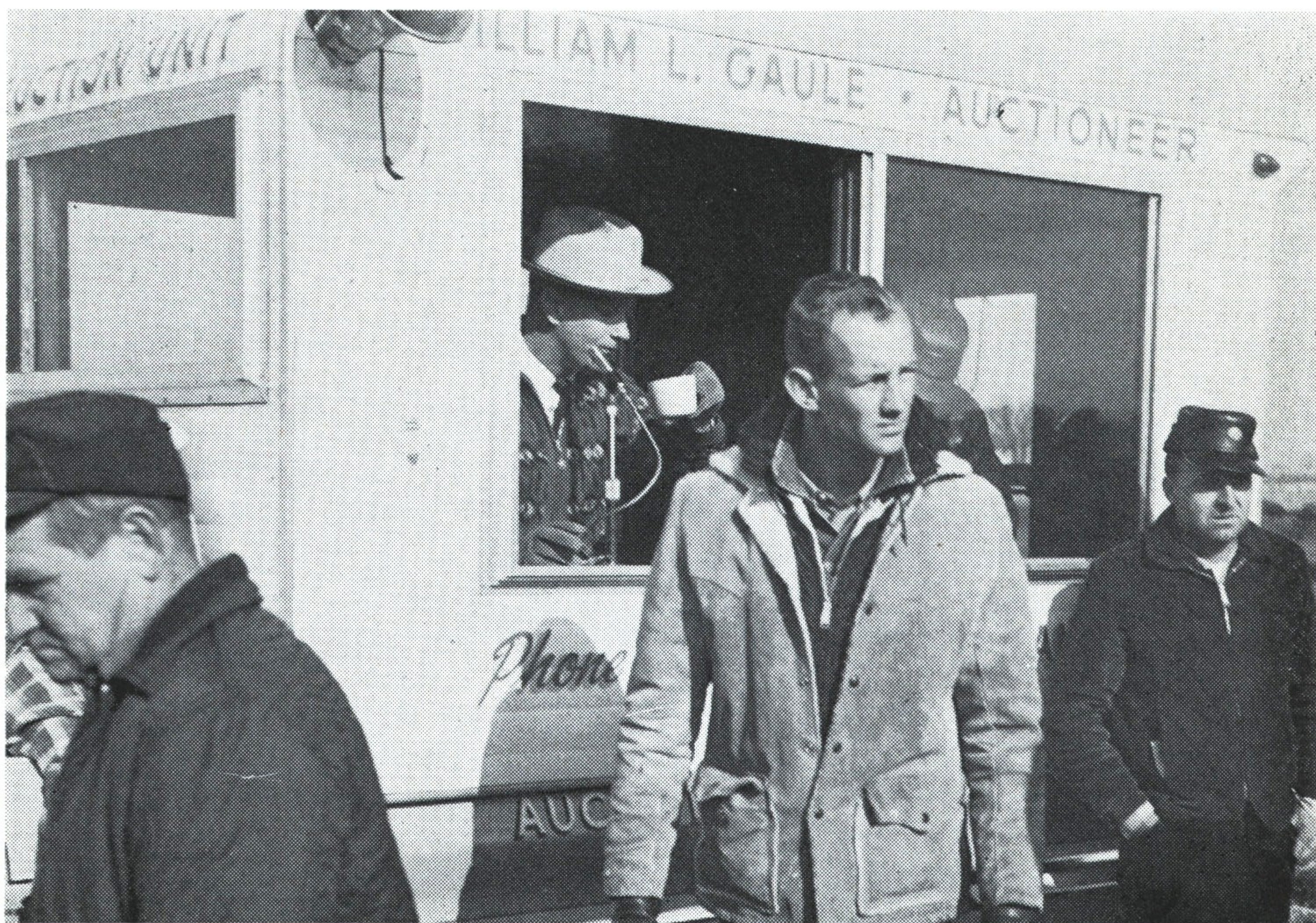
- Wayne Holly, Tennessee
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## IN UNITY THERE IS STRENGTH

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Milton J. Dance, Maryland  
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William J. Stanton, Michigan  
\* David A. Norton, Michigan  
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Arthur J. Allen, Ohio  
Hubert Amos, Ohio  
J. A. Marlowe, Sr., Ohio  
R. Dale Washburn, Ohio

Harley O'Day, Ohio  
Clem Long, Ohio  
Paul Anglin, Oklahoma  
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Anthony F. Zifcak, Rhode Island  
R. Eugene Smith, South Carolina  
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E. M. Rickey, Ohio, "Life"  
Harold Vaughn, Ohio  
Ernest O. Maine, Rhodes Island  
R. O. Root, Jr., Virginia  
A. W. Hamilton, West Virginia  
E. V. Wing, California  
Paul A. Taylor, Indiana



Mobile units, equipped with public address systems and comfortable quarters for the auctioneer and clerk, are gaining in popularity with auctioneers in the "corn belt" area. Above is one used by William L. Gaule, Chatham, Ill. Gaule is taking a sip of coffee between items while his associate, Luke Lee Gaule, Jr., moves along with the crowd. Unit is mounted on a pickup truck with several megaphones and the owner's advertising clearly visible.



# IN UNITY THERE IS STRENGTH

---

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 Robert L. Harrson, Indiana  
 Wilbur T. Clair, Indiana  
 William E. Hosey, Indiana  
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 Abe Levin, Massachusetts  
 Jim Merrigan, Missouri  
 A. W. Thompson, Nebraska  
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 Robert Eby, Ohio  
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 Larry W. Reed, Missouri  
 Eugene E. Carroll, Jr., North Carolina  
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 Kenneth Aycock, North Carolina  
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 Harold Lee, New York  
 Herbert L. Beitzel, Ohio  
 Gynelle M. Jones, Ohio  
 Dan Schlichter, Ohio  
 Richard Pfarr, Ohio  
 Kenneth E. Light, Virginia  
 O. J. Mader, Wyoming  
 Gordon A. Drury, Wyoming  
 \* D. F. McFarland, Maine  
 \* James B. Lawless, Ohio  
 \* Max R. Carroll, Tennessee  
 \* Haskel Ayers, Tennessee  
 \* J. C. Horney, Jr., Virginia  
 Monroe Goree, New Mexico  
 Richard Byer, Ohio  
 Dean Parker, California

Larry P. Carlon, California  
 David L. Sawyer, California  
 Louis L. Stambler, Hawaii  
 Robert Wesely, Idaho  
 Jim Messersmith, Idaho  
 Lyle M. Paddick, Illinois  
 Stephen Winternitz, Illinois  
 Lester Winternitz, Illinois  
 Orville Laughlin, Illinois  
 Carl F. Ronnow, Illinois  
 Edward H. Ahrens, Illinois  
 Herman Hatfield, Indiana  
 Lovel Ross, Jr., Indiana  
 Anthony Ferolito, Massachusetts  
 Joseph Finn, Massachusetts  
 Mary J. Cole, Michigan  
 Vernon I. Cole, Michigan  
 Maurice Price, Michigan  
 Guy Jageman, Missouri  
 Herbert Van Pelt, New Jersey  
 M. W. Goldstein, New Jersey  
 William A. Moran, New York  
 Raymond Brachfeld, New York  
 Raymond W. Henley, New York  
 Marshall W. Lashway, New York  
 Wilbert Kroh, North Dakota  
 Emil J. Konesky, Ohio  
 Merl Knittle, Ohio  
 Ralph Vander Vlucht, Ohio  
 Carl C. Stanton, Ohio  
 R. E. Knotts, Ohio  
 Gene A. Kline, Ohio  
 John F. Andrews, Ohio  
 Chester B. Rector, Ohio  
 Gary W. Cain, Ohio  
 Cecil Abernathy, Oklahoma  
 Joe D. Beck, South Dakota  
 George W. Garner, Virginia  
 Orville Sherlock, Washington  
 Carmine J. Cerullo, Washington  
 Elmer L. Burnham, Washington  
 O. B. Harris, West Virginia  
 V. K. Crowell, Oklahoma  
 Keith Hall, Arizona  
 Alex Cooper, Maryland  
 Carl W. Busby, Illinois  
 Joe M. Goldberg, Illinois  
 C. Ray Minton, Indiana  
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 \* Ronald R. Rhines, Michigan  
 Watson Van Sciver, New Jersey  
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 Ben G. Hoffmeyer, North Carolina  
 Paul L. Good, Ohio  
 George H. Wenmoth, West Virginia  
 Joe Perlich, Alberta  
 Phil Sanders, Mississippi



A. A. Jack Alford, Mississippi  
 \* J. Carl Vance, Tennessee  
 \* Johnny Holland, Tennessee  
 \* Hugh Howell, Jr., Tennessee  
 L. "Rusty" McCamy, Texas  
 \* G. M. Pieratt, Texas  
 C. D. Foster, Texas  
 Bill Dennis, Texas  
 C. R. Tomlinson, Texas  
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 \* J. B. Rowe, Arkansas  
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 \* Max Easton, Arkansas  
 \* Dennis Gordon, Arkansas  
 \* Herman Dye, Arkansas  
 \* Dewey Childers, Arkansas  
 Paul Alexander, Arkansas  
 \* Dick Price, Arkansas  
 \* R. D. Williams, Arkansas  
 Bud Robinson, Arkansas  
 Larry Verkler, Arkansas  
 Paul Robbins, Arkansas  
 \* Bill Largent, Missouri  
 \* Ralph Harris, Texas  
 Yvon Bordeleau, Quebec  
 \* Vincent G. Kennelley, New York

Donald F. Kennedy, Oregon  
 Earl Hardeman, Wyoming  
 Duane Campebl, Ohio  
 Cy Ferguson, Ohio  
 Claude D. Myers, Ohio  
 William L. Gaule, Illinois  
 T. J. Moll, Illinois  
 Dean Waterman, Illinois  
 Robert L. Feters, Ohio  
 (\* Indicates a new member)

## Large Crowd Attends Ohio State Meeting

Ohio auctioneers and their wives turned out 165 strong for the group's Annual Meeting at the Nationwide Inn, in Columbus, January 7-8.

The Saturday night (Jan. 7) program consisted of entertainment by Marian Spellman, the "lovely lady" of WLW-TV, followed by round and square dancing.

Sunday morning was spent in discussing business and the election of officers. Neil Robinson, Mansfield, was named President; Richard Babb, Wilmington, Vice President; and Newt Dilgard, Ashland, was re-elected Secretary-Treasurer. Hubert Amos, Scio; Walter Hartman, Camden; and Howard Overmyer, Elmore, were re-elected to the Board of Directors.

Following the noon meal, Henry Schriver, Grafton, Ohio, was the featured speaker. A nationally known speaker, Mr. Schriver's address on "Cows, Kids and Citizenship" was well received.

President Hobart Farthing presided over the meeting and Ford Good served as Chairman of the Program Committee. Out of state guests included Mr. and Mrs. Rolland I. Tull, Annandale, Va., and Egbert Hood and Everett Corn of Anderson and Fairmount, Ind., respectively.

It was decided to hold the Summer Meeting at Dayton, June 10-11.

Trouble creates a capacity to handle it. I don't say embrace trouble; that's as bad as treating it as an enemy. But I do say to meet it as a friend, for you'll see a lot of it and had better be on speaking terms.

—Oliver Wendell Holmes



• REPPERT AUCTION SCHOOL •





## Reppert School Of Auctioneering

On the opposite page is the December, 1966, Class at the Reppert School of Auctioneering, Decatur, Ind. Identification reads from left to right.

TOP ROW: Ray Shepard, Ft. Wayne, Ind.; Wm. L. Tritapoe, Middletown, Md.; Kenneth L. Raisor, Muncie, Ind.; John P. Scanlin, Columbus, O.; Rogert L. Harding, Archbold, O.; Otto M. Motley, Autaugaville, Ala.; Leon Parker, Wrightstown, N. J.; Donald L. Hoog, Germantown, O.; Kenneth L. Ellenberger, Bluffton, Ind.; Charles D. Blair, London, O.; Carter J. Heim, Reistertown, Md.

SECOND ROW: Louis M. Acresi, Waverly, N. Y.; Bobby E. Anderson, Asheville, N. C.; C. Fred Bauer, Caldwell, O.; Rex Lyons, Marion, Ind.; William Habhab, Portage, Ind.; Wendell W. Jones, Ft. Wayne, Ind.; David Midden-dorf, Jacksonville, Ill.; Matthew Slobin, San Diego, Calif.; Eugene Reichard, Rochester, Ind.; Wayne Deweese, Cunningham, Ky.; Jervis S. Marshall, Upperco, Md.

FIRST ROW: James Heinz, Toledo, O.; John Yoakum, Buchanan, Mich.; Herbert Duncan, Dearborn Heights,

Mich.; Albert F. Smelser, Hartford City, Ind.; Paul F. Martinez, Roanoke, Ind.; Cletus Graber, Middlebury, Ind.; Robert E. Williams, New Castle, Ind.; John A. Wright, Springfield, O.; William Gentry, Springfield, Ill.; Clifford K. Wood, Muncie, Ind.; Forest G. Hedrick, Indianapolis, Ind.; Robert Corley, Waldron, Ind.

INSTRUCTORS: H. Earl Wright, Sarasota, Fla.; Ned Johnson, Decatur, Ind.; Homer Pollock, Delphos, O.; Roland Reppert, M. D., Owner and President, Decatur, Ind.; Q. R. Chaffee, Towanda, Pa.; Clyde Wilson, Green Camp, O.; Phil Neuenschwander, Berne, Ind.; John Almburg, Aurora, Ill.

### REVERSE ENGLISH . . .

Proving that even grammar can be fun, the Rotary Club of Houston published the following rules for composition in its monthly **Log**: 1. Verbs has got to agree with their subjects. 2. Each pronoun agrees with their antecedents. 3. Don't use no double negatives. 4. Join clauses good, like a conjunction should. 5. In letters memos reports etcetera use commas to keep a string of items apart. 6. Don't use, commas which, aren't necessary. 7. Check to see if you any words out or made any mistakes in spelling.

## KEEP ON THINKING

By Kelly O'Neill

When a fellow stops his thinking and deliberately starts sinking  
In despondency, admitting that he's sick,  
Giving up his mental go-go, he's as dead as any dodo,  
And you might as well go bury him right quick.

There's a philosophic unction, that, so long as mind can function,  
You had better go on living at your best.

There's a vital spark within you that controls nerve and sinew.  
It's the mind that puts the body to the test.

Some of mankind's best achievements have been built upon bereavements.  
Mister Milton just kept on when he was blind.

So don't spend your strength in sighing; though it's rough, just keep  
on trying,

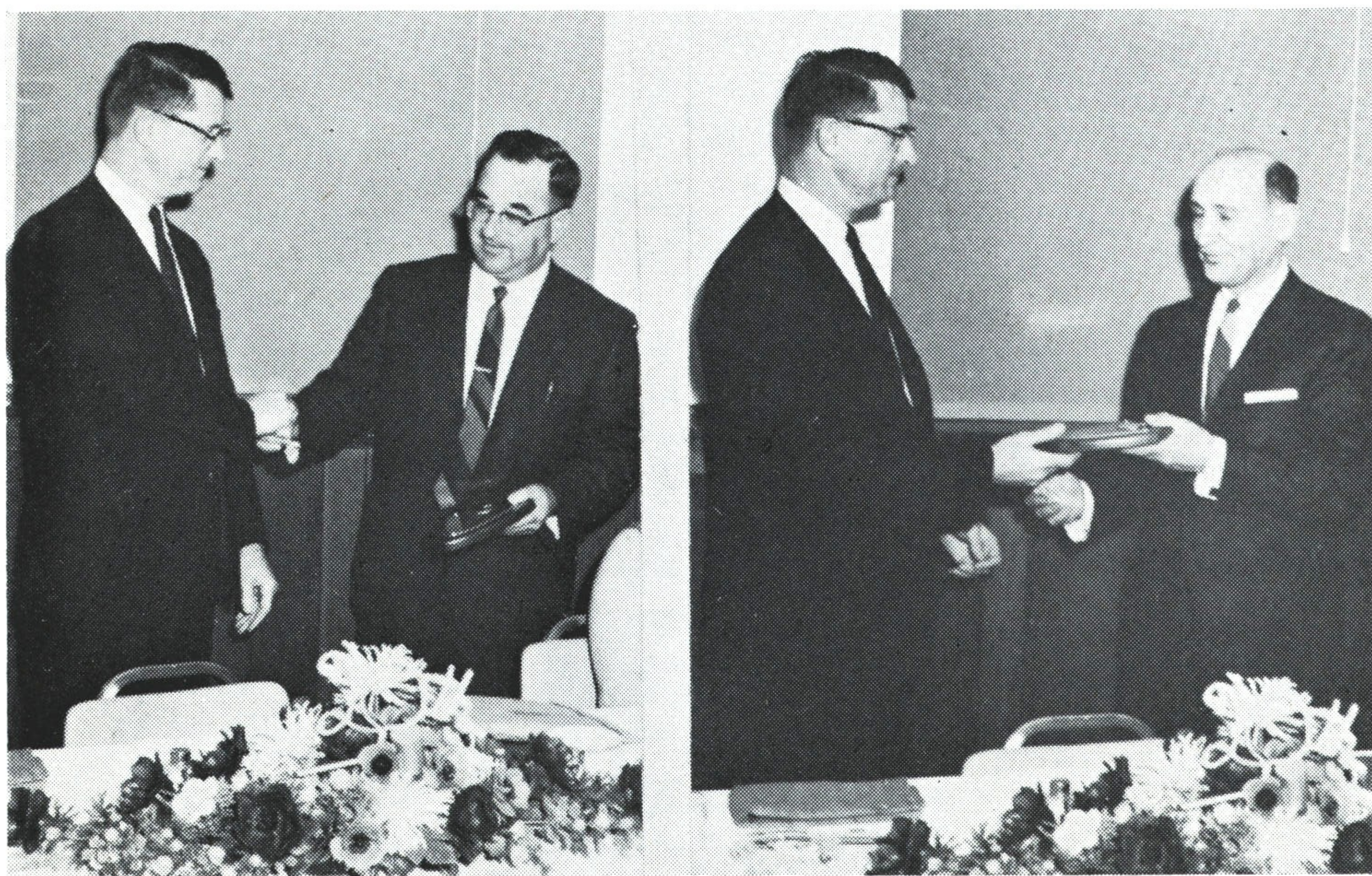
And don't let some little sickness kill your mind.



## IN UNITY THERE IS STRENGTH



B. L. Wooley, NAA President from Little Rock, Ark., addresses the 20th Anniversary Convention of the Pennsylvania Auctioneers Association. Seated, from the left, are Margaret Berry, PAA Secretary; Ralph Horst, NAA Vice President; and Ken Brown, PAA President.



Ken Brown, President of the Pennsylvania Auctioneers Association, presents plaques to Ralph Horst (left) 1st Vice President of the National Auctioneers Association, and Henry Brooks (right) Wilkes-Barre, Pa. The presentations were in recognition of their outstanding service in connection with the 1966 National Convention in Philadelphia. Horst served as Convention Chairman, while Brooks supervised entertainment and hospitality features.



# Pennsylvanians Celebrate Twentieth Anniversary

Members of the Pennsylvania Auctioneers Association celebrated the 20th Anniversary of their organization, January 6-7, at the Holiday West Motel, at Harrisburg. A good crowd of interested auctioneers and guests participated in a program of education and entertainment.

President Ken Brown presided over the two day program, which began the evening of January 7. This part of the meeting consisted of a seminar type discussion on several subjects.

Q. R. Chaffee, Towanda, gave a visual and verbal demonstration on fumigation. Mervin Adams, Millersburg, spoke on elements and mechanics of advertising. Jake Spencer, Towanda, gave his version of how to advertise yourself, and a professional newspaper man added his comments on the general subject of advertising. This was followed by a question period.

Ethics was the subject of the closing portion of the seminar. Sanford A. Alderfer, Harleysville, told of the auctioneer's ethical responsibility to buyer and seller,

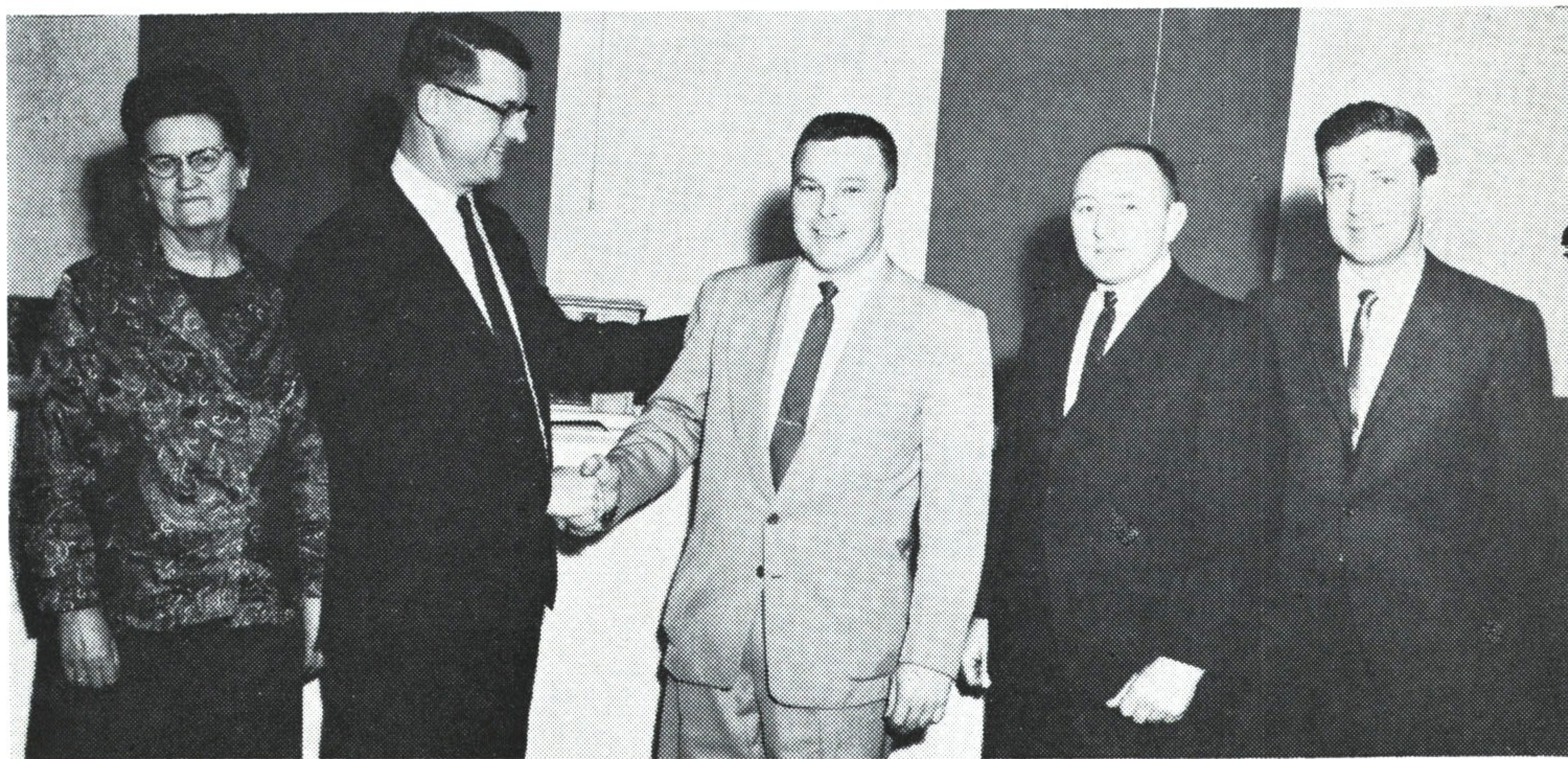
and Wylie Rittenhouse, Vanderbilt, added his comments in a panel moderated by Woodrow Roth, Emmaus.

Saturday's program was highlighted by an address by Brad Wooley, President of the National Auctioneers Association, who spoke following the noon luncheon.

Jake Spencer, Towanda, was elected President for the ensuing year during the annual business meeting. Mervin Adams, Millersburg, was elected Vice President and Margaret Berry, West Newton, was re-elected Secretary - Treasurer.

Ralph Horst, Marion, and Henry Brooks, Wilkes - Barre, were honored during the evening Banquet for their outstanding service in connection with the 1966 National Auctioneers Convention, held in Philadelphia. Plaques were presented to both these men.

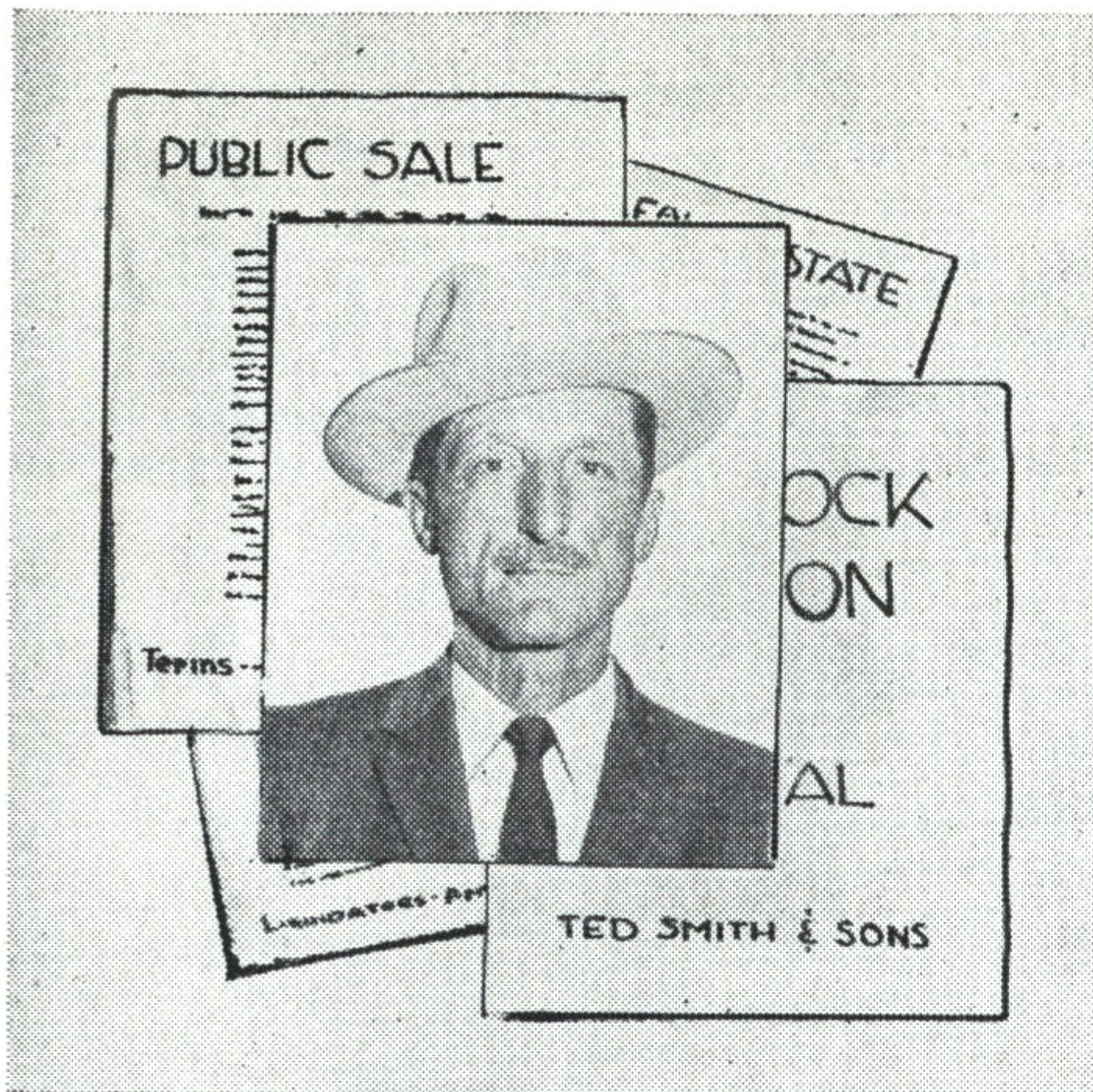
An audio - visual presentation, "Through the Open Door," presented by Mr. and Mrs. Henry H. Hackman, Manheim, concluded the memorable event which was enjoyed by auctioneers and their wives.



Kenyon Brown, retiring President of the Pennsylvania Auctioneers Association, congratulates Jake Spencer upon his installation as the new President. Standing by are Margaret Berry, Secretary-Treasurer; Mervin Adams, Vice President; and Elmer Murry, past President.



## Auction Shorts



Last Tuesday evening, January 10th, at our Board of Realtors meeting, our program was primarily devoted to the installation of new officers for the coming year and comments by our new president and the executive secretary of the Nebraska Real Estate Association.

The reason for mentioning the above is to lead up to a suggestion to all auctioneers, who are selling Real Estate at auction or otherwise and are not affiliated with their state real estate association and local real estate board that they do so at their earliest opportunity, if possible.

Having been affiliated with our local board since its organization and serving it as president for a one year term, it is difficult to measure in dollars and cents how profitable this association will be, but rest assured it will be many.

It would seem that the problems in the real estate field are on the increase such as — taxes, legislation and segregation, etc., on the local, state and national level.

The real estate associations are continuously on the lookout for legislation that could be undesirable for the real estate business, just as our auctioneers associations are for the auctioneers in general. So let's join them and help make both professions more pleasant and profitable.

**Henry Buss,  
Columbus, Nebraska**

## OLD GOLD

In the midst of idle wanderings up and down a thorofare,  
I pause beside the window of a place of bartered dreams;  
And in the dust and clutter of the things resposing there,  
My heart was shocked to see a tray of hostage wedding-rings.

How came they here, and what the fate of those who proudly wore,  
Them as an honored token of love's crowning ecstasy?  
What ugly thing had happened to the souls that softly swore  
An oath, to love each other, until death had set them free?

As I gazed, a bit of moisture came unbidden to my eyes,  
'Til I could scarcely read the sign that labeled them, "Old Gold";  
They seemed almost to wear a look of wistful shocked surprise,  
As they mutely told the story of a love long since grown cold.

As I stood in contemplation, how I wished I might redeem,  
Each little golden circle, and restore at least in part;  
The glory once surrounding these dull fragments of a dream,  
And to heal the hurt and pain of a saddened, broken heart.

**Rev. Harry Wright Thompson**  
(Editor's Note: Students at the Reppert School during the 1930's will recall Harry Thompson as one of the staff members. It was the keen eye and sharp memory of Walter Carlson who found this poem in the 1967 Farmers' Almanac.)

## TV Set for Sale; So Is Husband

NASHVILLE, Tenn. — After three consecutive days of televised college bowl and professional football playoff games, this want ad appeared in Tuesday's issue of the Nashville Tennessean:

"Husband and TV set. Cheap for quick sale."



# Tiffany Glass Collection

## Sold at Parke-Bernet

By ALBERT CHRISTIAN REVI

A surprising thing happened at the Parke - Bernet Galleries' sale of the Coats - Connelly collection of Tiffany glass — prices soared far above everyone's expectations. Even cracked items, and pieces with holes drilled in the base —referred to as "drilled" or "blown apertures" in the catalog — fetched handsome prices.

For more than five years the cost of Tiffany glass has been increasing steadily, and collectors have reconciled themselves to those increases by averaging out prices they have paid for Tiffany glass in the past with the higher cost of more recent acquisitions. They relish the thought that objects purchased a few years ago have greatly increased in value — substantially raising the worth of their collections in today's market. The Coats - Connelly sale gave them an unexpected boost.

The less obvious benefit resulting from the increased cost of Tiffany glass is the desire aroused in collectors to understand those qualities that make Louis Comfort Tiffany's glass so desirable — and expensive.

Although the art nouveau movement— of which Tiffany was an exponent — was greatly influenced by Japanese art, this impetus was not the only motivating force. Late 19th and early 20th century artists felt the impact of ancient cultures, and extracted certain design elements from each, which they bent and adapted to their needs.

The Japanese influence is patent in Tiffany's long stemmed flower - form vases, subtly colored and decorated to suggest a single perfect bloom. His vases and bowls with floral decorations trapped within the body of the glass also reflect an Oriental inspiration.

Tiffany's replicas of ancient glass filled a need for people who were seeking a link with ancient cultures. Because of this, they rarely deviate from their anti-

que counterparts in form, decoration, or color. Although these copies of ancient glass objects were made in the art nouveau period, they do not mirror the revolutionary changes in art that took place at that time. Therefore their value to present day collectors lies elsewhere —perhaps in still satisfying the need for which they were originally designed.

To our sense the art nouveau concept of design in glass is best illustrated in organic forms which seem to be constantly in motion, like some restless manifestation of nature. The shape of such objects usually assumes the primitive plastic form of handblown glass, an inverted baluster form, or a gourd shape; the decoration only suggests a realistic image.

Tiffany adopted all these forms in his art nouveau glass, and to gain a richer understanding of it collectors should include a variety of techniques and design concepts in their assemblage. These assorted expressions of the "new art" in glass are compatible and tend to complement rather than detract from one another.

—Submitted by B. G. Coats

### WELCOME TRAVELLER

Answering a knock at the door, the farmer found a friend he hadn't seen for some time standing there with a large, shaggy, muddy dog.

The farmer, with some misgivings, invited him in. They sat in the living room and talked about old times. Meanwhile, the dog sniffed around and finally hopped onto a beautiful, expensive couch and settled down for a nap, much to the dismay of the host.

Finally, the guest rose to leave and was almost out of the door when the farmer said: "Aren't you forgetting your dog?"

"That's not my dog," said the visitor. "I thought he was yours."





Officers of the Colorado Auctioneers Association gather behind their official Banner at their 1967 meeting. From the left are: Ed Gibson, Secretary-Treasurer; Bernard Hart, NAA Secretary; Tom Pearch, Director; J. Lee Sears, Director; Herman Hauschildt, Vice President; Troil Welton, President; and Howard Roland, Director. Banner was presented to the organization at the meeting by Bill Hauschildt.

## Snow Fails To Halt Colorado Attendance

BY ED GIBSON, Secretary

On January 14, the Colorado Auctioneers Association held its Annual Meeting at the Red Slipper Inn, 600 S. Colorado Blvd., Denver. There were 70 members, wives and guests in attendance. Because of a severe snowstorm that day, several of the members were unable to attend.

Following the Banquet Dinner, President Troil Welton introduced Francis Dresser, veteran field representative of Western Farm Life, who served as Master of Ceremonies for the evening's Program.

John Hockler of the Colorado Department of Revenue was the first speaker of the evening, his subject being the various forms of taxes collected in the state. He reminded his listeners of the freedoms they enjoyed as citizens of the United States and urged the continued preservation of these liberties.

Rawleigh Regebie, a representative of the classified advertising department of Rocky Mountain News, discussed the subject of newspaper advertising with the registrants.

Col. Bernie Hart, Secretary of the National Auctioneers Association, told of future plans and future possibilities of that organization including the proposal of a permanent home for the NAA. President Brad Wooley of the NAA was unable to attend on account of illness.

Presentations included a plaque and a Life Membership to Col. Howard Shults, charter member of the organization, formerly from Grand Junction, but now a resident of Lakewood. Award was in appreciation of Col. Shults long and continued support of the organization. An official banner was presented to the Colorado Auctioneers Association by another of its faithful boosters, Col. Bill Hauschildt, Denver.

Troil Welton, President; Bill Hauschildt, Vice President; and Ed Gibson, Secretary Treasurer, were all re-elected



to their respective positions. Bud Van Berg, Sterling; Harvey Baldwin, Denver; and Howard Roland, Grand Junction, were elected to the Board of Directors.

Following the business meeting, a Fun Auction was held and everyone enjoyed the participation in this event.

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## Virginians Meet, Elect New Officers

The Virginia Auctioneers Association met at the Hotel Patrick Henry, Roanoke, Virginia, December 3, 1966. The auctioneers had as their annual banquet speaker, Mr. George Litton, Head of the Animal Science Dept., V.P.I., Blacksburg, Va.

The annual banquet was attended by some one hundred auctioneers and their wives after which a fun auction was held

which raised better than \$340, which the auctioneers will use to send their 1967 President to the National Auctioneers Association convention.

This fun auction was enjoyed by all those in attendance as each auctioneer brought an article to sell and was required to sell it in his own chant. The annual business meeting was held the following morning with the following officers elected:

Earl Bland, Roanoke, Virginia — President; Clarence Marshall, Wytheville, Virginia, Vice President; Ronald I. Tull, Annandale, Virginia, Secretary; Dave Leonard, Charlottesville, Virginia, Director, Public Relations.

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Dentist: "Stop waving your arms and making faces. I haven't touched your tooth yet."

"Patient: "I know you haven't, but you're standing on my corn."



Earl Bland, (center) newly elected President of the Virginia Auctioneers Association, has able assistance in his responsibilities of office in retiring President, J. C. Horney (left) and the new Vice President, Clarence Marshall. Mr. Bland is a Charter Member and former Secretary-Treasurer of the organization, so he is familiar with the tasks he faces.



# Livestock Market Volume

## At 10.5 Billion Dollars

Kansas City, Mo. . . . The nation's competitive livestock markets did a \$10.5 billion dollar volume of business accounting for over 114 million head of livestock sold in 1965, according to an independent research report just released by the Certified Livestock Markets Association.

C. T. 'Tad' Sanders, general manager of the Certified Livestock Markets Association said that the study supplies information which is not otherwise available to the livestock industry. "Except for a pilot study which we ordered 4 years ago, to the best of my knowledge this is the first time a comprehensive study of the volume of livestock sales transactions has been done," he said.

Agri Research, Incorporated, Manhattan, Kansas was employed by the Certified Livestock Markets Association to compile the report. It is based on the number of livestock sales transactions rather than livestock population figures.

"While this study enables us to measure the growth of competitive livestock marketing across the country, we feel that it will be of general importance and service throughout the livestock industry. We plan to have the research continued on an annual basis over the next few years," Sanders said.

A fact brought out by the report is the increase in the number of times livestock is productively sold before slaughter. In comparison to information supplied in the pilot report done 4 years ago, cattle sales transactions increased 34.7 per cent from 70.7 million in 1961 to 95.2 million in 1965, while cattle population figures for the same period show that the number of cattle increased 6.5 per cent from 99.8 million to 106.3 million.

Sanders stated that this increase in commerce is, to a large degree, the result of greater utilization on the part of the livestock industry of all of its resources. "With the merchandising services of competitive marketing available to the extent they now are in the many

trade areas, the entire industry has flexibility to produce, sell and buy at the times and in the manner which best suits each particular situation. We've found that all elements of the industry are increasingly taking advantage of this flexibility," he said.

The study supplies volume of transactions and dollar value information by species and by geographical region of the United States.

All livestock sales transactions for 1965 totaled 215 million with a value of \$19.8 billion. Of the total, the study shows that 95.2 million were cattle transactions valued at \$14.9 billion, 91.6 were hog transactions valued at \$4.4 billion and 28.2 million were sheep transactions valued at \$0.5 billion.

Some people keep you from being lonely. Others make you wish you were.



Col. John R. Fishdick, Eagle River, Wis., (Snowmobile Capitol of the World) uses a Snowmobile in getting to a winter Real Estate Auction. Col. Fishdick says the vehicle comes in handy in showing timber land, lake property and ranch land to prospective bidders.



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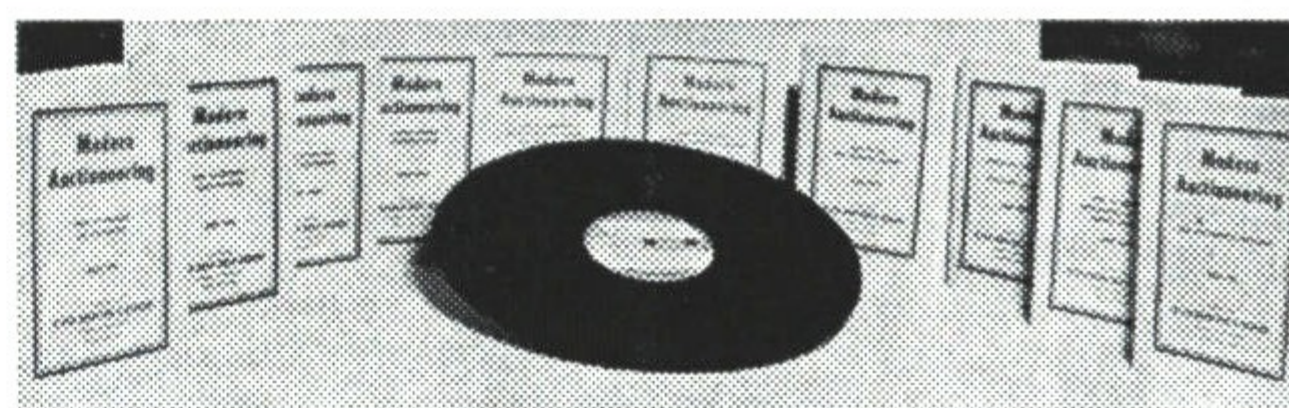
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Col. W. L. Carter—Norfolk  
Col. Willie T. Catlett—Lynchburg  
Col. Morris F. Fannon—Pennington Gap  
Col. Harry D. Francis—Newport  
Col. David H. Gladstone—Norfolk  
Col. O. D. Jordan—Martinsville  
Col. Melvin Lacey—Dry Fork  
Col. James E. Mullins—Pound  
Col. Jack Peoples—Chesapeake  
Col. Tom W. Reese—Remington  
Col. Maury Riganto—Norfolk  
Col. R. O. Root, Jr.—Roanoke  
Col. J. E. Sutphin—Newport  
Col. Roy Wheeler—Charlottesville

## WASHINGTON

Col. Bob Berger—Pasco  
Col. Ray S. Brock—Pasco



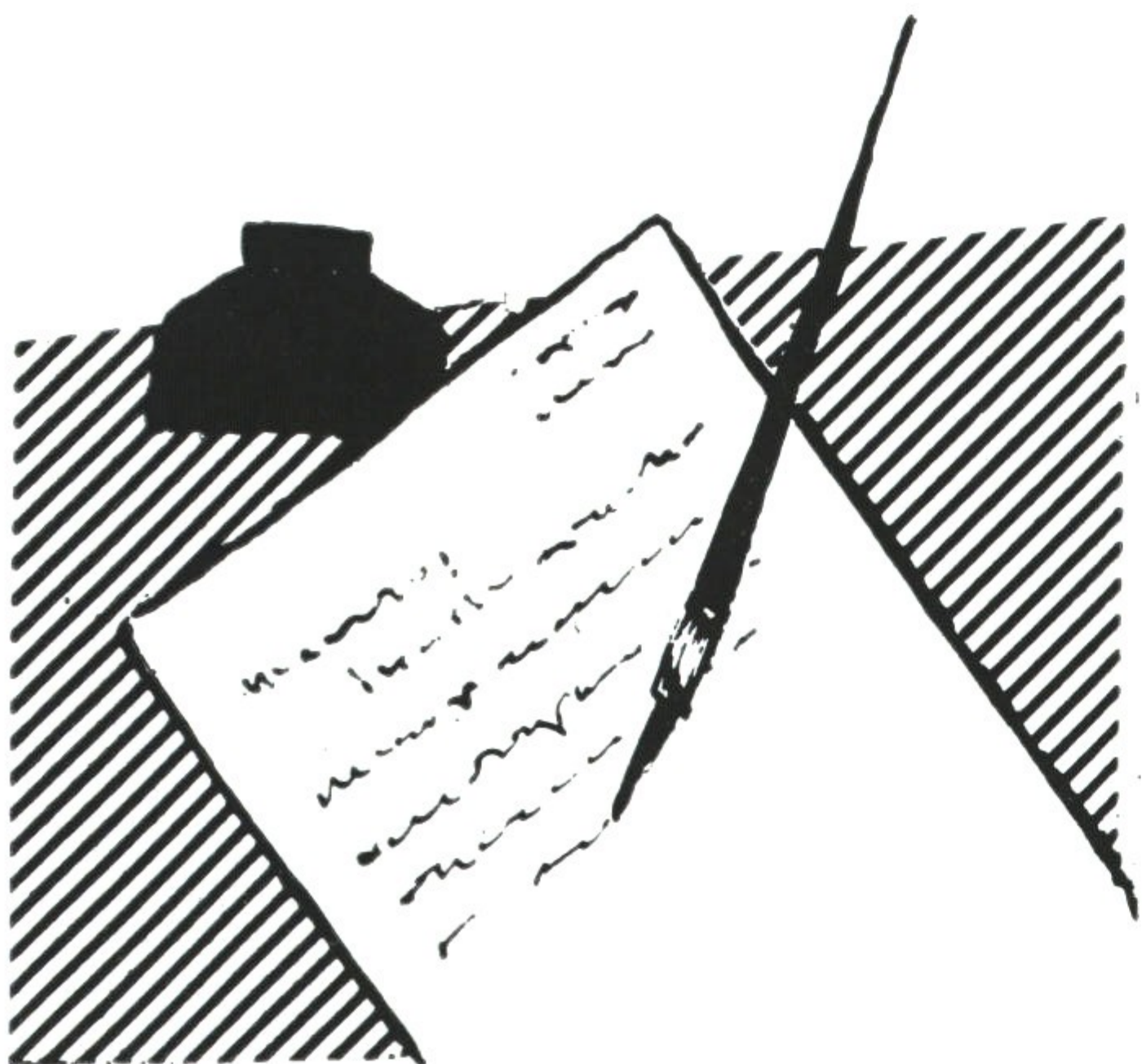
## IN UNITY THERE IS STRENGTH

Col. Joel L. Burling—Edmonds  
Col. Elmer L. Burnham—Thornton  
Col. Bob Etherton—Seattle  
Col. Al Gay—Seattle  
Col. Bill Johnson—Seattle  
Col. Robert F. Losey, Sr.—Renton  
Col. John M. Mullen—Pasco  
Col. Ray W. Nelson—Redmond  
Col. W. D. "Doc" Richards—Tacoma  
Col. Orville Sherlock—Walla Walla  
Col. Hugo Ward—Prosser  
Col. Cliff Williams—Spokane  
Col. Si Williams—Walla Walla  
Col. Joe Yates—Walla Walla  
**WEST VIRGINIA**  
Col. Wilbur S. Brock—Point Pleasant  
Col. H. E. Covert—Charleston  
Col. Ernest F. Damron—Sistersville  
Col. William R. Goodwin—Buckhannon  
Col. O. B. Harris—Beckley  
Col. Robert S. Michael—Morgantown  
Col. A. G. "Dick" Miller—Ceredo

Col. R. C. "Rick" Woodard—Huntington  
**WISCONSIN**  
Col. Lester M. Bue—Beloit  
Col. Earl F. Clauer—Mineral Point  
Col. John L. Freund—Omro  
Col. Fred C. Gerlach—Brookfield  
Col. Dean George—Evansville  
Col. W. C. Heise—Oconto  
Col. Walter Nowatske—Mukwango  
Col. Willard Olson—Delavan  
Town & Country Auction—Kansasville

**WYOMING**  
Col. Dean W. Pruitt—Casper  
**ELSEWHERE**  
Col. H. P. Higgins, Huntingdon, Quebec  
Col. T. J. Jubenville, Prince George, B.C.  
Col. Ross Kemp—Listowell, Ont.  
Col. Arthur O. Robatzek—Swift Current, Sask.

## THE MEMBERS SAY . . .



Dear Mr. Hart:

I am sorry to not have written sooner but just never took time to do so. You will not remember me but I had the pleasure of meeting you at the Convention in Philadelphia, along with my colleague, Frank Quililan. This will be my first letter but not my last.

I graduated from Western College of Auctioneering in the Class of June, 1962, and have been swinging the gavel since. I have had a very good year and am looking for a better one next year. I

just finished a sale, today, and took home a nice commission. A few weeks ago, I had a farm sale and the total was \$142,000, again a nice commission check.

I like getting "The Auctioneer" and read it, front to back. I just received "The Chant" from Western and will write Bill and Bob. I would like to go back and visit but sales and time will not permit it. We have sales at the Auction Barn every Wednesday night, and I schedule others for Saturdays, but I love to do it. We are now preparing the advertising on two real estate sales.

Becoming an auctioneer is a decision I shall never regret.

Auctioneeringly yours,  
William C. Rash  
Camden, Del.

Dear Col. Hart:

Enclosed check is for dues for one year and for Booster Page in "The Auctioneer."

I enjoy "The Auctioneer" very much. I leave each copy on my desk until the next one comes.

Sincerely,  
W. C. "Bill" Gier  
Red Bluff, Calif.



# IN UNITY THERE IS STRENGTH

---

Dear Sir:

Enclosed amount necessary for 1967 dues, also Booster Page listing.

Thank you for the privilege of belonging to the National Auctioneers organization and the very informative news coverage afforded by "The Auctioneer."

Sincerely,  
Amon H. Miller  
Evansville, Ind.

---

Dear Bernie:

I trust you and your family are all in good health. Mrs. Crowell and myself are in good health and are really busy. We are planning to see everyone in Chicago in July, God willing, hope to bring a large delegation from Oklahoma.

The Oklahoma Auctioneers over the entire state have enjoyed a very good year. Lots of sales in all parts of the state and bringing very good markets.

Our state association has now topped 120 members, all good solid established auctioneers. The last two quarterly meetings we recruited nine new members at each meeting. We are planning another meeting at Woodward, Oklahoma, on February 19, 1967 and hope we can pick up more members, we are proud of our association and we are gaining the respect and cooperation of the public.

There were a few bills introduced in the Legislature that we are keeping our eyes on. Don't think it will bother us too much.

Our State Convention will be held May 13, 1967 and May 14, 1967 in Oklahoma City. We haven't decided the location at this time, probably in one of the larger motels. I am enclosing a picture of one of our meetings held in August at Boggy Depot, State Park in Oklahoma.

Bernie I might report:

Col. Jim Richards of Spencer, Okla., was in a automobile wreck on New Years Day. Totaled out a brand new pickup truck and had several lacerations on the face and body. He is doing nicely now.

Col. Art Lee of Nicoma Park, Oklahoma, is in the hospital now. Had surgery yesterday, partial removal of his lung. At present he is in satisfactory condition.

Well, Bernie I think I have given you

most of the news from these parts.

Mrs. Crowell and I wish each and every one of our fellow auctioneers a happy, healthful and prosperous New Year.

Good Health to you and your family.  
V. K. "Doc" Crowell  
Oklahoma City, Okla.

---

Dear Colonel:

We enjoy "The Auctioneer" very much and the whole family has passed it on to others to read.

We aren't doing too well in the auction sales at present. But hope it will pick up soon.

Sincerely,  
Col. & Mrs. Orville T. Laughlin  
Mt. Carmel, Ill.

---

Dear Bernie:

Being comparatively new in the auction business, I have found the going not at all easy. However, I do feel that I'm making progress in my area as an auctioneer and with enough perseverance and good luck I think it will be a good profession for me.

I enjoy reading your publication and look forward to it each month. Also, the most enjoyable time I have is "working" a sale. Should have started 10 years sooner.

Hoping the best in the coming year for the "Association" and all its members.

Sincerely,  
Darrel Thedford  
Orlando, Okla.

---

Dear Friend:

Each month I look forward to reading "The Auctioneer" because it lets me know what's going on in the auction business all over these United States.

Also please notice I have sent my five dollars for the Booster Page so that I may be counted among the ones who wishes to make this organization grow.

Also send me four bumper stickers.

Keep up the good work and I wish to all a very happy and prosperous new year.

Sincerely,  
M. J. Manasse  
Whitney Point, N.Y.



## So Now You Are An Apprentice

By Kenyon B. Brown

The dictionary defines apprentice as, "any learner or beginner".

Welcome to your business venture as an "apprentice auctioneer". We hope you will be successful in your chosen work.

How can one become skilled in the auction business. There are only a few ways in which this can be accomplished. Each method is not an end in itself. A combination of all methods may make you an auctioneer if you are lucky, if you work hard, if you show persistence and if you apply modern auction methods.

1. Attend a reputable auction school. But remember, this is only an elementary beginning.
2. Attend any and all auctions as time permits.
3. Be willing to be a helper in any capacity.
4. Conduct yourself as a business man.
5. Develop desirable personal habits.
6. Practice the act of selling, either as actually selling or "acting" selling.
7. Listen to veteran auctioneers' advice but form your own opinions and methods.
8. Learn basic dollar values of many commodities.
9. Deal honestly with both buyers and sellers.
10. Join your State Auctioneer's Associations and National Auctioneers' Association.

Actually method #10 has more merit than any of the other 9 items. Through social contact with other auctioneers you can be helped in items 3, 4, 5, 7 and 8.

The members of auctioneer associations continually discuss methods, advertising, selling, values, pitfalls and everything connected with the auction business. Information flows freely from the successful auctioneer. Only by associating with someone in your business can you yourself become as expert as the other fellow.

Don't let anyone, particularly non-members, discourage you in association activities. There is a saying "if you haven't tried it—don't knock it!". There is no auctioneer, regardless of the magnitude of his success, who can honestly say he cannot learn something from another auctioneer; and if he tells you otherwise, he is deluding himself. Remember you learn "what to do" from the other auctioneer, but conversely and just as important is that you "learn "what not to do".

You obtain more career building per dollar spent through the Auctioneers' Associations than by any other learning method. We urge you to spend the initial fee and join with men who can help you on your way. The rest is up to you!

(A letter to Pennsylvania apprentice auctioneers)



# Building Comments

Here is hoping that you had a Merry Christmas, and will have a Happy and Prosperous New Year. I also want to extend my best wishes for a happy holiday season, and a prosperous New Year to all NAA members everywhere.

In some of the future issues of "The Auctioneer", I hope someone will write on the procedure of conducting old and rare book auctions, also on Lapidarian (Rockhound) Auctions.

In regard to a new headquarters building for the NAA; I'd like to make these comments: I am willing to contribute (to be made part of the annual dues) \$5.00 per year until it is paid for. It is my opinion that it should be centrally located, as nearly as is practical and possible, maybe somewhere in Kansas or Nebraska. I personally would prefer NOT to have it located in a real large city. How about a town say around 50 thousand population? A town of this size would be large enough to accomodate us and small enough to recognize us. I feel that a new headquarters should have a large parking area for cars. The building should be designed to have a large enough meeting hall, which could be used for our annual NAA meeting, that is held each year.

My opinion is that each member should contribute (to be made part of the annual dues) \$2.00 per year for the upkeep and taxes on a new NAA Headquarters such as the one I have suggested.

If the majority of our members have no preference as to location or the size

of the town it is located in, I would suggest that it be in a locality where the climate does not get so extremely suggest that it be in a locality where the climate is generally mild most all year. There are quite a few locations, both in the Pacific northwest and in the Pacific southwest, which should be very desirable in so far as the climate is concerned.

I hope that other NAA members will send in their comments and opinions in regard to a new NAA headquarters building.

Very truly,

Harold E. Ball  
Portland, Oregon

I enjoy "The Auctioneer" very much and feel it is one of the finest organizational publications in circulation.

I would like to comment on the proposal that has been brought forth in regards to establishing a permanent home for the N.A.A. headquarters. In my opinion it would be an asset to all auctioneer members and non - members alike.

If such a home for the association could be established, I feel it should be a show place open to the public with a wall plaque or space set aside for each state's roster of qualified auctioneers with member's names in large type or with a star or something to separate them from non-members. This alone should create a sense of competition between states and result in a national drive for members which would do our organization a lot of good.

Arthur J. Allen  
Cuyahoga Falls, Ohio

It is better to allow private interest to take care of a matter than to establish supervision by government. A government is in grave error if it attempts to be too paternal. By dint of solicitude, it destroys freedom and property.

— Napoleon Bonaparte

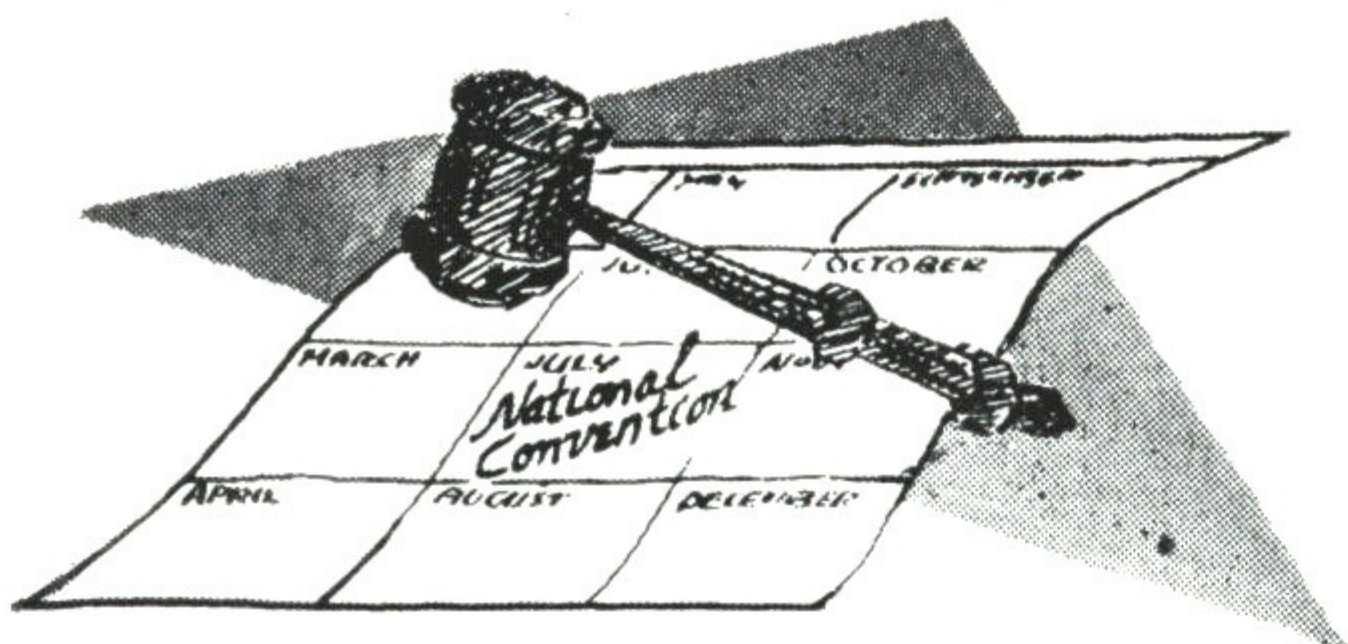
## Information Wanted

On November 19, 1966, a man using the name of Freddie A. Brooks gave a no account check in payment for horses bought in an auction at Texas City, Texas.

If you know the whereabouts of this man, please call collect, Dickinson, Texas, 534-2167.



## Convention Dates



**March 31-April 1-2** — North Dakota Auctioneers Association, Holiday Inn, Bismarck.

**April 2** — Illinois Auctioneers Association, Leland Hotel, Springfield.

**April 30** — Iowa Auctioneers Association, Ames.

**May 6-7** — Missouri Auctioneers Association, Missouri Hotel, Jefferson City.

**May 13-14** — Oklahoma Auctioneers Association, Oklahoma City.

**June 9-10** — South Dakota Auctioneers Association, Holiday Inn, Aberdeen.

**June 10-11** — Ohio Auctioneers Association, Dayton Inn, Dayton.

**July 20-22** — National Auctioneers Association, Pick-Congress Hotel, Chicago, Ill.

**July 28-29** — Texas Auctioneers Association, El Trapicano, San Antonio.

## Duroc Sale Records Satisfactory Prices

Duroc breeders chalked up another successful milepost in their Southeastern National Sale, held at Goldsboro, N.C., in January.

Fifty-seven breeders from 16 widely scattered states entered 29 boars and 75 females. An average of \$336 per head was scored on the boars while the females recorded an average sale figure of \$277.50.

Champion boar sold for \$2,275 and the reserve champion brought an even \$2,000. Three others brought four figure prices.

Auctioneer was Buddy McCullough, Morris Chapel, Tenn., a member of the NAA and TAA.

## Oliver Wright Killed By Hit-Run Driver

Oliver M. Wright, Wexford, Pa., veteran auctioneer, was killed by a hit-run driver, December 12. The violent accident happened in front of Col. Wright's home, as he was crossing the road. He was dragged more than 150 feet by the auto that struck him and he was pronounced dead on arrival at a local hospital.

Col. Wright had been an auctioneer for 55 years. His father and grandfather were both auctioneers, the latter having started selling before the Civil War.

Oliver Wright was an active member of his State and National Auctioneers Associations, had attended nearly all the meetings of his state organization and was a regular attender of our National Conventions.

As an auctioneer, he was very successful and enjoyed a large clientele. He once sold 48 houses in three hours. Millions of dollars worth of property were sold by Col. Wright, including real estate, antiques, automobiles, paintings, livestock and countless other items. He was 77 years old at the time of his death.

Survivors are a daughter, a brother and a grandson.

The most natural privilege of man — next to the right of acting for himself — is that of combining his talents and exertions with his fellow creatures and acting in common with them. By doing this, individuals become fully aware of their potentialities for achievement and discover values and goals common to all men. They achieve dignity in devotion to a high ideal. Real security comes with the feeling of belonging. Personality thrives in a climate which encourages creativity. Accomplishment that is concrete and measurable in the recognition of other men and women leads to greater accomplishments.

REGINALD R. OAKLEY



# Directory of State Auctioneers Associations

## **Aggressive Auctioneers Assn. of Arkansas**

President: Milo Beck, 110 W. Walnut, Rogers  
Secretary: Delma Webb, 920 Pine, Pine Bluff

## **Arkansas Auctioneers Association**

President: A. G. Murphy, 500 Airport Rd., Hot Springs  
Secretary: Glen D. Perciful, 954 Airport Rd., Hot Springs

## **Colorado Auctioneers Association**

President: Troil Welton, Wray  
Secretary: Ed Gibson, 7947 Quivas Way, Denver

## **Florida Auctioneers Association**

President: Robert D. Cooper, Rt. 2, Sarasota  
Secretary: N. Albert Bond, Box 25, Orlando

## **Idaho Auctioneers Association**

President: Jim Messersmith, Rt. 2, Jerome  
Secretary: Paul L. Owens, 6316 Tahoe, Boise

## **Illinois State Auctioneers Association**

President: Dwight Knollenberg, Mason City  
Secretary: George W. Cravens, Box 187, Williamsville

## **Federation of Indiana Auctioneers**

President: Walter G. Price, 1236 N. Oakland Ave., Indianapolis  
Secretary: Fran Hamilton, Rossville

## **Indiana Auctioneers Association**

President: Curran Miller, R. R. 8, Evansville  
Secretary: Everett E. Corn, 119 N. Main St., Fairmount

## **Iowa State Auctioneers Association**

President: Norvin Olson, R.R. 2, Spencer  
Secretary: Lennis W. Bloomquist, R. R. 2, Pocahontas

## **Kansas Auctioneers Association**

President: Marvin Mayer, Russell  
Secretary: Richard M. Brewer, Mt. Hope

## **Kentucky Auctioneers Association**

President: E. I. Thompson, 151 N. Upper, Lexington  
Secretary: Mrs. Adrian Atherton, 45 Public Square, Hodgenville

## **Maine Auctioneers Association**

President: Gardner R. Morrill, Harrison  
Secretary: Wayne B. Dow, 14 Southern Ave., Augusta

## **Auctioneers Association of Maryland**

President: Sam W. Pattison Rae, 407 N. Howard St., Baltimore  
Secretary: Jack F. Billig, 16 E. Fayette, St., Baltimore 21202

## **Massachusetts Auctioneers Association**

President: Kenneth J. MacLeod, Box 1373, Norton  
Secretary: John Hilditch, Box 52, Southville

## **Minnesota State Auctioneers Association**

President: Wayne Ediger, Belle Plaine  
Secretary: Alvin Payne, De Graff

## **Michigan Auctioneers Association**

President: Everett Miller, Rives Junction, Mich.  
Secretary: Garth Wilber, Route 3, Bronson

## **Mississippi Auctioneers Association**

President: J. L. Henderson, Box 26, Gulfport  
Secretary: Bennie J. Blount, Box 847, Meridian

## **Missouri State Auctioneers Association**

President: Tony Thornton, 1559 N. National, Springfield  
Secretary: Irwin Landolt, R.R. 1, Box 112, Defiance

## **Montana Auctioneers Association**

President: Ron Granmoe, Box 280, Glendive  
Secretary: W. J. Hagen, Box 1458, Billings

## **Nebraska Auctioneers Association**

President: Glenn Schwarz, 2519 W. Oklahoma, Grand Island  
Secretary: Henry Rasmussen, St. Paul

## **New Hampshire Auctioneers Association**

President: Ed Stevens, West Rindge  
Secretary: George E. Michael, 78 Wakefield St., Rochester

## **New Jersey State Society of Auctioneers**

President: B. G. Coats, Box 166, Deal  
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

## **New York State Auctioneers Association**

President: Lewis Bronstein, 35 Niagra, Buffalo  
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

## **Association of No. Carolina Auctioneers**

President: Basil Albertson, 320 S. Wrenn St., High Point  
Secretary: Eugene Carroll, Jr., R.R. 1, Providence

## **North Dakota Auctioneers Association**

President: Wilbert Kroh, 415 — 21st St., Bismarck  
Secretary: Arvin Utter, New England

## **Ohio Auctioneers Association**

President: Neil Robinson, 80 W. 2nd. St., Mansfield  
Secretary: Newton E. Dilgard, Room 9, Farmers Bank Bldg., Ashland

## **Oklahoma State Auctioneers Association**

President: Glenn Jones, Rt. 1, Wapanucka  
Secretary: V. K. Crowell, P. O. Box 8776, Oklahoma City

## **Pennsylvania Auctioneers Association**

President: Jake Spencer, R. D. 1, Towanda  
Secretary: Margaret Berry, 210 Main St., West Newton

## **South Dakota Auctioneers Association**

President: Ole Hall, Bryant  
Secretary: Gilbert Wagner, Reliance

## **Tennessee Auctioneers Association**

President: Billy H. Howell, 412 Gallatin Rd. S., Madison  
Secretary: E. B. Fulkerson, Rt. 4, Jonesboro

## **Texas Auctioneers Association**

President: Lamar McCamy, Box 224, Bellville  
Secretary: Ed H. Broline, 3923 Southport, San Antonio

## **West Virginia Auctioneers Association**

President: Wilbur S. Brock, 100 Ninth St., Pt. Pleasant  
Secretary: Wilson E. Woods, State College, West Liberty

## **Virginia Auctioneers Association**

President: Earl Bland, R.R. 2, Roanoke  
Secretary: Rolland I. Tull, 4601 Blacklick Rd., Annandale

## **Washington State Auctioneers Association**

President: Bill Johnson, 330 West Roy, Seattle  
Secretary: Bob Berger, Pasco Airport, Pasco

## **Association of Wisconsin Auctioneers**

President: Lester Bue, 348 Locust, Beloit  
Secretary: LeRoy Teske, 110 N. Pearl St., Berlin



# THE LIGHTER SIDE . . .

## TOO BAD

The well-to-do farm boy asked whether she'd still love him if he lost all of his money.

"Oh, yes," she admitted. "And . . . I'd miss you terribly, too."

## BAD DREAM

The henpecked farmer talked to his doctor and told of his recurring nightmare. "Every night," he said, "I dream I'm shipwrecked with 12 beautiful women."

"What's so terrible about that?" asked the doctor.

"Have you ever tried cooking for 12 women?" replied the browbeaten husband.

## HE GOT THE JOB

The personnel director of a fertilizer agency was examining applicants for a job. The first was ushered into his office and seated beside his desk.

Director: "What's your experience young man?"

Applicant: "Sir, I've been a gag writer for TV shows."

Director: "Let's see you invent a gag."

The applicant opened the door, leaned out into the hall and said: "Okay, you guys. Go on home, the job's taken."

## OUTER SPACE

Teacher: "Who can tell me what a comet is?"

Small boy: "I think I can. It's a star with a tail."

Teacher: "Yes. That is correct. Now can you tell me the name of one?"

Small boy: "Donald Duck."

## AT THE CINEMA

A young movie star was having dinner at a restaurant. The waitress kept staring at him and finally asked, "Say, don't I know you from somewhere?"

The actor smiled and modestly replied, "Perhaps you have seen me in the movies."

"Maybe," she said thoughtfully, "Where do you usually sit?"

## A SLIGHT HANDICAP

A tobacco company executive ran across a man, 94 years old, who had been smoking four packs a day since he was 12 years old. The old-timer was in excellent health.

"We are filming some television commercials," he told the old fellow. "If you let us put your story on film we'll pay you a thousand dollars."

"Okay, when do you want me?" the old-timer asked.

"Can you be at the television station at nine in the morning?"

"Nope, too early," he replied. "I don't stop coughing until noon."

## FIRST THINGS FIRST

She: "Before we start out, I want you to know that I don't drink, smoke or neck. I visit no wayside inns and I expect to be home at ten."

Young farmer: "That's fine, and I admire you for it, but you made a mistake about one thing . . . that part about 'before we start out'."

## CAN'T EAT YOUR CAKE . . .

Two cannibals were chit-chatting after a hearty meal.

"That was certainly delicious," said one.

"Yes," replied the other, "my wife does make good soup, but I'm going to miss her."

## CATASTROPHE

"How long have you been driving without a tail light, buddy," demanded the policeman of the farmer.

The driver jumped out and ran to the rear of his car, then gave a low moan. His distress was so great that the officer was moved to ease up on him a bit.

"Aw, come now," he said, "you don't have to take it so hard, it isn't that serious."

"Isn't it?" cried the farmer. "What happened to my trailer?"





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# **Livestock Auction Market**

**Selling At**

## **Public Auction**

**Thurs., Feb. 23rd, 1967**

**Lemmon Livestock Sales Co.**

**"The Old Reliable"**

**Lemmon, South Dakota**

This is the Pioneer Livestock Auction in the feeder cattle country. It was founded in 1935 by the present owner's father.

**Facilities Include:**

About 100 pens, all concrete.

(About ½ under roof.)

Pavilion has new L.P. Gas heating system.

2 feedlots with good well—4 acres—10,000 bu. grain storage.

14.84 acres on edge of town.

Equipment includes all office machines, tractor, loader and manure spreader.

Supplies include several months supply of office forms & 50 tons hay.

Market is operating every week & new owner can take over without buying anything more. It's all there.

Sale will be conducted after the regular livestock auction on Thursday, Feb. 23rd. Sale time 1:00 p.m.

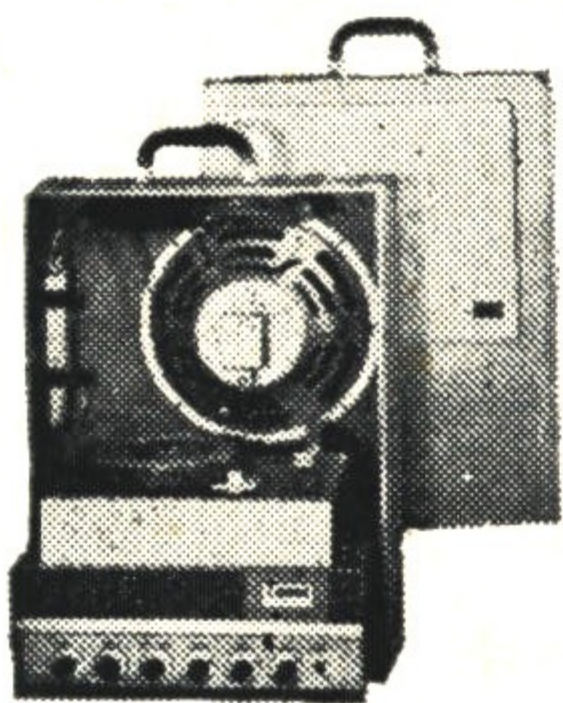
**EARL PENFIELD, Owner**

**Lemmon, South Dakota**

Sale conducted by Penfield Auction Service, Bowman, N.D.



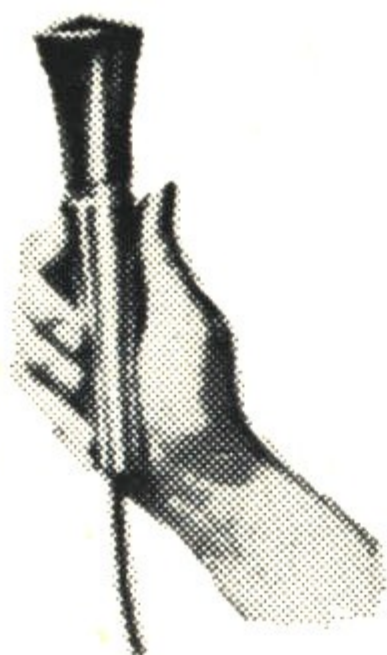
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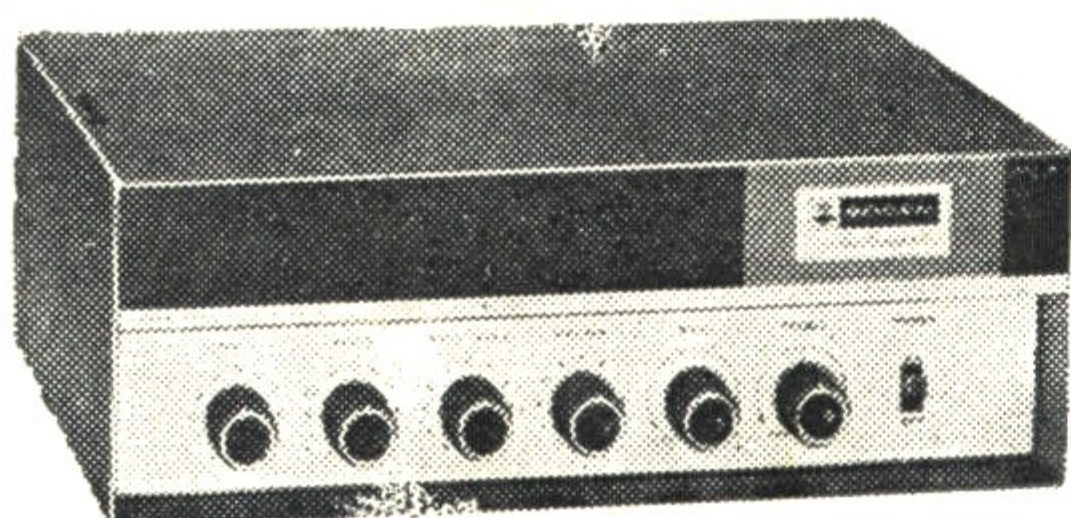
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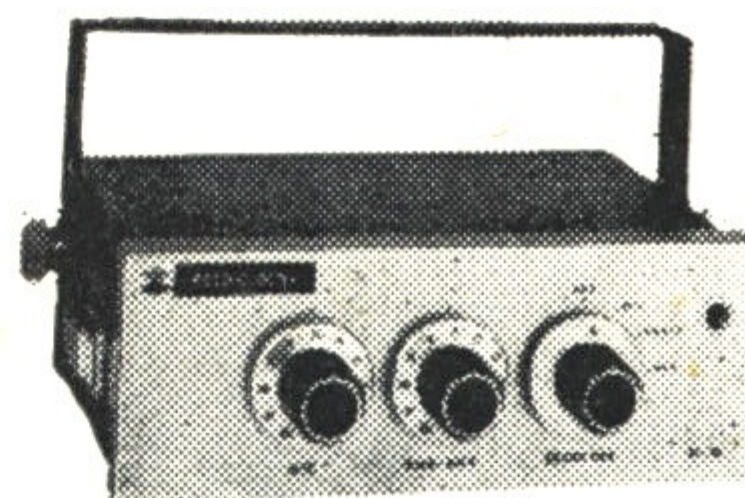
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