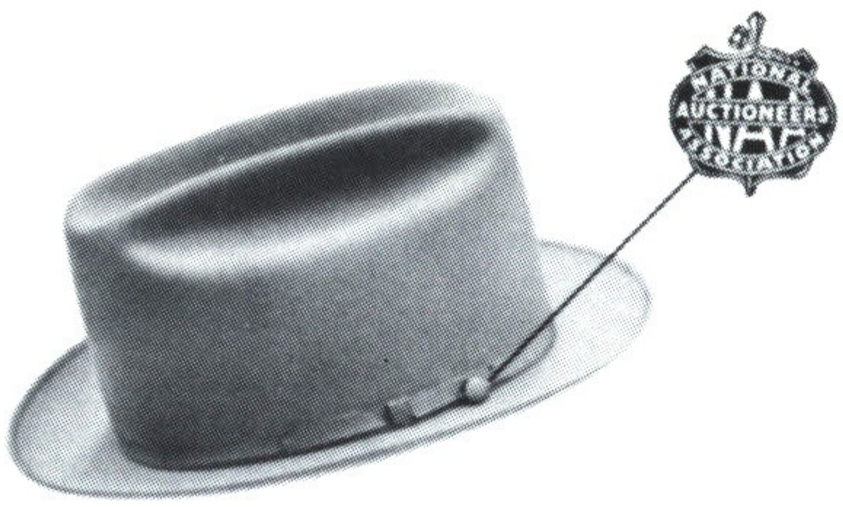
VOL. XXII NO. 12 DECEMBER, 1971

THE auctioneer







"AUCTIONEER HAT"

"AUCTIONEER'S GAVEL" TIE TACK

Christmas is just around the corner and I would suggest to the wives and children of the auctioneer that nothing would make a nicer gift than an "Auctioneers Hat" or a "diamond tie tac." Both of these items are being given for birthdays, anniversaries, Christmas or for any other special occasions. I cannot think of anything you could give to your favorite auctioneer that would be more appreciated. Give him one and watch his eyes light up.

Remember the Auctioneer Hat is Silver Belly in color and comes in brim widths of 2", 2-3/8" and 2-5/8" and is of the finest felt. The summer straws come in the same brim widths and are cream color. On ordering be sure to state the size, brim width desired and the name of the wearer.

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THE auctioneer

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

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Wisconsin Auctioneer Combines Compassion with Auctioneering

By Alice Brandau, Wilton Wis.

For a whole life-time, Neil E. Nelson, Auctioneer and Farmer of R.R. 2, Westby, Wisconsin, has tried to do good for his fellow men. Throughout his life of tribulations and hardships his faith in God has carried him on, and helped him overcome his difficulties.

Here are a few instances of his belief, "Do unto others ....."

Just last spring during National Auctioneers Week, he had printed in several local papers and broadcast on the radio, at his own expense, the advertisement sent out by the National Association. He didn't sign it with just his own name, he added the names of the other local auctioneers who were members of the National Association.

Neil's father died when he was only three years old. As a young boy he wished very much for a pony but his family could not afford one. When he grew up and began showing livestock of his own at the Fairs, he watched the little boys and girls standing around the pony rides. Those who had money got rides; those who did not walked away feeling blue and wishing for a ride. So he decided to do something about it.

Neil bought some ponies and a few burros. He paid for a space on the Viroqua Fair grounds, rented a tent, hired trucking and help, and started giving **free** rides to good little girls and boys. Each year he tries to add something new for the children's pleasure. Chipmunks, quail, pheasants, and colts are a few of the interesting things displayed. The highlight one year was a baby burro born at the Fair. This year it was an unusual spotted burro, which he had purchased on his way home from Lincoln, Nebraska, where he attended the National Auctioneers Convention.

The children anxiously look forward to the next Fair. And for **twenty-three** years they have not been disappointed. Young couples come up now and say, "Hi, Neil! Bet you don't remember us. We rode your ponies when we were little. Now we would like to have you



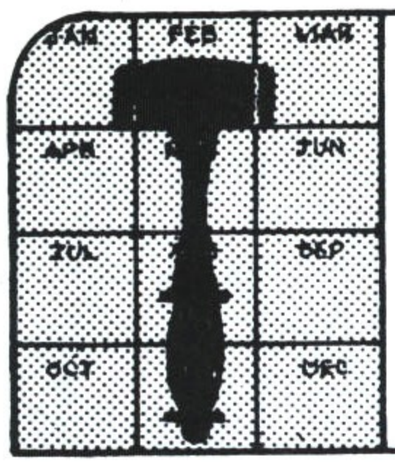
give our toddlers a ride." Thousands of boys and girls have had rides during these many years, but they have never had to pay a cent for their rides.

Neil does not make a business of selling ponies or burros. He is not sponsored by anyone. So he is often asked what he gets out of it? His reply is: "Happy boys and girls, smiling faces and remarks like: 'Thanks for the pony ride! Hi, Neil how are the ponies?"

His belief in the power of God was strengthened and enhanced by the teachings of the late Col. Fred Reppert of whose school he is a graduate. He also attended and graduated from the American Auction College.

During depression days he worked long hours and drove many miles to help others save their farms. After the death of her husband, one woman said, "During the hard times when our cupboard was bare and we didn't know where to turn, I would say to my husband, 'Jump on the horse and go over to Neil's; see if he will give you some work.! Oh, how we appreciated the help at that time."

Neil's compassion for others and his generosity throughout the years caused him to almost lose his own farm. But by prayer and an act of God he was able



Convention Dates

December 4-5—Virginia Auctioneers Association, Hotel Roanoke, Roanoke.
December 6—Tennessee Auctioneers Association, Trinity Lane Holiday Inn, Nashville.
December 12—Florida Auctioneers Association, Lakeland.
January 8-9—Ohio Auctioneers Association, Imperial House, Columbus.
January 9-10—Indiana Auctioneers Association, Holiday Inn N.W., Indianapolis.
January 14-15—Pennsylvania Auctioneers Assn., Hershey Motor Lodge, Hershey.
April 9-10—Kentucky Auctioneers Association, Seelbach Hotel, Louisville.
May 7—Nebraska Auctioneers Association, Albion.
June 9-10—South Dakota Auctioneers Assn., Chamberlain.
July 27-29—NATIONAL AUCTIONEERS ASSOCIATION, Fairmont Hotel, Dallas.

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to save it.

His auctioneer card shows that he is selling more than just things. On it he asks if you will be a buyer of "respect for country", "National Patriotism," "obedience to the ten commandments," "reverence to God" and then adds, "How much am I bid?"

Auction Action Causes Strange Happenings

CHICAGO, ILL. — "WE DON'T KNOW what to do with it except enjoy it!" says Sue (Mrs. Herb) Holleb of the barber chair and pole her husband bid $100 for at the Francis W. Parker School benefit dinner and auction Sunday in McCormick Place. "It's so delightful we might put in the living room and give 'shave and haircut' parties. We might go in for manicures, too!"

"The Hollebs are among the more than 750 auction-goers who seem happy even tho they might have paid more for items than they were worth. A $50 gift certificate from I. Magnin's brought in $75, for instance.

Tickets to the W-G-N Bozo show, which are free but which are unavailable for months in the future, went for $40 to $60 each, Janys (Mrs. Bennet B.) Harvey Jr., of the auction committee, marveled.

The hardest fought and most exciting auction duel, said Janys, was for an hour's private hockey lesson with Black Hawk Bobby Hull. The bidding ended at $550. Four hockey tickets, a hockey stick autographed by the Black Hawk team, and a visit with the team went for $160.

Someone paid $60 for a behind the scenes visit to Adler Planetarium with Dr. Joseph Chamberlain. The offer of Dr. Lester Fisher, director of the Lincoln Park Zoo, to conduct a tour thru his bailiwick went for $75, while a behind-the-scenes visit to Field Museum brought in $60.

A VIP round trip flight to Washington, including luncheon with Sen. Stevenson (D. Ill.), a visit with Sen. Percy (R. Ill.) and a tour of the National Gallery conducted by Robert Pell, brought in $400.

The George Thrushes feel they got a bargain in their successful bid for a two week holiday in Jamaica. Top bid was $1600 for a videotape rceorder which is not yet on the market. It can record TV shows and play them back or play movies thru a TV receiver.

Missouri Fall Meeting

The Missouri Auctioneers Association held their Fall Meeting at the Holiday Inn, in Sedalia, October 2nd and 3rd. Everyone enjoyed the two day meeting and especially the visit of our National President, Grover Howell, his wife, Willie, and their guest, Col. Dave Griffin. Col. Howell gave an inspiring talk.

We in Missouri were very much honored to have Grover and Willie, considering that they have such a heavy schedule.

KEN BARNICLE, Secretary-Treasurer

Asked to write a short essay on Socrates, one grammar school boy turned in this 20-word masterpiece: "Socrates was a great man. He was a Greek. He went around telling people what to do. They poisoned him."

How You Can Become A Successful Auctioneer

By Grover Howell

Men today think opportunity only knocks once in a lifetime and feel they missed theirs somewhere along the line. Our great men of today and yesteryear will disprove that very much. Opportunity knocks to all of us as often as we make it. There are many opportunities unexplored by auctioneers today because we can't see the forest for the trees at times.



Let me tell you a story of one of the greatest inventors of our time. I am talking about Harry Ferguson. In the late 1920's, the old steelwheel tractors that were used in the USA and England would upon a hard pull climb the bull gears and turn over backwards killing the driver more times than not.

With this in mind, Harry Ferguson tried to design an attached implement that would prevent a tractor from turning over and injuring the driver. Little did he know at this time, he was working on a system that would revolutionize all farming methods. As he worked on the attachment his first lift design was mechanical. After a few months he started with the first internal Hydralic system ever built.

After building a system and 3 point hitch which he knew would work, Ferguson started visiting farm machinery manufactors showing them his product. It was with little luck, as no one would believe his theory, until he met Henry Ford at a demonstration during the summer of 1928. It was at a table under a shade tree that the famous hand shake took place that cost the Ford company 3½ million dollars plus royalties. From 1928 to 1952 Mr. Ford agreed to build a tractor that would conform with Ferguson's system. The rest you know.

Today we may not build a farm implement, but in our business we still have opportunities if we will look and make things happen. If you happen to be one of the lucky ones that can get nearly all the business with much effort then let me have your attention a few more minutes. All success and credit must be given to the man that realizes you can't be a success following someone hoping they will live a short life so you may have their business. The success will come to an Auctioneer that is a thinker, planner, and one who carries out those plans.

The old saying is very true: small minds discuss people, medium minds discuss events, but great minds discuss ideas. Let us make use of our great minds and build our 3 point hitches in our way and be needed by all who know us. Let us not only supply the door for opportunity to knock on, but let us give opportunity a little shove in the way.

There are new horizons for us to explore even in 1971 and even more in years to come.

DREAMER!

The ag school dean was interviewing a freshman. "Why have you chosen this career?" he asked.

"I dream of making a million dollars in farming like my father," said the freshie.

The dean was impressed. "Your father made a million dollars farming?" he asked.

"No," replied the student, "but he always dreamed of it."

FINAL NOTICE

This is the final request for donations to our new building. The plaque, listing the names of the donors, will be ordered next month and it will be permanently installed on the inside of the north wall.

Every active auctioneer in America should have his name on the plaque and be recorded as one who aided in this historical event.

ALL PLEDGES, PREVIOUSLY MADE, ARE DUE AND PAYABLE DECEMBER 31, 1971.

Unpaid pledges names will be deleted from the plaque.

New York Auctioneers Enjoy A Good Meeting

Members of the New York State Auctioneers Association held one of the best meetings in the group's history, October 24, at Syracuse. It was a most representative group of the State's auctioneers who attended and the increased number present, coupled with a good program, made it a day well spent.

Adding to the atmosphere of the meeting was the presence of three members of the official family of the NAA. These were Dave Tracy, a first year Director, from Pavilion, N. Y.; Wiley Rittenhouse, Director from Uniontown, Pa.; and Bernard Hart, Secretary, of Lincoln, Nebr.

Paul Calkins, former NAA Director, and Wiley Rittenhouse, made a very interesting presentation of "Real Estate at Auction." Their own comments and questions from the floor held the interest of the group during most of the forenoon's program.

Following the Noon Luncheon, Jim Emery, Geneseo, N. Y., and a member of the New York State General Assembly, addressed the group on legislative matters. He was followed by Wiley Rittenhouse who reported on the ten years of the Pennsylvania auctioneers licensing law. Dave Tracy reported on the 1971 National Auctioneers Convention and Building Dedication, at Lincoln, Nebr.

In the election of officers, William Kent, Bergen, was re-elected to the office of President, as was Dwayne Gansz, Lyons, to the Vice Presidency. Tom Coyne, Avon, and Ted Sievers, Oswego, were elected to the Board of Directors.

A Fun Auction to raise money to complete the group's pledge to the NAA Building Fund, completed the day's events.

MOM'S NO HELP

"When that naughty boy threw stones at you," the mother scolded her son, "why didn't you come and tell me instead of throwing stones back at him?"

"What good would that do?" asked the boy. "You couldn't hit the side of a barn."



The above photograph of Colonel L.C. Frizzell's auction at Avon, New York, depicts a part of the large crowd in attendance at the sale conducted by NAA Members, Tom Coyne and William Emerson. Colonel Frizzell is a retired U.S. Cavalry Officer and had collected effects from all over the world in his trvaels in the line of duty.

Proceeds of the sale grossed over $61,000 which included the bid $53,000 for the Real Estate including a century old brick home with gardens and grounds. Among the better selling items of personal property was a cut glass punch bowl, Chinese Rugs and several pieces of Oriental China.

The interesting part of the sale is that the auctioneers were given only twelve days to book the sale, line up prospects for the real estate and complete the selling job on both the real estate and personal property. After the house had been listed for sale at private treaty for six months, and only one prospect showed interest in the property. At the auction sale there were twenty-one separate individuals who made appointments for showings and there were four bidders over $50,000. It just shows over again that the auction method of selling can create interest and provides more qualified buyers than any other method of sale.

Swanson Named Champion During Iowa Convention

The Iowa Auctioneers Association held their fall, two day, convention October 30 and 31 at the Starlite Village in Ft. Dodge, Iowa, with a large attendance.

On Saturday afternoon the auctioneers enjoyed fine panel discussions: "Household and Antiques," by Clarence Prange of Charles City; "Farm Sales and Clerking," by Harold Van Syoc of New London, and J. R. Hoyer of Hillsboro; "Real Estate," by Lyle Erickson of Cresco; and "Advertising and Methods," by Norvin Olson of Spencer. While the men were in session the Ladies Auxiliary had a program on "Holiday Magic".

Saturday evening, preliminaries were held for the annual Iowa Auctioneers Contest with good brisk bidding for the sale items, with the former State Champions, Warren Collins of Jesup, J. R. Hoyer of Hillsboro, Howard Vos of New Sharon, and Howard Buckles of Keosauqua. These judges selected eight finalists for the Sunday morning Championship.

At 11 A.M. on Sunday the group gathered to hear the finalists chant for the Championship. Judges were Lee Kline, Farm Broadcaster, WHO, Des Moines, Dick Dewees of the Missouri Auction School, Kansas City, Missouri, and Howard Buckles, of Keosauqua.

Runners up were Harold Van Syoc of New London, Harold McIlrath of Laurel, Clint Peterson, of Webster City, John Swartzendruber of Wayland, and the New State Champion is Lamont Swanson of Sac City.

President, Bob Winegarden of Pocahontas, called the group to order and asked Leon Joy of Ames for the Invocation after which all enjoyed a delicious buffet dinner. Auctioneers, their families and guests were introduced.

Clint Peterson of Webster City gave a fine report on the National Auctioneers Convention held in July at Lincoln, Nebraska.

Lee Kline, a fine friend of Iowa Auctioneers, gave the afternoon address, "Auctioneering Note Book," which met with everyone's pleasure.

A recess was called, followed by a business meeting, a report on the Iowa State Fair Auctioneers booth and election of officers. Newly elected officers for 1972 were: President, Clarence Prange of Charles City; Vice-President, J. R. Hoyer, of Hillsboro, 3 year directors, Bob Winegarden of Pocahontas, Cornelius Donovan of Bernard, Ray Sweeney of Waukon; 2 year directors, Howard Vos of New Sharon, Bob Mallinger of Sigourney and Jack Johnson of Webster City; 1 year directors - Earl Thies of Ames, Lamont Swanson of Sac City with Wendell Ritchie of Marathon replacing J. R. Hoyer for one year. Mike Bloomer of Glenwood was re-elected as Secretary-Treasurer.

During the session, a decal emblem was adopted and selected by the group, representing Iowa and the Auction profession.

The meeting was adjourned until next April and all went home feeling they had gained much knowledge and a closer friendship.

Mike Bloomer
Secretary, Iowa Auctioneers Assn.

Auction 125 Years Ago

To whom it may concern: The undersigned will on Tuesday, Sept. 26, A.D., 1846, sell at public outcry for cash on the premises where Coon creek crosses on the Missouri road, the following chattels to wit:

Nine yoke of oxen with yoke and chain; two wagons with beds; three Negro wenches; four buck Negroes; three Negro boys; two prairie plows; 25 stell traps, one barrel of pickled cabbage, one hogshead tobacco; one lot of Negro hoes; one spinning wheel loom; three fat hounds; cora, mink and skunk skins, and a lot of other articles. I am going to California, Charles E. Johnson. Free head cheese and apples and hard cider at noon.

Under a headline, "Maybe It Paid To Advertise 100 Years Ago" the above auction notice was reprinted in an Indiana newspaper 37 years ago. It was furnished to THE AUCTIONEER by Harold J. Mason South Bend, Ind. It would be interesting to know what the sale totaled and the amount of the auctioneer's fee.

Horse sense is that rare quality that restrains horses from betting on the human race.

Nebraska's Rex Young Celebrates Milestone

Col. Rex Young, Nebraska's oldest active auctioneer, was honored on a rare occasion the evening of November 15, the celebration of 60 years as an auctioneer. It was in November of 1911



that Col. Young conducted his first auction, a farm sale near Beach, N. D. He has been at it ever since, most of his career being in his native state of Nebraska although he has conducted sales in several other states.

It was ten years ago that Col. Young celebrated 50 years in the auction business with an open house gathering, at Murdock, Nebr. At that time hundreds of friends and well-wishers from a three state area attended. LeRoy Van Dyke provided entertainment at the event. This time it was only a small gathering of invited friends who gathered for a Dinner marking the event. Two of Col. Young's neices made the arrangements and secured the large tiered cake that decorated the head table in their uncle's honor.

In addition to being successful in his chosen field, Col. Young has made many friends both in and outside the profession. He has helped many young auctioneers over the past 60 years, including those in his immediate area. He has maintained a keen interest in the profession and in making it better for others. He is a past president of the Nebraska Auctioneers Association and was honored by that group as "Auctioneer of the Year" a few years ago. He holds a Life Membership in the National Auctioneers Association and was selected as one of the recipients of a plaque in recognition of his outstanding contribution to the profession of auctioneering and the National Auctioneers Association, this past year.

Col. Young was keenly interested in the establishment of the permanent home for the National Auctioneers Association. He has given freely of his own resources and encouraged others to make contributions, including the banks in his area who have been clerking his sales over the years.

In starting his 61st year, Col. Rex Young can go down a line of farm machinery, on a cold, windy day in southeast Nebraska, his strong voice carrying to all parts of the farmstead without aid of amplification, with the capability and finesse that would be envied by most auctioneers and matched by only a few.

Fishdick Honored By Land O Lakes Lions

The Land O Lakes, Wisconsin, Lion's Club held a testimonial dinner for Col. John R. Fishdick, well known Benefit auctioneer from Eagle River, Wisconsin. Col. Fishdick, was presented with the Lion's Club Appreciation for Invaluable Services Award plaque at the dinner meeting held at the Gateway Hotel, Land O Lakes, Wisconsin. Col. Fishdick, conducted the first annual Benefit auction for the Lions and raised over $420.00 in 7 hours of selling time (without an assistant) which was used to purchase an ambulance for the community to use.

Col. Fishdick, as many readers are aware has raised over one million dollars for worthy causes across the country by donating his services in conducting these Benefit auctions. Recent reports are that he is well on to the second million. Col. Fishdick, is a life member of the NAA and one of it's great boosters at all Benefit auctions.

EVERY MAN IS A BORN COLLECTOR! First, he collects beetles, toads and marbles; then girls, kisses and fancy ties; then dollars, troubles and a family; then golf cups, after-dinner stories and old pieces of string; and, lastly, aches, symptoms and **memories.**



"What am I bid?" Miss Coleen Voigt may be asking as she peers out at the big world, and perhaps continuing, "They say my Dad is a top-notch auctioneer." "Do you auctioneers sell cows as high as my Dad does?" Coleen is the daughter of Mr. and Mrs. Victor Voigt, Reedsville, Wis.

Auctioneer Elected To Platform Association

The Board of Governors of the International Platform Association has announced the election to IPA membership of Col. George D. Hand, Christian Home for Children, Fort Lee, N. J. Hand is a graduate of the Missouri Auction School and served as secretary of the Georgia Auctioneers Association while that body was active.

The International Platform Association is a non-partisan organization of distinguished and dedicated persons from 55 nations. Its ancestor, the American Lyceum Association out of which the IPA evolved, was founded 150 years ago by Daniel Webster.

The IPA is the club and trade association of those who appear before audiences in all media and of those interested in oratory and the power of the spoken word.

The salesman waited patiently as the old bachelor milked his one cow.

"I'll be through in a minute," grumbled the old fellow, motioning the salesman to sit on a milking stool.

When he had finished, he lifted the pail to his mouth, gulped down most of the milk, poured the remaining milk on the ground, and hung up the pail. "Now," he said, "the milking's done, supper's over and the dishes are washed. What do you want?"

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Pop's Ponderings

Christmas A Time For Review and Rejoicing

By COL. POP HESS

The time is here again to do what pondering that comes to a chap like myself and appropriate to the month of December that once again will bring old Santa Claus, paying his annual visit, a friend to people of all ages, all races, and rich and poor alike.

The date of this draft, for my staff to "unravel" is the 9th of November and the weather today is a damp cold, mixed with rain. My office-room here at my home has north and west windows with a door facing south and ideal for bringing in the spirit for this season of the year. We have enjoyed considerable summer weather through October and early into November.

The last week of October brought in a letter from our Editor, Bernie, telling me about the fine weather they were having in the Lincoln area, but were having snow in the western portion of Nebraska, and he expressed the hope it would stay west of the Home Office as he was not ready for one of those Nebraska snow storms that early in the season. Bernie mentioned that he had a couple sales coming off in the cold area and he was unable to locate his winter underwear.

While I am still pondering on how Bernie came out, we here in our home area had a few summer-like days as November began but all at once the clouds came and on Saturday, the 6th., our first snow came down and by Monday, the thermometer said 14 above zero. Yes, it took all day to locate my red flannels and already late getting this column on the way. With the temperature at 30 above, my ponderings will now be "winterized."

Both by name and word, "Santa Claus" synonymous with this month of December, as will the celebration of the Birth of the Christ Child, bringing forth the spirit of Christmas, the bells ring and the songs of many years will drift through the air. We of adult age will miss many who have passed on; Be happy to meet the young and old and friends of all ages. It is the greatest month of the year!

As our readers doubtless know, this Christmas will be my 91st to see go by. Not too long ago, a youngster asked this question: "Back in your day, did you think there was a real Santa Claus, and how old were you when you learned the truth and what was your feeling, good or bad?" The best way I could answer this question and be brief, was to say that when I was about four or five years old, my folks took us over to our little country church near our old home farm for a Christmas Program.

The little church was filled with people of all ages and sizes. The "Great Man" I had been told about (Santa Claus) came out on the platform fully dressed as I had seen him in pictures, white whiskers and all. YES, IT WAS SANTA CLAUS!

SANTA CLAUS threw out popcorn balls, my Dad catching one and I ate it, that is, about half of it, when Santa ran out of them and my Dad missed getting a second ball, so, I was asked to share with my Brother George who was three years older than I and not too happy about getting the first ball.

One day, some years later, George came home from school and tried to explain to me the truth about Santa Claus and tore down my mind's picture of Santa Claus. I first said that he was still sore over missing the first popcorn ball that night at church but eventually it was all understood that George had the true facts. Now, as I come to Christmas Day, I will say Old Santa will come tonight! (You know, sometimes at my age, some of my friends will remind me: "POP, ONCE A MAN, THRICE A CHILD!" So, that gives me the privilege to say that if it were true when I was a child, the first time, the old saying may still be true as who laughs first, is thrice happy when he laughs last!

Speaking of laughing, down through my many years swinging the gavel on the Auction Block, the chap who is smiling and appears very happy releases the cords of his neck for ease in his bidding. I do believe a good laugh and happy thoughts is the best cure-all for many kinds of sickness including aches and pains. Much cheaper than the drugs we may buy.

They say an Englishman never laughs at a joke until he has fully analyzed it and the point it made. This may be true in some cases. For many years, in my local area on general sales, one of my best friends, an Auctioneer who worked with me on many important sales, would be laughing on the following day after about one of the jokes we cracked at a sale the day before. His parents were of English extraction, while I am more of Dutch descent but I would laugh again with him.

In the past few years, and into the present, your writer has often noted that the Christmas Season seems to begin about two months in advance of the actual date. Our mercantile world regards this season naturally as the best time of the year business-wise, very different than back in my childhood days, when we did our Christmas shopping about ten days in advance of the great day.

Our shopping was not extensive nor expensive. It was a farm family to whom a dollar was a dollar, buying a dollar's worth, every time. In our County Seat town the most attractive store, and always crowded, was the "5 & 10" where the most items for the amount of cash one would have to spend could be gathered for the gifts. The majority of the gifts were for our own family, yet the trip to us youngsters ONE OF THE BIG DAYS OF THE YEAR!

As we now come to that great day in this year of 1971, your writer wishes to send you all best wishes and am glad to note that we will never change this Birthdate for convenience of "Holiday Bunching" and we can celebrate the Christ Child's Birthday date it has always been since that first day in Bethlehem!

While on this subject of changes in dates and new laws regarding prayers, the focal point of all decisions, the action on prayers in our schools. Much has been said pro and con on this subject. It is enough to say that in this

Promotional Items

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

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THE AUCTIONEER

135 LAKEWOOD DRIVE **LINCOLN, NEBR. 68510**

Be proud of your state and National Association. Display the emblem or the words "Member of (state) and National Auctioneers Association" in all advertising and promotion.

great Democracy, there were PRAYERS and PRAYERS and they were answered! How do we know? Just stop and take inventory of what we have and what we need to teach our youth which includes the value of prayer to keep this world of ours as good or better, day after day to insure their future in the years to come.

These past few years have not been the worst we have had as one looks back over the past many years. Many of the rumors and quotations we read and hear appears to be based more on viewpoints for various reasons. There is much on war and foreign affairs but we can see indications that our house will be in order and much improvement made in 1972 and the coming years. Through the years, there are always those who declare that the country would go on the rocks, which could have been wishful thinking and I fully believe they will always be disappointed!

It will be impossible for me to close my pondering for December, 1971 and overlooking the fact that we are Auctioneers, and this publication is for Auctioneers, who are blessed with the privilege to be members of the NAA that in this year, completed a permanent Home Office and Headquarters. Do not overlook your donation to the Building Fund. The curtain comes down at midnight, December 31st, to assure your name on this beautiful plaque that is a part of this building for all to view. PLEASE, IF NOT YET BEEN SENT, MAIL NAME AND CHECK NOW!

Our November issue reached my desk on November 3rd. In looking it over, I found many items of interest to us as Auctioneers. Our Editor, Bernie, in his "Across the Country" page stirred up some pondering by his reference to our old friend, BURT GAMMON and the American Royal . . . I would like to add this line, if my memory is correct. It seems to me it was Burt Gammon who introduced your writer to Bernie Hart at a Polled Hereford sale in Zanesville, Ohio back in 1946 or 7, as the new Fieldman and Assistant Editor for the Polled Hereford Journal.

Shortly after that time and into the present, we find Bernie in his capacity as an Auctioneer and the Secretary to our great National Auctioneers Association and has done a great job to make the NAA what it is today! I wish to add and Burt will agree with me that we are not ready to be called old. As to the QUESTION BOX: It is possible the Committee is at liberty to ask us for an answer to some of the questions they may receive, especially Burt. For myself, I may have through the years of this column, answered about all questions most Auctioneers will ask, however, I am always ready for more.

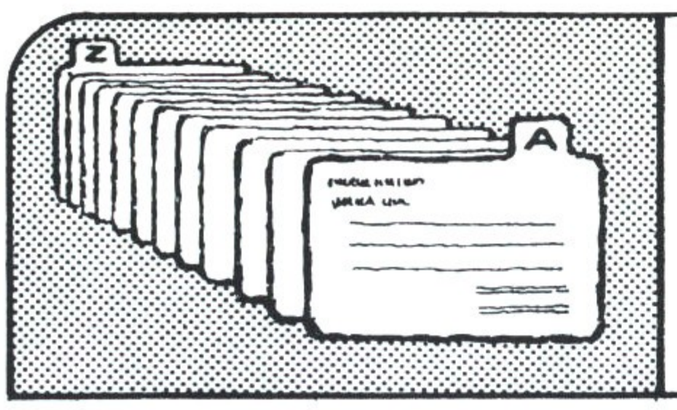
Your writer is looking forward to be with you with my pondering columns through to next Convention time. Some of my mail that is drifting in appears to have some new views to re-ponder on. We have enjoyed your letters and comments and to all, we say THANKS and a Very Merry Christmas and a Great New Year for 1972!

Buffalo, Longhorns Sell for Top Prices

Valentine, Neb. — An Indiana man paid a top price of $455 for a 3-year-old buffalo cow and purchased the most animals at the annual federal government surplus animal auction at the Ft. Niobrara National Wildlife Refuge near here.

Van Hook of West Point, Ind., purchased 17 of the 40 buffalo sold at the auction.

Rod Gillespie of Brady, Neb., bought 14 of the 51 longhorn cattle sold. Gillespie paid the top longhorn price with a $575 bid on a 9-year-old bull.



Membership

Memberships processed Oct. 16th through Nov. 15th:

Glen E. Leney, California
James L. Cassavant, Arizona
Deane Rundell, Idaho
Edwin Schmidt, Illinois
Edward A. Bazer, New York
William H. Ford, Ohio
Roland Bast, Wisconsin
Bob Somerlott, Michigan
Robert A. Felder, New York
Robert Broyles, Missouri
* Jackie Pieratt, Texas
* David S. Griffin, Texas
* Col. Hutson, Texas
Ann Shelton, Missouri
* Bill Sams, Missouri
Ike Hamilton, Louisiana
Floyd Nasby, Ontario
Thomas Taylor, Ohio
* Abie Showater, Missouri
Stephen Capper, Indiana
Arthur F. Hoffman, New Jersey
Arthur W. Hoffman, New Jersey
Arlie Weddington, Tennessee
* Bud Sauls, Indiana
Terry Duggins, Missouri
Charles Rainwater, Tennessee
Herman R. Edwards, Illinois
Russell Hornbeek, Illinois
Robert J. Goss, Oklahoma
Lonnie Ladson, Jr., Georgia
Dwight Lambert, Illinois
* James Rutlader, Missouri
LeRoy Alons, North Carolina
Roy Farless, Virginia
R. B. Ritchie, Virginia
Norman Thorp, Ohio
Lloyd Meekins, South Carolina
Dan Baker, Indiana
Dale Florke, Nebraska
Bob Westbrook, Wyoming
* Leon D. Moody, New York
* Glenn H. Munson, New York
* Cliff Newman, New York
* Hugh R. Parker, New York
* Tom Schwartz, New York
* Richard Larson, New York
* Dwayne Kirts, New York
* Rex Accurso, New York
* Earl J. Bartron, Oregon
* Ace Modglin, Missouri
Bob Fink, Ohio
George Frost, Maryland
Ray James, Florida
Jack White, Missouri
Roy C. Obberich, Wisconsin
J. H. Shell, Missouri
B. G. Park, West Virginia
William Smith, Florida
Dale Nelson, Nebraska
* Dennis Kruse, Indiana
Lawrence Anthony, Massachusetts
Neil Hoopingarner, Florida
William E. Berry Jr., Indiana
James Vitanza, New Jersey
Dwight D. Miller, Indiana



Another participant in the Amateur Contest held during our National Convention is Roger Kroh, age 15, son of Mr. and Mrs. Wilbert Kroh, Bismarck, N.D. Roger entertained us with "My Happiness", "Born Free", and "This Land Is Your Land".

THE AUCTION LINE

This column is for the use of all members to ask questions of most any nature, relative to auctioneering. All answers are strictly the opinion of the committee members and not of the National Auctioneers Association. Questions or complaints involving personalities will not be honored.

* A. O. Quillen, Virginia
Julius Temkin, Wisconsin
Mike Young, Michigan
William C. Baird, New York
Paul L. Owens, Idaho
Elwood Collier, Illinois
Marley Neal, Indiana
L. Dude Evans, Illinois
Fred Quick, Illinois
* Loyd Mayes, Jr., Kentucky
* Dennis Chambers, Illinois
Wayne Hans Ytell, Missouri
* Bill Stephens, Kansas
* Melvin Reynolds, Colorado
* Richard C. Evans, Tennessee
Frank Godley, North Carolina
Harold Ball, Oregon
Homer Henke, Illinois
Jack Murray, Kansas
Bob Plummer, Texas
* Al Mills, Texas
* Herb Thompson, Texas
J. Carl Vance, Tennessee
Thomas Robbins, Ohio
Kenneth Gravlin, Illinois
* James W. Haldane, Ohio
Andrew Oost, Utah
Richard W. Stene, South Dakota
John W. Fay, Illinois
Charles J. Harrington, Florida
C. W. Jones, Missouri
* Tom Stover, Arkansas
Jim L. Pratt, Arkansas
Albert W. Hill, Tennessee
Phillip Farrell, Missouri
* Herman A. Eanes, Virginia
A. A. Robinson, Tennessee
Ray Taggart, Tennessee
Donald J. Smith, Florida
H. Y. Woodson, Tennessee
Jake Lackman, Montana
* Lionel L. Reynolds, Jr., Virginia

* Denotes new membership

"Melvin! MELVIN!"
"What, ma?"
"Are you spitting in the gold-fish bowl?"
"No, ma—but I'm coming pretty close."

Henry Wilber Suffers Fatal Heart Attack

Henry F. Wilber, auctioneer, former Mayor and a widely known businessman, of Bronson, Mich., died October 29 at the age of 79. Although he had suffered a heart attack last January, death was sudden and unexpected. It happened as he was leaving a high school football game, in Bronson.

Mr. Wilber had spent his entire life span in the Bronson area. His early life was spent in farming and operating a restaurant. He began his auctioneering career at about this same time, became widely known in his work and established a family vocation now being carried into the third generation by his son, Garth, and grandson, Brent.

He also owned an auto dealership in Bronson for a number of years, served as Mayor of the City of Bronson for eight years and on the City Council for a total of 12 years. He was an undersheriff of Branch County for seven years. He was a charter member of the Bronson Kiwanis Club, active in Chamber of Commerce, Grange, Fair Board and other community projects.

Mr. Wilber held a Life Membership in the National Auctioneers Association. He served a three year term (1956-1959) on the Board of Directors, a post now held by his son, Garth.

In addition to Garth, he is survived by his wife of 51 years, Dawn, and another son, Quenten, of Bronson. Also by nine grandchildren, four great-grandchildren, two brothers and four sisters. His funeral was the largest ever held in Bronson.

I know a ten-year-old kid who's been watching baseball on TV all summer. He still doesn't know much about the game but he shaves beautifully!

Dedication Souvenirs

In conjunction with our National Convention and Building Dedication we are making the following souvenir items available to our members on a "ONE TIME ONLY" deal. When this supply is exhausted there will be no more.

These are not just remembrances of our great dedication, truly a history making event, but also promotes your National trade association. Let your clients know that you belong to the National Auctioneers Association, and that they have built their own National Headquarters.

These 4 color "Playing Cards" will make tremendous Christmas gifts for your clients, friends and other professional people. The back of the cards as the same as the cover on the July Issue of "'The Auctioneer".

Also available are tie bars, brooches, and bracelets, all **depicting the building.**



Playing Cards $2.50 per deck . . . Carton of 24 decks . . . $40.00 (postpaid)

All Other Items . . . . . $2.50 each (Postpaid)

— Profit from sales of these items goes into Building Fund —

Send check or money order, to:

NATIONAL AUCTIONEERS ASSOCIATION

135 LAKEWOOD DRIVE **LINCOLN, NEBR. 68510**

Ohio Convention Offers An Advertising Contest

The winter meeting of the Ohio Auctioneer's Association will be held at the Imperial House (Rt. I 71 and Morse Rd.) Columbus, Ohio, on Jan. 8th & 9th. Activities will begin for the Colonels and their ladies on Saturday evening at 7:30 with a Real Estate Conference, followed by entertainment, round & square dancing and a social hour.

The business session for the O.A.A. will be at 10:00 A.M. on Sunday with President Don Standen presiding. Main speaker for the banquet will be Grover Howell of Dallas Texas, President of the National Auctioneer's Association. The Ladies Auxiliary will host a coffee hour for everyone on Sunday morning at 9:00. In the afternoon the Auxiliary has arranged for an unusually fine speaker. Mrs. Rose Presnick, of Lodi, Ohio, a well known authority and author of books and articles on Carnival Ware will show a number of items and talk about this speciality.

Of special interest at this meeting will be an advertising contest with $200.00 allocated by the O.A.A. Prizes will be awarded in four categories:

1) Industrial and Construction Equipment
2) Farm sales and Purebred livestock
3) Real Estate
4) Antiques and household goods

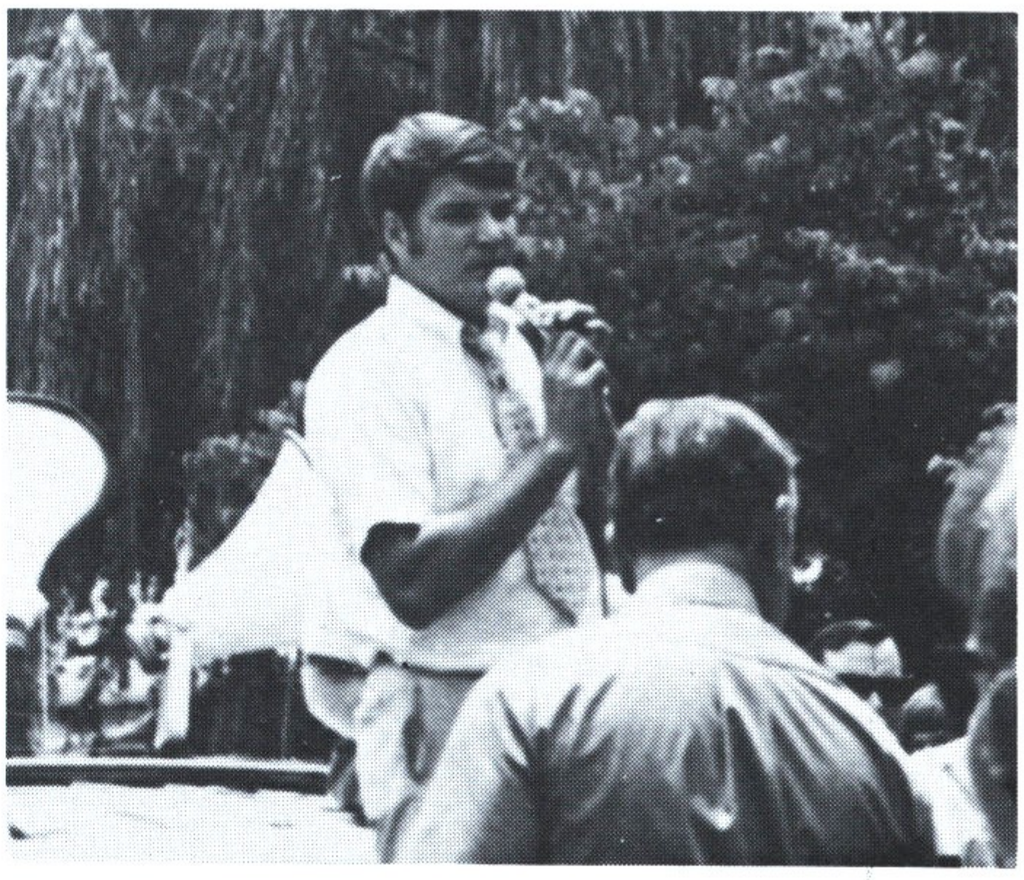
Prizes in each class: $25.00— $15.00— $10.00

Chairman of the Committee, Ford Good, asks that the following ground rules be observed:

1) The contest is open to members of the Ohio Auctioneers Ass'n. only.
2) All entries are to be made on Saturday evening, or before 10:30 A.M. on Sunday.
3) A member shall make only one entry in a given category, but may enter all four categories if he wishes.
4) An entry may include posters, news items, advertisements, brochures, or other items for a sale held in 1971 or 1972.

Members are also encouraged to bring pictures and other items for display. This is a fine way to share your experiences and to learn from one another.





Charles Rainwater of the Zirkle-Rainwater Auction Co., Jefferson City, Tenn., selling the Davis property in Pigeon Forge, Tenn. A 54 foot frontage, brought $20,500. In the lower photo, David Hayes of the same firm is selling the antiques and household furnishings. Photos by Frances Thompson, Knoxville, Tenn.

Holstein Feeder Steers Bring Half Million

A new record was established recently at the Norfolk Livestock Auction Market, Norfolk, Nebr., when 1,767 Holstein feeder steers were sold by Putnam Ranches, Inc., O'Neill, Nebr. The sellers received a check for $489,042 from the Market, representing the net proceeds.

This is believed to be the largest consignment of Holstein steers by one consignor at any market as well as the geratest net receipts.

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BEST In Service-Price-Quality

WATCHES 'n JEWELRY

MEN'S GOLD WATCH WITH EXPANSION BAND—Boxed ..... **Ea. $3.50**

Ladies' Gold Watch with Expansion Band	Ea.	$ 4.50
Men's Calendar Watch with Matching Band	Ea.	$ 4.00
Ladies' Pennant Watches, Deluxe Styles	Ea.	$ 4.00
Men's Diamond Jim Brady Watch with Band	Ea.	$ 4.75
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.	$ 5.25
Ladies' Square Face Watch with Suede Band	Ea.	$ 5.25
Men's Deluxe Water Proof Watch with Band	Ea.	$ 5.00
Men's Automatic Watch with Calendar	Ea.	$10.00
Men's Day and Date Deluxe Calendar Watch	Ea.	$ 7.50
Men's CRONEL "25" Swiss Calendar Watch	Ea.	$ 9.00
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.	$ 8.50
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.	$ 9.25
HILTON Ladies' 10 Diamond Dress Watch	Ea.	$23.00
HILTON Ladies' 4-Diamond Dress Watch	Ea.	$16.50
Men's Deluxe DIGETIL Watch with Band	Ea.	$ 6.00
Men's Auto. Day-Date Dress Watch with Band	Ea.	$12.00
JAMES BOND 007 SPY WATCH WITH HOUR WINDOW	Ea.	$ 3.00
BRONCO WESTERN WATCH—for CHILDREN	Ea.	$ 3.50
Ladies' HEART SHAPED DRESS WATCH Gold or Silver	Ea.	$ 6.50
Men's or Ladies' Sunglasses—Boxed	Doz.	$ 2.00
Men's Hamilton Gold Coin Watch—24 Jewels	Ea.	$35.00
Men's Waltham Electric Watch—Waterproof	Ea.	$25.00
Cronel "400" Skin-Diver Watch	Ea.	$10.00
Men's or Ladies' Raincoats with hood	Doz.	$ 1.00
Louis D'OR Perfume—$20.00 Retail	Doz.	$ 5.00
Spray Perfume, Boxed—1000 Sprays	Doz.	$ 2.90
10 Pc. French Perfume Set, $20.00 Retail	Per Set	$ 2.00
TIFFANY Perfume—2 oz.—Gift Boxed	Doz.	$12.00
Glamorous FILIGREE Spray Perfume	Doz.	$ 5.90
2 pc. RUSSIAN LEATHER Cologne Set	Doz.	$12.00
4 pc. RUSSIAN LEATHER Cologne Set	Ea.	$ 1.75
2-oz. ORIENTAL JADE Men's Cologne	Doz.	$ 3.90
2-oz. Men's RUSSIAN LEATHER	Doz.	$ 3.00
Ladies' Wallets with 40 Windows, Boxed	Doz.	$ 3.90
Men's Wallets, Boxed	Doz.	$ 4.80
Ladies' Deluxe Clutch Purse	Doz.	$ 7.20
Trucker's Cowhide Wallet with 5 Compartments	Doz.	$17.50
Necklace and Earring Set, AURORA BOREALIS. Asst. Colors	Doz.	$18.00
Men's ROYAL STAR WATCH '250' WITH 36 STONES	Ea.	$ 7.50
AURORA BOREALIS ACORN Necklace	Doz.	$ 5.90
AURORA BOREALIS HEART Pendant	Doz.	$ 7.20
NITE 'N DAY Reversible Necklace—Pearl and Rhinestone	Doz.	$ 9.00
Reversible Necklace with Matching Earring Set	Doz.	$18.00
Deluxe 4-pc. Pendant & Choker Set w. Earrings	Set	$ 2.00

APPLIANCES 'n HOUSEWARES

ELECTRIC CAN OPENER—AUTOMATIC ..... **Ea. $4.25**

Elec. Can Opener—Knife Sharpener—Btl. Opnr.	Ea.	$ 6.00
Electric Portable Hand Mixer	Ea.	$ 5.75
2-Slice Automatic Toaster—NAME BRAND	Ea.	$ 6.25
4-Slice Automatic Toaster—NAME BRAND	Ea.	$10.00
2-Speed Blender—PROCTOR-SILEX Heavy Duty	Ea.	$ 9.50
45-pc. Beautiful Deluxe Dinnerware Set		$ 4.80
Electric Corn Popper—with Glass Lid	Ea.	$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea.	$ 5.90
HAMILTON BEACH Electric Cordless Knife	Ea.	$ 5.00
Electric Mixer on Stand with Bowl	Ea.	$ 9.50
MIRRO Automatic Perk.—9 Cups	Ea.	$ 5.00
10-pc. Hard TEFLON-II Set—NAME BRAND	Set	$ 7.50
7-pc. Hard TEFLON-II Set—In Avocado Only	Set	$ 9.00
6-pc. Avocado ROYAL CHEF Alum. Cookware	Set	$ 5.90
49-pc. Cook-N-Serve Ensemble—Guaranteed for 5 Yrs. Also Ovenproof	Set	$ 7.50
98-Pc. Dinnerware Set—Ret. $198.00	per set	$30.00
6-pc. Stainless Steel Steak Knife Set	Set	$ 2.50
Lite-Up Mirror w. Travel Case—Just Turn On	Ea.	$ 4.25
Small Floral Pitcher & Bowl Set	Doz. Sets	$ 7.20
Beaut. Mahogany Dancing Doll Jewelry Chest	Ea.	$ 3.50
Musical Beer Stein—Large Size	Ea.	$ 3.50
19-pc. Decorated Handle—Sheffield, England Cutlery Set	Set	$ 6.50
15-Pc. Decorated Handle Cutlery in Book Chest	Set	$ 3.50
50-pc. Stainless Steel Flatware Set, Gift Boxed	Set	$ 7.50
EVERSHARP 3-pc. Stainless Steel Carving Set	Doz.	$ 8.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz.	$ 8.80
5-pc. Kitchen Knife Set—in Wooden Display Rack	Set	$ 2.00
3-pc. Wood Animal Family Set	Dozen Sets	$ 5.00
21-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set	$10.00
14-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set	$ 7.50
6-pc. Steak Knife Set—In Display Box	Doz.	$ 8.00
4-pc. Stainless Steel Place Setting Set	Doz. Sets	$ 9.00

TOOLS

50 FT. DROP CORDS—ALL COPPER WIRE ..... **Doz. $15.00**

20-pc. Socket Wrench Set	Ea.	$ 1.75
7¼" ELECTRIC SAW — BY RAM	Ea.	$14.50
¼" ELECTRIC DRILL — BY RAM	Ea.	$5.90
14-pc. Up to "1¼" Industrial Open End or Box Wrench Set	Set	$11.50
11-pc. Industrial Open End or Box Wrench Set	Set	$ 6.50
8-pc. Heavy Duty Open End Wrench Set in Clip	Set	$ 3.50
11-Blade Camping Knife with Holder	Ea.	$ 1.10
7¼" Black and Decker Electric Saw	Ea.	$18.50
16-oz. Steel Hammer	Doz.	$ 6.25
19" Deluxe Tool Box with All Metal Tray	Ea.	$ 2.75
Deluxe Carded Wrench Key Chain—Hot Seller	Doz.	$ 2.50
LUMIJET Disposable Flashlight	Doz.	$ 8.60
29-pc. BLUE TEMPER Drill Bit Set	Set	$ 7.90

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Large Twin Eye Radio—Battery/Electric—AM	Ea.	$ 4.75
Large Size AM/FM Radio Battery/Electric #2019	Ea.	$ 9.00
TOILET SEAT RADIO "JOHN"—Ass't. Colors	Ea.	$ 7.50
Deluxe TONY-SONIC AM/FM—AC-DC Radio	Ea.	$ 9.00
Deluxe 3-Band—Police—AM/FM Radio	Ea.	$14.50
9-Band Solid State Deluxe Multi Zone Radio	Ea.	$38.00
Beautiful Plush Poodle Radio—Ass't. Colors	Ea.	$ 4.50
DELUXE CHARGER RADIO—#1 SELLER. AM/FM RADIO-BATTERY/ELECTRIC	Ea.	$12.80
Walkie Talkie Set—Solid State—Complete	Set	$ 9.00
4 Speaker AM/FM Mahogany Table Radio	Ea.	$22.50
Men's 2-pc. Deluxe Sweater Set	Per Set	$ 5.00
Automatic Needle Threader—Boxed	Gross	$ 8.00
Disposable Butane Lighter—Display Boxed	Doz.	$ 5.90
MEN'S WINDPROOF LIGHTERS—Carded or Boxed	doz.	$ 2.00

LAST MINUTE SPECIALS

45 PC. DINNERWARE SET—UNBREAKABLE ..... **Set $4.80**

Deluxe Beacon Blanket—72"x90"—Ass't. Colors	Ea.	$ 2.50
Men's Deluxe Tee Shirts—Top Quality	Doz.	$ 4.50
Cannon Towels—Giant Size	Doz.	$ 6.90
3-pc. Ladies' Luggage-Tote Bag Set	Set	$ 6.90
New Magic 10 Color Pen	Doz.	$ 5.90
Matching Umbrella and Bag Set	Doz. Sets	$13.00
8-Track Auto Stereo Tape Player with 2 Speakers and Bracket—Complete Set	Set	$30.00
Old Fashion Large Size Kerosene Lamps	Doz.	$24.00
Giant Stained Glass Kerosene Lamp, Boxed	Ea.	$ 2.00
(10x50) Binoculars with Leather Carrying Case	Set	$16.00
24-Pc. INDIA Brass Candleholders—Tea & Tableware	Set	$15.00
3-Dimensional Large Ass't. Picture Scenes	Ea.	$ 4.00
PLAY-POKER SLOT MACHINE—DEALS A NEW HAND EVERY TIME YOU PULL THE HANDLE . . . FASTEST PITCH ITEM ON THE MARKET TODAY—TROUBLE FREE—Made in Japan ..... **Ea. $2.00**		
Large Size Ass't. Plush Toys	Doz.	$16.00
3-BLADE SCOUT KNIFE	Doz.	$ 4.80
DELUXE ALL SWISS 12 WATCH ASS'T. 12 WINNERS—All Boxed		$60.00
Men's Stretch Socks — 1st Quality	doz.	$ 2.50
10 Page Photo Album	doz.	$16.50
Barking Poodle — Battery Operated	doz.	$24.00
ANTIQUE WOOD — SPICE RACK RADIO	Ea.	$12.80
BEAUTIFUL LADIES' HEAD SCARFS—Ass't. Colors	Doz.	$ 1.90
SPAULDING GOLF BALLS	doz.	$ 3.90
PANTY HOSE — 1st QUALITY	doz.	$ 3.90
Beautiful Framed Picture with Clock Inside	Ea.	$ 7.50
Pre-Recorded 8 Track Cartridge Tapes—Ass't. Top Tunes	Ea.	$ 1.90
Musical Revolving Doll—Beautifully Dressed	Ea.	$ 3.90
3-pc. Men's Wallet and Keycase Set	Set	$ 3.00
Beautiful Ass't. Pendants and Earrings—Boxed	Doz.	$ 2.00
Draw Poker Slot Machine	Ea.	$ 2.50
Assorted Battery-Operated Deluxe Toys	Doz.	$24.00
Men's Deluxe Folding Umbrella	Doz.	$15.00
Battery Operated Crawling Baby Doll	Ea.	$ 3.00
Large Musical Bird Cage Music Box	Ea.	$ 4.90
3-pc. Set—Gourmet Cast Iron Skillets	Set	$ 3.00
The Original "Drinking Bird"	Doz.	$ 6.00
15 Light—Push In Bulb Xmas Light Set	Doz. Sets	$ 6.00

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Veteran Auction Man Dies In Nebraska

Roy Tucker, 76-year-old retired livestock auction market man, died at his home in York, Nebr., Nov. 10. He had been in failing health for some time.

Mr. Tucker established the York Livestock Sales Co., in 1922, and was active in the business until his retirement in 1966. He was one of the founders and first president of the National Livestock Markets Association, predecessor of today's Competitive Livestock Marketing Association.

He was also a former president of the Nebraska Livestock Auction Markets Association, a former member of the Nebraska and National Auctioneers Associations, past president of the York Chamber of Commerce and co-founder of the York County Agricultural Society.

Survivors include his widow and son, both of York, and a sister in New York state.

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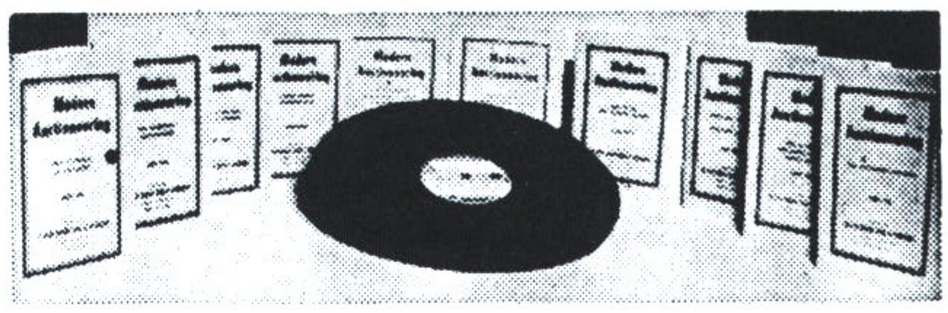
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World Series of Antique Auctions

By Lyle Rolfe

Col. Fred Quick of Aurora, Ill., handled what has been called "The World Series of Antique Auctions" recently in Eau Claire, Wisc. He was asked to handle the three-day sale by George Farmers Auction Service, Inc. of Eau Claire, because of his experience and reputation as an authenticator, consultant and expertise on antiques and their sale.

This auction of rare antiques grossed nearly $100,000 and attracted customers, including other auctioneers, from as far away as Mexico.

Quick has his own auctioneering service in Aurora.

In preparing for this sale, Quick flew to England and toured the Albert and Victorian Museum to see the original Ardebil Mosque Carpet and other copies of art that were represented in the auction. He consulted other museum and art curators while in England to add to his vast knowledge of antiques and art.



The rare Celebrated Monkey Vase shown here brought $2,000, from an area man who purchased it and other items to keep them in the Eau Claire, Wisc., area.

The auction represented the largest collection of antiques and art pieces ever assembled in this midwestern state. The items ranged from hand-carved teakwood furniture to clay pottery dating back as far as the Ming Dynasty in China, (1368-1648). All items were in the estate of Mrs. Roy Backus who, with her husband, had traveled throughout the world in the 1930s collecting the items.

Among the items auctioned were three copies of the Ardebil carpet which he saw, that dated back to 1539. They sold for $1,700. A vase called the Celebrated Monkey Vase, one of the more rare pieces in the collection of more than 1,200 pieces, brought $2,000. This vase has more than 1,000 different monkeys carved onto its surface. It is known as the masterpiece of Ijigura Yosi, the greatest of clay modelers in Japan. The date of the vase (which brought $2,000), is not known.

It was purchased by Gene S. Grengs of Eau Claire, who also purchased many other items "to keep them in the area"

A. C. Dunning, a retired auctioneer and receiver of "Auctioneerings Highest Award" purchased a hand-carved wooden monkey holding a card tray for $200 and a bronze door knocker for nearly $100.

Jay Kodner, son of Albert Kodner, NAA member, purchased one bronze lamp for $435 and several other items for Howard Art Galleries of Chicago, which he, his father and a group of other investors own. A Madison, Wisc., auctioneer, said he attended the sale because he felt this was the World Series of Antique Auctions.



Auctioneer Fred Quick holds one of the Ming Dynasty vases which brought $1,000 at the antique auction in Eau Claire, Wis. Around him are a few of the 1,200 items sold over a three-day period.

The heirs had expected to gross about $40,000, so were quite surprised and pleased at the end result of Quick's work and efforts.

The items in the auction also included two vases from the Ming Dynasty period of China which brought $1,000 a perfume cabinet reputedly given to Josephine by Napoleon which sold for $1,050, and two tables believed to have been owned by King Ludwig of Bavaria. Also, several original paintings by I1 Bronzino (1502-1572), of which one pair sold for $1,400, a Sevre vase painted by Louis Moreau (1740-1806) which brought $1,800, and several signed Tiffany lamps and

chandeliers. The highest price paid for any item was $3,600 which was for a Tiffany lamp that will be hung in a womens store for decoration.

Also in the sale was a love seat made by an unknown craftsman and believed to have been owned by a member of the Medici family, a royal Italian family in power during the 13th to 16th centuries. The love seat bears the Medici family coat of arms.

Many pieces of cut glass in the sale were signed. Still other items included Hallmark and Sterling silver items, hand-painted china, old porcelain picture and platter collection, art glass, needlepoint, mantle clocks, grandfather clocks, high poster beds, one of which was owned by Gov. Ramsey in the early 1800s, alabaster chandeliers once a part of the "Gates Mansion", marble figures, busts, lamps, and other items, and original oils by Carling, Pierri Mignard, W. Plaiski, Voltz, Munee Lee Versnell, Ream, Gaskin, P. Jorotti and others, including oils on porcelain.

A large number of Oriental items were among those in the sale, all of which were in high demand because of their rarity. The list goes on and on.

If there is such a thing as being "A Mans Man", then Quick is "An Auctioneers Auctioneer". His success in sales such as this one show the reason why.

Rare Hadley Chest Goes To Auction

(Reprinted from the NORWICH (Conn.) BULLETIN, issue of Sept. 12, 1971)

Mansfield was the center of excitement this past Labor Day when an early 18th century antique went to auction. The early morning hours before 10:30 saw the curious, the speculative and interested swarming like bees over a piece of oak handhewed into a dowry chest for one Sarah Porter who married the first minister of Tolland, Connecticut.

Under the experienced hands and auctioneering patter of Gordon Reid of Auction Acres, Brimfield, Mass., the item was brought up to the block at 10:45. The eyes and ears of the crowd shut out any and all superfluous noises other than the auctioneers voice. At 10:50 the static excitement had built to a pitch that could be physically felt by those surrounding the bidders.

TWO THOUSAND FIFTY I HAVE!! $2,050 I have!! Asking for $2,075!! It was at this point a bit of soul searching took place—absolute quiet—thoughts — "Should I?" — "Should I?"

TWO-THOUSAND SEVENTY — FIVE WE'VE GOT!! "Three thousand — looking for three thousand" — Again a momentary lull — but so sharp it pierced the humid air. Finally the decisive nod — yes!! $3,000!! Careful scrutiny of the crowd — helpers not missing a tiny movement for further bidding — SOLD FOR THREE THOUSAND DOLLARS TO ————."

Immediately the crowd was alive with chatter. The new owner stunned but satisfied, as well they should. The famous Hadley chest was carefully loaded into a station wagon where it hosted a steady stream of interested lookers throughout the rest of the auction.

The question now arises, What is a Hadley Chest? Why is it so important? Why is it so valuable? Where did it get its name?

First I should explain that there is but one book concerning the Hadley Chest, written by Reverend Clair Franklin Luther in 1935 of which only 500 were for sale. Just as this book is limited so are the Hadley Chests which number one-hundred and twenty to date. From this book I have tried to glean the most important facts, if you should try to read the book (from the Connecticut State Library) I'm sure you, too, will experience confusion. Reverend Luther may have been a marvelous man-of-the cloth and written a firy sermon, but the context of the book are scrambled and difficult to read.

First and foremost, the Hadley Chest is just what the name implies; a chest made to hold family possessions, bedding and so on. It was not until much later than people looked upon it as a dowry chest or the modern day equivalent of a "hope chest." Joyners' inventories show that orders were made of a "chist of drawers" or a "carved oack chist" and in two instances it was listed as a "wainscotted" chest. As yet the piece had not been dubbed, Hadley.

As to the name — much has been writ-

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ten and speculated upon as to its origin — some say a man by the name of Hadley made them, others because they were made only in Hadley. But Reverand Luther states: "Nobody in the Connecticut Valley in either the Seventeenth or Eighteenth Century ever spoke of a "Hadley Chest," we may be sure. The name came from without — at least from another community — and much later in point of time, bearing no suggestion of reproach, carrying only an allusion to local origin."

"It was in September of the year 1883 that Mr. Henry W. Erving of Hartford, among the pioneers ferreting out the treasure of colonial furniture and himself a connoisseur and author in this line, brought to light one of the chests — the R D Chest — in one of the old houses of Hadley Street, where it had been in the family and habitation for nearly two centuries." At that time there was also another gentleman from the Deerfield, Mass., area who also dug out three early examples of these chests. He and Mr. Erving collaborated on their findings with Erving bringing his carved chest to Hartford and having other pieces of some what similar character, he came to speak of this one as his Hadley Chest." He was, of course, unaware that he was thus bestowing a distinctive name upon the type which was to cling and serve as a permanent designation. It was not generic, as has been remarked, but geographical."

Thus the Hadley chests are the earliest examples of what may be known as America's first furniture style.

Essentially the mark of a Hadley Chest is not its structure but the presence of the characteristic tulip and leaf design. This design was common place with the ancient stock of Europe who encountered the flat carvings of old Trrolese woodwork, the elaborate interlacements of Norse design and a Celtic manuscript ornament, all previous to the 11th century. Why, then, did this tulip and leaf design suddenly pop up at the end of the 17th century?

The fact is that primitive forms of decoration belong to all ages and peoples. Although this design was also quite common in Flemish art history and art books fail to disclose a single piece of English manufacture with this design — then again whose to say that it could not have been stored in the mind's eye of one of the English settlers of New England?

It is generally assumed that this design springs from the Mary Allyn chest made by Nicholas Disbrowe, a cabinetmaker of Hartford, who died in 1683. Thus it remains an intriguing puzzle as to its accurate paternity and pedigree. Nevertheless the fact remains that the tulip and leaf mark a Hadley Chest.

At this point of time you may well wonder how these distinctive pieces came to light, especially in the area where it was common occurence for open warfare, attacks and massacres of savage Indians, religious schisms, and political differences dividing families and communities. Hardships and struggles incident to the setting up of homes and government in an exposed frontier. This time period has been described as the "low water mark of creative and artistic development," yet it is at this time when the Hadley chest was made.

One wonders indeed how the men of that age found time from the insistent demands of everyday survival for the construction of so considerable a number of these ornamented pieces, surpassing the actual requirements of necessity and displaying native, if untrained, genius; and at the same time how a fashion that captivated an entire section could have flourished in the midst of pioneer hardships and struggles. It is with these considerations as well as the inherent attractiveness of the pieces themselves that create its value. As to the chest makers, it would be far more beneficial if you were to acquire the book yourself for identification.

A FARMER RETURNED HOME from the State Fair with a large, sparkling diamond ring. "Do you reckon," asked a friend, "that that diamond is genuine?' "If it ain't," answered the farmer, **"I've sure been gypped out of two bucks."**



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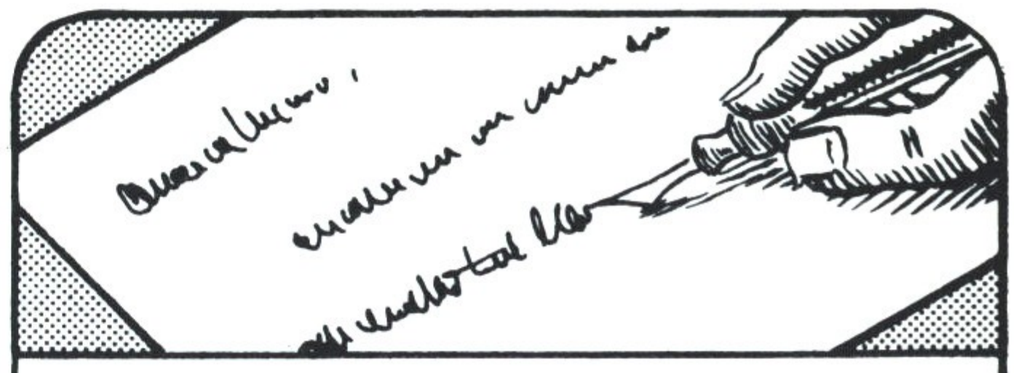
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Ladies Auxiliary to the NAA

Show me an adult who can smile through a rock and roll concert, and I'll show you a hearing aid with weak batteries!



The Members Say...

Dear Bernie:

Congratulations on the progress you have rode herd on during your time with the NAA. I regret that my contribution to the New Home has not been substantial - what counts is - we have it!

The job gets bigger as everything progresses - there is no going back in this business. Only some of we old men seem to slide back and in my case it is not because there is anything wrong with the Auction business. There have never been more good auctioneers coming along.

I am enclosing a clipping about one of the best. This boy did it the hard way and it hasn't hurt him because it was tough. He is the kind of example we need to hold up when the weak ones whine.

Sincerely,
Paul L. Owens
Eagle, Idaho

* * * *

Dear Bernie:

Just a line to say, "Hi," and to let you know that I received your very nice letter and Certificate of Membership and very pleased to receive both of them. Would you please send applications to the two prospective members whose names I am enclosing.

Business is picking up considerably at my Auction House, and we had an outside sale, last Thursday, selling all equipment.

Enclosed is $5.00 to enter my name on the Booster Page.

Auctioneeringly yours,
Carlton "Gene" Kastor
Auburndale, Fla.

* * * *

Dear Mr. Hart:

The convention was terrific! The enthusiasm created by the officers and committees was contagious. I am sure that everyone enjoyed the social and business activities as much as my wife, Madelyn, and I did. We look forward to the Texas convention.


GORDON REID'S FAMOUS ANTIQUES FLEA MARKET, BRIMFIELD, MASS. 01010

We have conducted thirty auctions during the Spring, Summer and Fall, throughout Massachusetts and Connecticut and several at our business place and home, **Auction Acres.** A newspaper clipping in connection with our Labor Day Auction is enclosed.

All the other auctioneers have been just as busy.

Enclosed, also, is an aerial photo of our Antiques Flea Market, taken at the July 1971 Show. Thought that other auctioneers that have the available space together with time and the staff may consider entering this field.

The antique dealers like it for buying, selling or both and the general public can find, in one location, more collector's items than they could find in months of traveling.

Trust that you and your wife and son are doing well. I know you are proud and happy at the new headquarters as you should be.

Cordially,
Gordon Reid
Brimfield, Mass.

P. S. Our visit with Pop Hess was an extra treat.

Dear Bernie:

We are planning our 1972 Pennsylvania Auctioneers Convention to be held Jan. 14 and 15, at Hershey Motor Lodge, Hershey, Pa.

Sales have been good here. Our dairy cattle market is good. We had lots of sales, averaging from $500 to as high as $711 per head. Still several more to go and then I'm going hunting.

Sincerely,
Ralph Horst
Marion, Pa.

* * * *

Dear Bernie:

I know I'm kinda slow with this contribution for the Building Fund, but I felt I'd like to in a small way do my part as a young auctioneer in his way of appreciating all the benefits of having a National Home Office.

If it's not too late Bernie, please accept my check of $100 as a small token of all the many good and solid ground breaking ideals of some of our better and more successful auctioneers. It was a pleasure to hear your very nice and interesting talk at our Minnesota State Convention at Caledonia, Minn., this year and I was very surprised to go home with

Attention Auctioneers and Antique Dealers

Direct Importer — Wholesale Antiques

After 22 years of running a West Coast Antique Auction Circuit and supplying other auctioneers, I have decided to offer antiques to the Trade in Sea Van Quantities Only. I warehouse in England and on the continent, but to save you money prefer direct containers from the country of your choice direct to your door. I am aware of the problems and will take care of customs, packing, duty, transportation, etc. Our shipments will be reasonably priced, broken down each item F.O.B. your door. Cases will be assorted as to the best buys of an area and as large an assortment as possible. (Special items may be included on request if available). Now importing approximately 200 containers a year.

Write your needs to my office,

LYNN WALTERS, CLACKAMAS, OREGON

PHONE 503-654-3000

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

the Champion Auctioneer trophy for 1971.

Again Bernie, this is not much, but I'm happy to do it and hope to do more in the future.

Thank you for everything,
Orlin Cordes
Red Wing, Minn.

Pity The Middle Class

For years, the greatest fear in a man's life was to be poor. It was about the worst thing that could happen. But gradually that's changing. In fact, nowaday, you can get subsidized housing, health and dental care, university scholarships and various other welfare benefits, provided you're poor enough. All you need to enjoy many of the advantages of life is proof that you are disadvantaged.

Nobody can complain about that. It's human and kind. However, in curing poverty, society has created another problem group. And that's the middle class.

Nobody wants to be middle class anymore because the middle class has an awkward amount of money — too much to be eligible to live as well as the poor, too little to live as well as the rich. The middle class wage earner is caught in between.

Instead of living downtown (like the rich and the poor) the poor sap has to buy a crummy lot 35 miles from town because that's all he can afford. And then he spends the rest of his life trying to pay his bills, educate the kids and meet the mortgage because nobody will help him out. If poverty gets any more attractive, this is the sort of thing we may run into at the office:

"Mr. Goodie, I wonder if I could speak to you for a minute?"

"What is it, Smedley, I'm busy."

"It's about my salary, Mr. Goodie. I wonder if you could give me a decrease,"

"You had a decrease less than a year ago, Smedley."

"I know, sir. I wouldn't ask if it wasn't important, but I sure could use less money."

"What size decrease did you have in mind?"

"I was hoping for a $25 cut in salary.'

"Twenty-five dollars! That's a big slide, Smedley. What have you done to merit it?"

"I've worked for the company 23 years, Mr. Goodie. And I've never let you down. My work has always been up to standard."

"I realize that, Smedley. But $25. Wouldn't you be satisfied with a $15 cut? We have a budget right now. We're already below last year's salary figures. And I hear the union is furious, tax wise."

"Mr. Goodie, a $15 cutback is better than none, but my wife and I had our hearts set on a $25 decrease."

"How about $20?"

"If I made $25 less, we'd be eligible for an apartment in the city's new development, the one downtown with a pool, sauna and tennis court. Besides, my son would qualify for a government scholarship and we would get his teeth fixed."

"You drive a hard bargain, Smedley. But you win. You get a $25 decrease on this condition. If your work slips, you'll take a $10 raise, no questions asked."

"Bless you, Mr. Goodie."

"And, Smedley, will you invite me over for tennis and a swim some night when you get into your place?"

"Certainly, sir. I believe the poor should share with the less fortunate."

(We have no idea who wrote this, but it is such a gem, we want to share it with you.)

ATLANTA AUTO AUCTION

SHORT AND SWEET

The relatively new bridegroom laid down an ultimatum. "Either we both go out and look for jobs tomorrow, or we'll have to start going hungry."

"But honey," wailed his bride. "When we got married, you said we had enough money to last us the rest of our lives."

"That's right," said the bridegroom. "But only if we die before next Tuesday!"

ONE OF THOSE LONGIES?

The old ship's captain was telling one of his tales of sea adventure to an enthralled audience. "In the thick fog, I saw a light in the distance," he said with a voice full of intrigue. "Slowly it became clearer — and clearer. Finally I could make it out — it was the end of my cigarette!"

Across The Country

BY BERNARD HART



HIGH COURT RULING BACKS AUCTIONEERS

LINCOLN — The Nebraska Supreme Court upheld Friday, the constitutionality of a 1963 legislative act dealing with auctioneers who sell mortgaged property.

The act provides that auctioneers are not liable if they unkowingly sell mortgaged property, providing they act in good faith. The ruling came as the high court reversed a Madison County District Court decision, and dismissed a suit brought by State Securities Co., against Norfolk Livestock Sales Co. Inc.

The livestock company had sold livestock belonging to Gary Apfel although State Securities held a mortgage on the stock.

Above is a reprint from the OMAHA WORLD-HERALD in their issue of Nov. 13 on page one of the second series. During the 1960's when some auctioneers' groups were sponsoring legislation to "protect the public" members of the Nebraska Auctioneers Association were sponsoring legislation to PROTECT THE AUCTIONEER. I am sure that many will agree that the latter is the better approach to improving the auctioneer's lot.

A nightly feature of the 1972 Indianapolis Auto Show will be the auctioning of a new car. There is nothing that will beat the drawing power of the "chant of the auctioneer." A nightly auction in the 1971 Show brought record breaking crowds to the event. And the Show's chairman, Bernard McGinty, has been buying and selling automobiles at auction for a good many years. Dates are Dec. 29 - Jan. 8.

Since our Building Dedication ceremonies, in July, we have enjoyed visitors to our office from as far east as Connecticut and west to Montana. One of our most pleasant surprises of the fall season was when Jan and I came to work and found a camper in our parking lot. It appeared to be occupied but we did not investigate. A half hour later, R. A. Waldrep, Gainesville, Ga., walked in the back door. A few minutes later, Mrs. Waldrep came in and we spent a most pleasant forenoon together. The Waldreps were enroute home from an extended trip that had taken them all the way to Alaska. Mr. Waldrep is a former Director of the NAA and a Life Member.

It was certainly refreshing to attend the enthusiastic meeting of the New York State Auctioneers Association, in late October. This group has not been as active as they might have been but from the interest and enthusiasm shown at this latest meeting, I would say they are well on their way toward new and better goals. I was rather surprised to see so many auctioneers at a state meeting who were not NAA members - but this was corrected as I returned with eight new applications.



Several members of the C. B. McCarter family, Sevierville, Tenn., entered the Amateur Contest in different groups. One of the groups was Kay and Mary McCarter (above) singing "I Know".



The Lighter Side...

EASILY DISCOURAGED

It was at the state fair. The spectacular act was a dive from 100 feet up into a shallow tank of water. Out came the diver, a scrawny little man in his 80's. The crowd gasped. He addressed them "Friends, do you think it's right for an old man like me to have to make a living making this dangerous dive?'

The audience sat stunned a moment, then one woman yelled "No, don't dive!" Others chimed in, "No, No!" "Don't do it!"

"Thank you kind people" said the little old man. "The next show will be at 7:30!"

NOT PRESSED

The operator of a sawmill wanted to buy some timber from a mountain land owner. But the owner was asking top dollar, and refused to lower the price.

"Why," fumed the sawmill operator, "I can buy timber from the government cheaper than that."

"Mebbe so," agreed the old land owner, "but the guvmint's in debt, and I aint!"

OUGHT TO DO IT

Plagued by cars racing past his farm at high speed, the farmer tried various means of encouraging them to drive more moderately. Finally, in desperation, he put up a sign, which did the trick. It read: "Slow — Nudist Camp Crossing."

DOWN TO CASES

The farmer's wife had become embroiled in outside activities. Full of enthusiasm, she returned home late one evening, sank down in an easy chair, and announced to her husband: "Everything's going great for the election — we're going to sweep the county.

Her husband looked around wearily and responded: "Why not start with the dining room?"

TRICKY

A communist is like a crocodile. When it opens its mouth, you cannot tell whether it is trying to smile or preparing to eat you. — Winston Churchill.

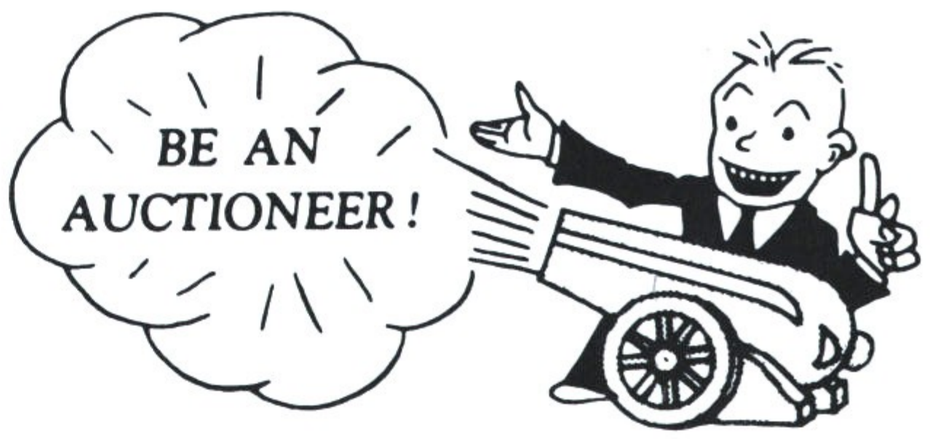
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HEAD FIRST

"Reckon you folks ought to come out to the swamp with me," said the woodsman, "your son is stuck out there."

"How deep is he in?" asked the father.

"Up to his ankles."

"Oh, well, let's rest a bit," said the father, "there's time yet."

"I reckon not," the woodsman replied, "he's in head first."

BEAN WITH BACON

"Well, sir," said the waiter as he placed the hot bowl of soup before the customer, "it certainly looks like rain, doesn't it?"

The customer looked at the bowl and sniffed slowly, "You're right," he said grimly, "but it does smell a bit like soup."

TRUE LOVE

In the old days, a boy would give his girl his class ring when they were going steady.

Now he lets her use his hair curlers.

WRONG WIFE

Phil: "'Did my wife speak at the meeting yesterday?"

Henry: "I don't know your wife, but there was a lady who rose and said she couldn't find words to express her feeling".

Phil: "That wasn't my wife."

LEARNING

It has been said that some students drink at the fountain of knowledge. Others limit themselves to gargling.

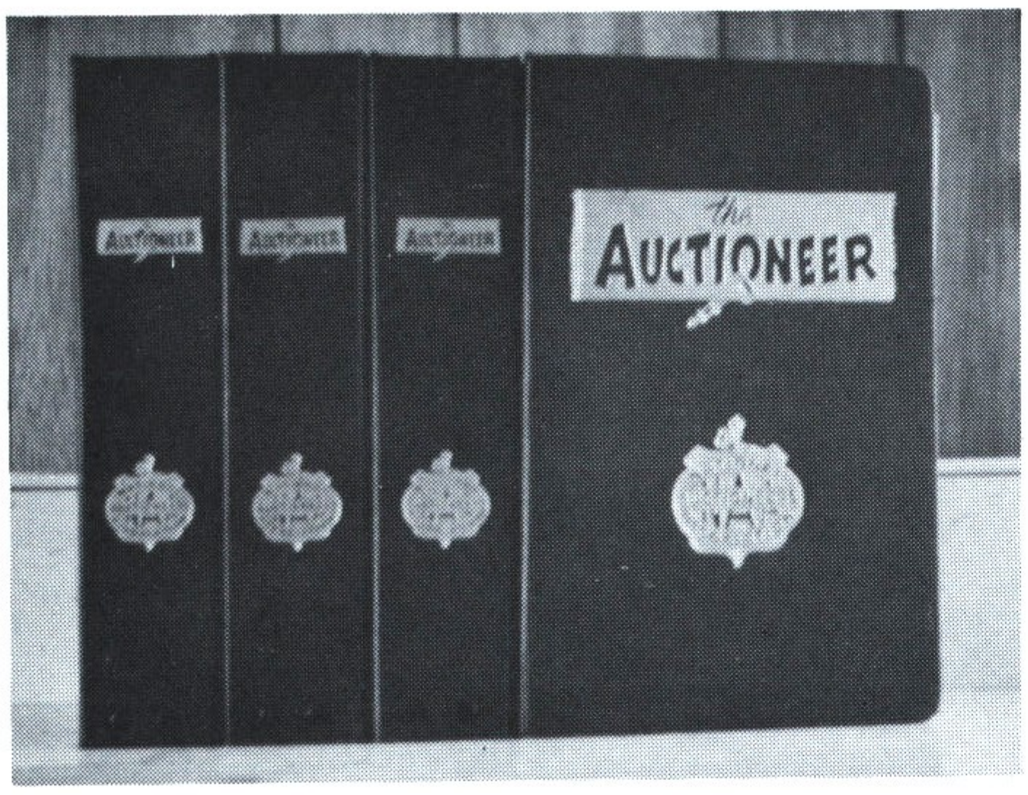
GETTING ALONG

Too many people are trying to rock the boat these days when they should be paddling their own canoe.

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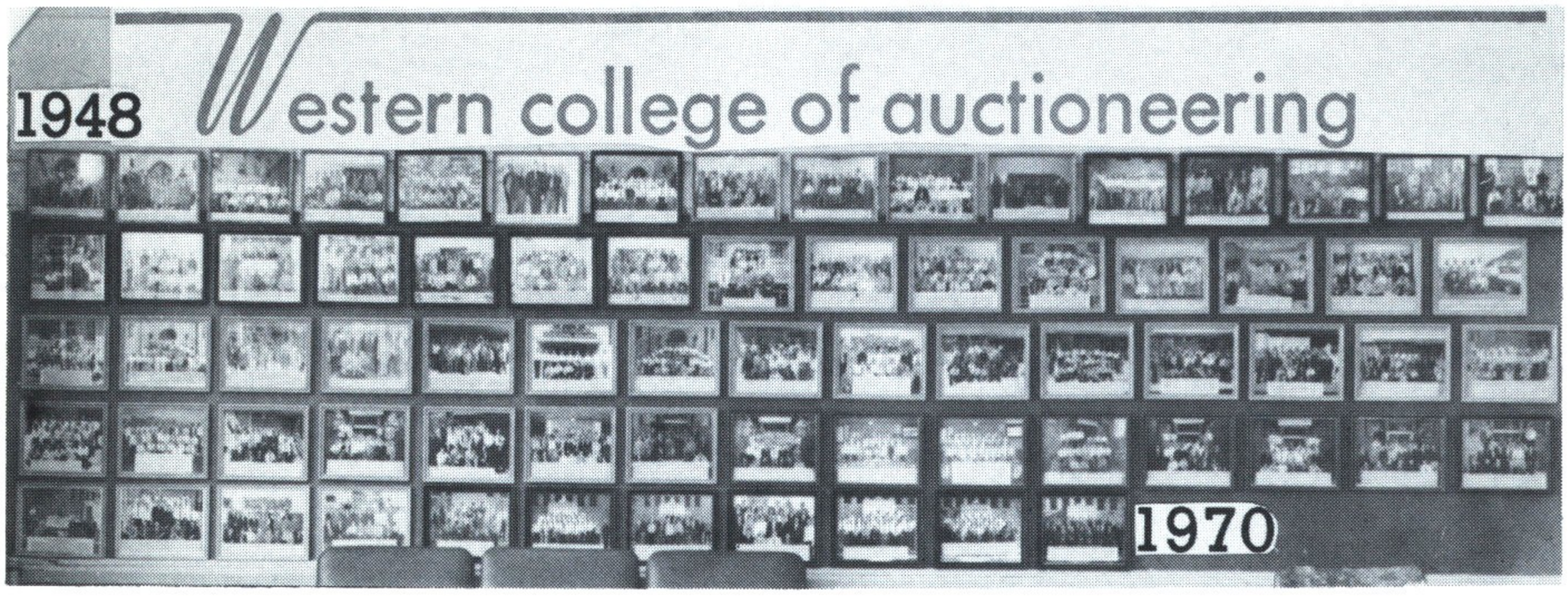
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Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is not duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1/3 White, Pink & Card) . . .	$14.50
18,000 Tickets (1/3 White, Pink & Card) . . .	27.50
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STANDARD CLERKING SHEETS . . . Form No. CLS-2

8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.

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

STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.

2 part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".

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

EQUIPMENT AUCTION TAGS . . . Form No. EAT-59

3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".

1,000 Tags . . . . . $9.75 5,000 Tags $42.50

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

1,000 Wires . . . . . $5.00 5,000 Wires $22.50

BUYER CARDS . . . Form No. BC-70

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

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

FINAL SETTLEMENT FORMS . . . Form FS-69

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

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

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

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

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

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

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

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

PERSONAL PROPERTY AUCTION CONTRACT . . . Form No. PPC-69

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

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