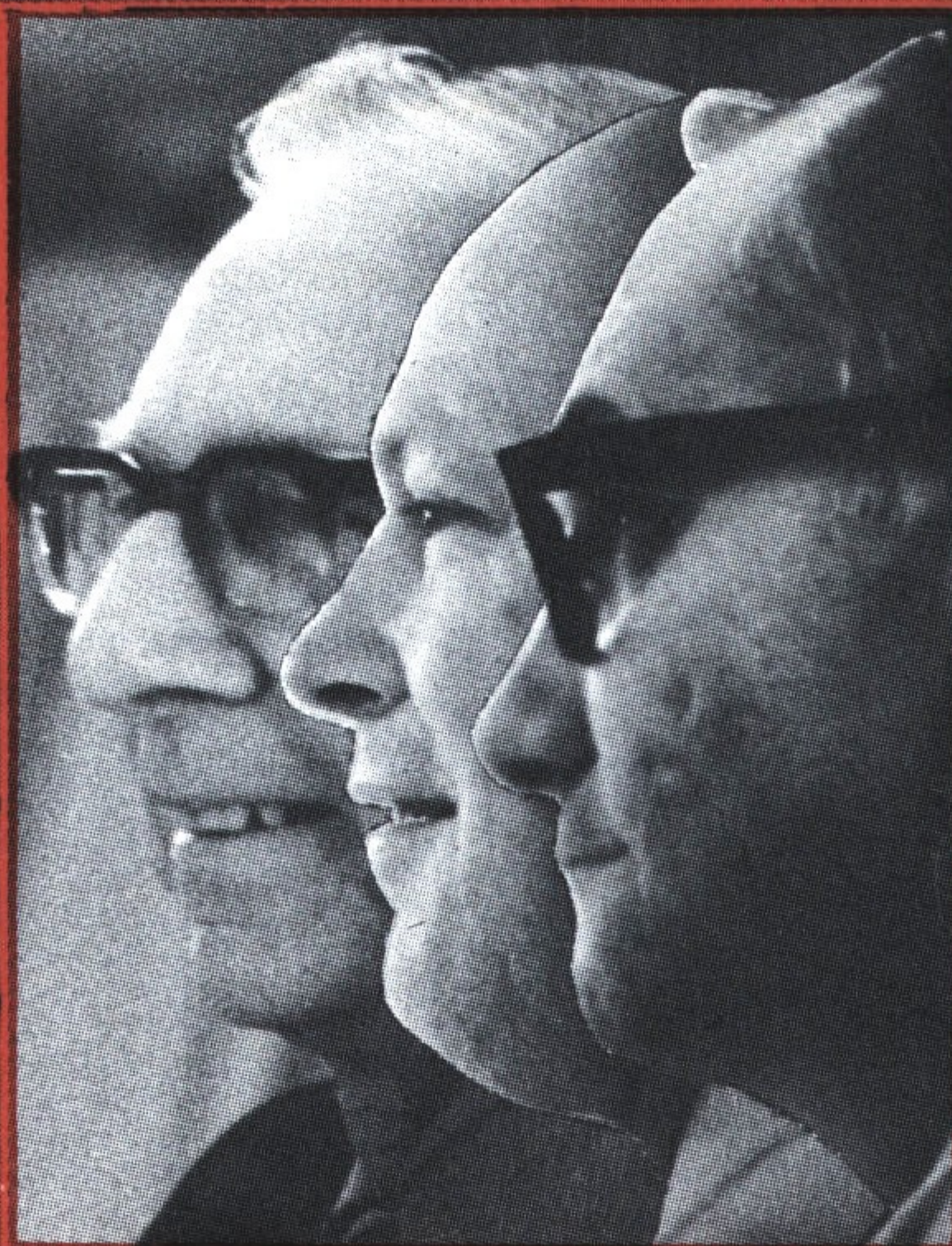
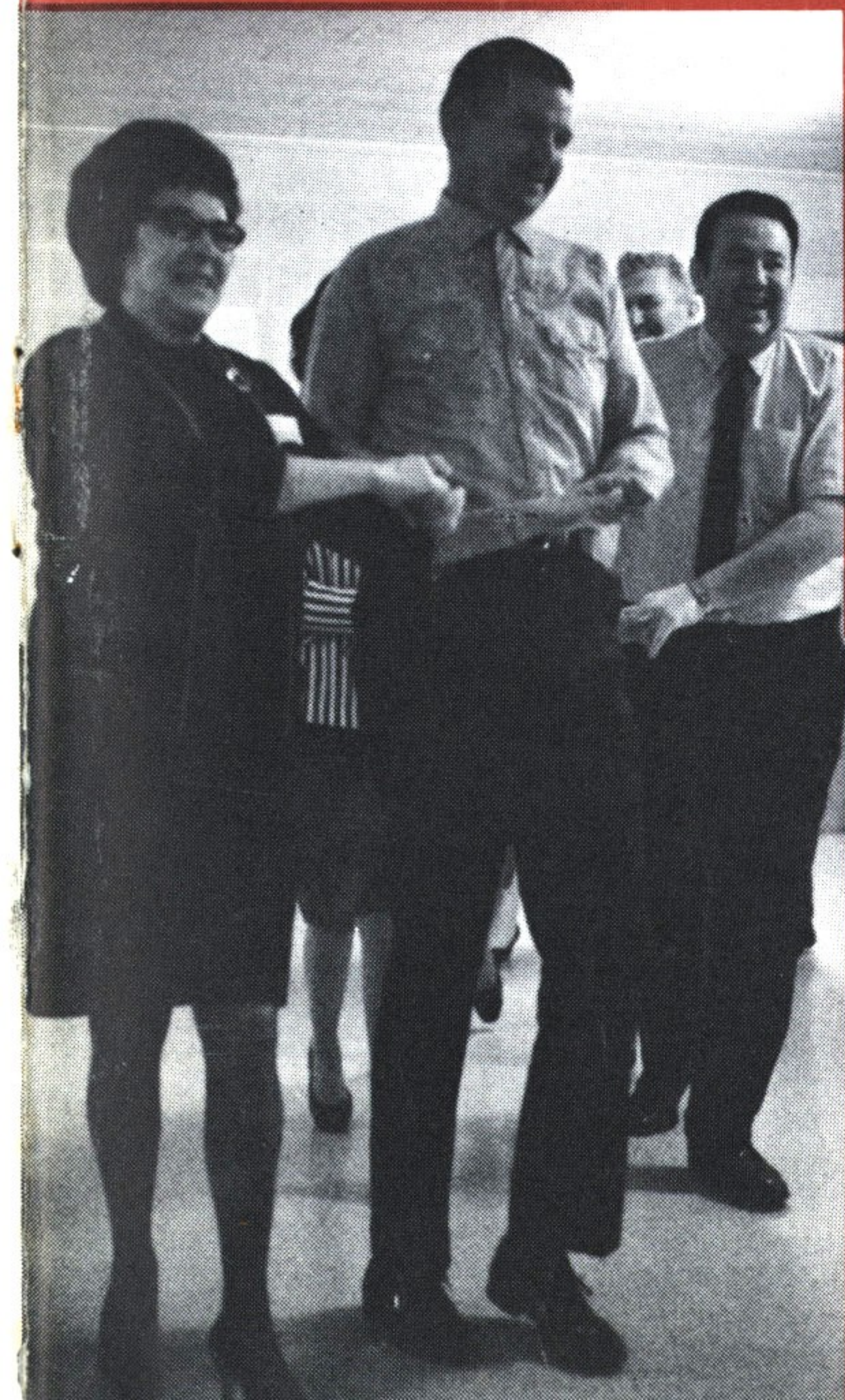
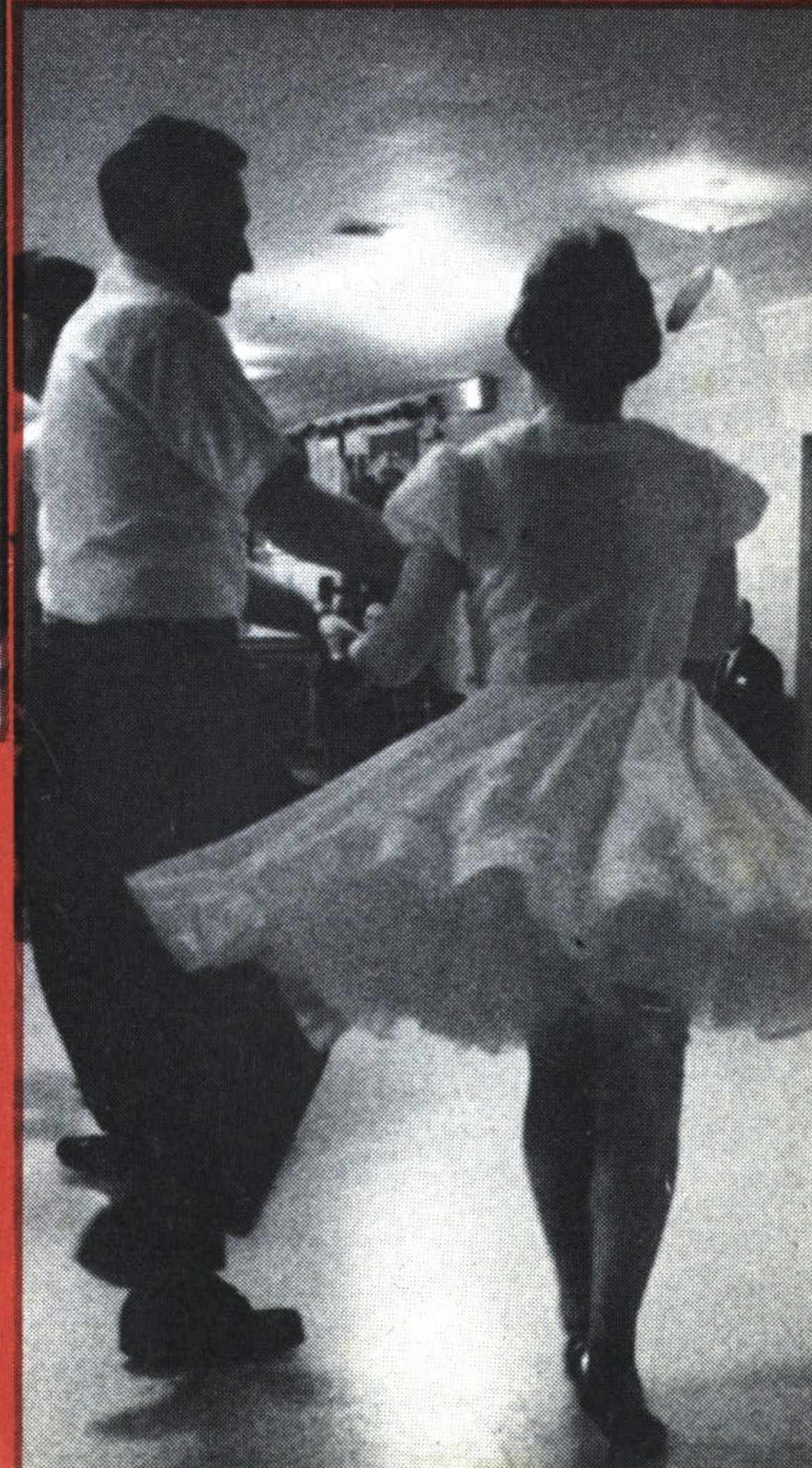


THE auctioneer



**Fun Time at Indiana
Auctioneers District No. 5
Spring Meeting at Patoka
Dream Motel 3-1969**

Photos by
COL. JOHN W. DOANE
MT. VERNON, INDIANA



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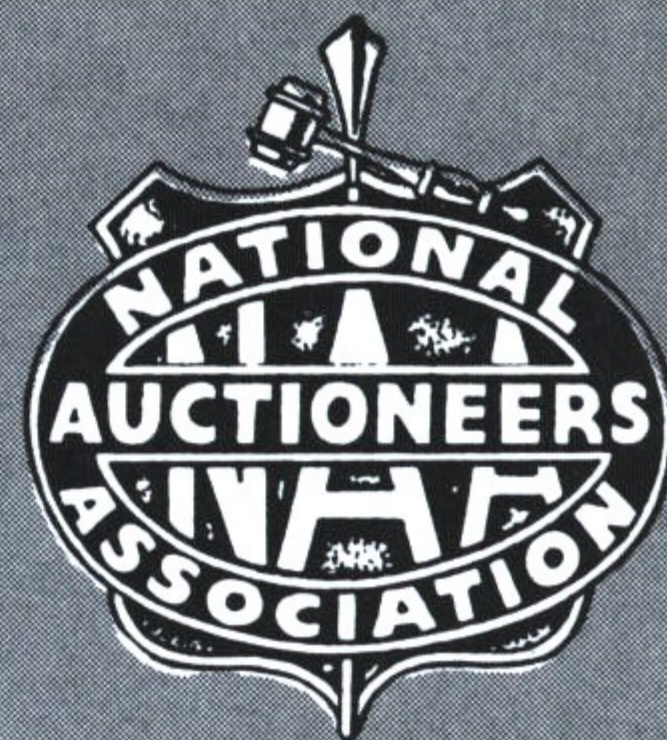
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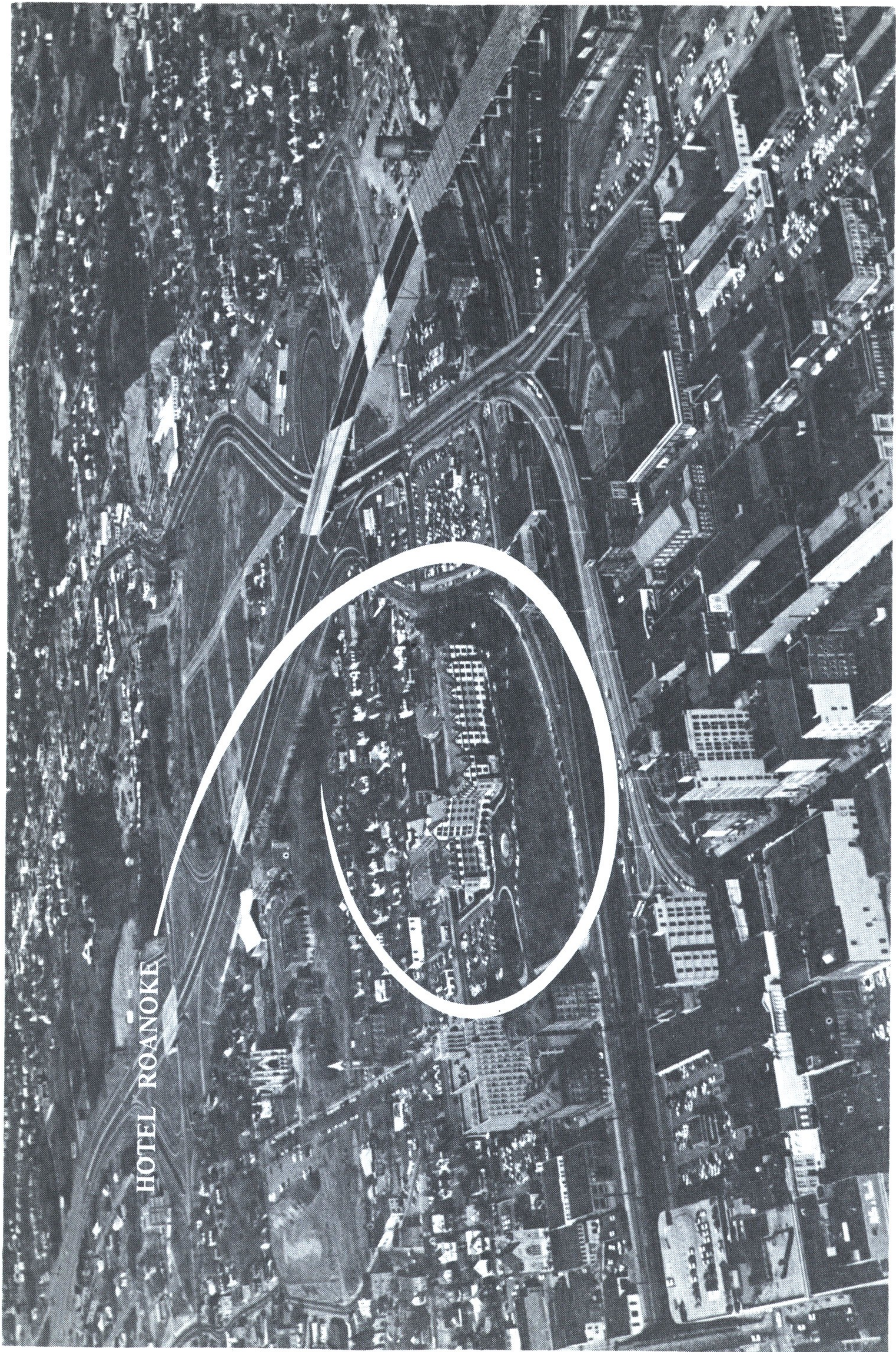
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HOTEL ROANOKE

Welcome To Roanoke

Your visit to the "Old Dominion" this summer should be one of the finer experiences of your life.

Virginia is the Mother of States and Presidents, the birthplace of our nation, the scene of some of the most significant events in American history, a land of timeless beauty, a matchless playground, and a dynamic society.

Whether before or after the convention, you should plan to spend some time exploring Virginia's world of treats.

Roanoke, your host city, is the hub of a metropolitan area where 180,000 bustling, busy people live in a beautiful environment. The urban community sprawls in a broad valley at an elevation of 1,000 feet. Surrounded by mountains of the Blue Ridge and Allegheny ranges, the city looks at magnificent scenery in every direction.

Roanoke even has a mountain of its own inside the city limits.

Along the crests of the mountains, the famous Blue Ridge Parkway meanders at an average elevation of 3,000 feet for 468 miles from northern Virginia—deep into the Great Smokey Mountain National Park in North Carolina. Eleven million visitors enjoyed this scenic roadway last year.

Radiating out from your host city in every direction are fine highways. U.S. 460 breaks through a mountain gap into history land. On its way to the coast it introduces the visitor to Appomattox where Grant and Lee concluded the great Civil War. Deviating to Richmond, the State Capitol and other historical buildings retain the ghostly aura of many of our nation's founding fathers and eminent statesmen.

James River plantations of colonial days, historic Williamsburg, and hallowed Jamestown await the Virginia guest who seeks the truth of our great independent heritage. Replicas of the three tiny ships which brought the first English speaking permanent settlers to these shores in

1607, are tied to the wharf at Jamestown. They, of course, preceded the Pilgrims who landed at Plymouth in 1620.

At the great Hampton Roads harbor on the Atlantic coast, nautical buffs can view the largest naval base in the world, visit museums on shiplore, or spend days at beautiful Virginia Beach soaking up sunshine, salt water, and sights.

Please don't stop here. Going in another direction from Roanoke, your trip up the beautiful Shenandoah Valley can be just as exciting. Back to history—do you like military personalities? How about Stonewall Jackson, Robert E. Lee, General George C. Marshall and other great fighters whose careers were launched at Virginia Military Institute at Lexington.

The valley also presents such geological wonders as famed Natural Bridge and some of the most astounding caverns in the world.

Go to Charlottesville to Mr. Thomas Jefferson's country. See his home "Monticello", and the college he designed—The University of Virginia. Go through Virginia's blue grass country where famous race horses are bred and trained on luxurious estates. Go to Mount Vernon and tread in the footsteps of George Washington.

Virginia is truly a plethora of new and wonderful experiences. You owe it to yourself to sample as much as you can on this rare opportunity—the occasion of your National Convention at Roanoke in July.

Ya'll Come.



Downtown Roanoke, Virginia with famous Hotel Roanoke in the direct center. Surrounding mountains can be seen in the background. Interstate Spur 581 traverses the picture showing access street to the hotel. Roanoke is also the home of the Norfolk and Western Railway Company. Its headquarters are to the left of the hotel. (opposite page).

First NAA Convention

Attracts 107 People

Registration records at the first convention of the National Auctioneers Association convention indicate that 107 persons from 19 different states attended that 1950 event held in Roanoke, Virginia. Many familiar names in the profession appear among the registrants although some of them have since passed away.

It will be interesting to see how many of these 107 return for our 20th Anniversary Convention at the same location, Hotel Roanoke, in July. Some of them have already indicated that they plan to attend and we would guess there will be a certain amount of nostalgia aroused as these pioneers in organizing the auctioneers of America reminisce among themselves.

Following is a list of those who attended the 1950 convention as taken from the registration roster:

CALIFORNIA — 1

Col. E. E. Young, Anaheim

ILLINOIS — 10

Col. C. B. Drake, Decatur

Col. and Mrs. Jack Gordon, Chicago

Col. and Mrs. Walter Holford,
Edwardsville

Col. Ray Hudson, Morrisonville

Col. and Mrs. Clifton Suydam, Fairview

Col. and Mrs. Bert O. Vogeler, Franklin
Grove

INDIANA — 7

Col. Dale Beck, Noblesville

Col. R. C. Foland, Noblesville

Col. and Mrs. C. Laird Glover,
Crawfordsville

Col. and Mrs. James Liechty, Berne

Col. H. W. Sigrist, Fort Wayne

IOWA — 10

Col. Paul F. Bockelman, Sioux City

Col. and Mrs. Theo H. Holland,
Ottumwa

Col. and Mrs. Guy L. Pettit, Bloomfield

Col. John W. Rhodes, LeGrand

Col. and Mrs. Wendell Ritchie, Marathon

Col. and Mrs. Carl W. Setterberg,
Burlington

MICHIGAN — 2

Col. and Mrs. Henry F. Wilber, Bronson

MINNESOTA — 2

Col. Russell Davis, St. Peter

Col. Paul Leitz, Cyota

MISSOURI — 4

Col. and Mrs. William McCracken &
daughter, St. Louis

Col. Stanley Wasielewski, St. Louis

NEBRASKA — 3

Col. C. Henry Rasmussen, St. Paul

Col. and Mrs. Adolph Zicht, Norfolk

NEW JERSEY — 6

Col. and Mrs. B. G. Coats, Long Branch

Col. John Potts, North Branch

Col. Herbert VanPelt, Whitehouse Station

Col. and Mrs. Watson VanSciver,
Burlington

NEW MEXICO — 1

Col. Dennis L. Moss, Clovis

NEW YORK — 1

Col. Fred Frost, Newark Valley

NORTH CAROLINA — 6

Col. A. T. Baldree, Wilson

Col. Alston Clark, High Point

Col. Robert Mendenhall, High Point

Col. T. B. Palmer, West Jefferson

Col. D. R. Whitaker, High Point

Col. Odell Williams, High Point

NORTH DAKOTA — 1

Col. F. W. Sparrow, Washington

OHIO — 8

Col. Ray Austin, Jefferson

Col. and Mrs. John Pfarr, Jr., Richwood

Col. and Mrs. Homer Pollock, Delphas

Col. Claude Wilson, Pleasant Plain

Col. and Mrs. Clyde Wilson, Marion

PENNSYLVANIA — 24

Col. Tom Berry, West Newton
Col. and Mrs. Q. R. Chaffee, Towanda
Col. John F. Culler, McConnellsburg
Col. and Mrs. Frank Dira, Latrobe
Col. William R. Guthrie, Glen Mills
Col. Ralph Horst, Marion
Col. C. J. Leiby, Allentown
Col. Sam Lyons, Saltsburg
Col. H. B. Mushrush, Franklin
Col. and Mrs. Lee Pillsbury, Bethlehem
Col. and Mrs. Hubert S. Post, Washington
Col. and Mrs. Robert Post, Clarksville
Col. Wayne R. Posten, Stroudsburg
Col. and Mrs. Woodrow Roth, Emmaus
Col. Paul E. Sanger, Myerstown
Col. and Mrs. Charles Smith, Butler
Col. George H. Wilson, Media

SOUTH CAROLINA — 1

Col. H. D. Bruce, Greer

TENNESSEE — 3

Col. J. Robert Hood, Lawrenceburg
Col. and Mrs. C. Fred Ramsay, Madison

VIRGINIA — 6

Col. D. Frank Crim, Roanoke
Col. D. L. Donnell, Lynchburg
Col. W. O. Donnell, Lynchburg
Col. S. M. Francis, Roanoke
Col. C. Eli Holcomb, Roanoke
Col. and Mrs. Carl Hopkins, Lynchburg
Col. William Lockridge, Staunton
Col. D. W. Meador, Roanoke
Col. J. E. Neikirk, New Castle
Col. Charles R. Schoew, Lynchburg
Col. and Mrs. Foster G. Sheets, Roanoke
Col. and Mrs. Garland Sheets, Roanoke
Col. C. H. Vernon, Marion

WISCONSIN — 1

Col. Babe Brunsell, Evansville



“Smog is not all you smell”

An auction was being conducted in Southern California, when a man bid \$2.00 on a box of merchandise and stated, those wash cloths and towels are worth more than that. The lady beside him, “sniffing the air”, replied, “I’ll lend you another dollar if you will buy them”

Submitted by
NORMAN BASS
Oroville, California

OUR COVER

Springtime brings District Meetings of the Indiana Auctioneers Association, a time for fun and fellowship. In the top photo a professional Square Dance group entertains with various routines. In the lower left center shot, auctioneers and their wives joined in and answered the caller’s cry to “swing your pardner.”

John Friedersdorf, IAA president and commission member; Curran Miller, a past president and commission member; and District No. 5 president, Lawrence Callis, were among those present, lower right picture.

“When you fail to attend your district, state and national association functions, you are failing only yourself—don’t be a failure!” says Col. John W. Doane, Mt. Vernon, Indiana, and it was through Mr. Doane’s courtesy these pictures were made available to “THE AUCTIONEER.”

ANNIVERSARY

Customer at the bar was getting drunker and noisier until the bartender had to warn him to quiet down .

“Don’t be fussy ” said the customer, “This is my 30th wedding anniversary.”

“Oh well,” said the bartender, “go ahead and enjoy yourself. That certainly calls for a celebration.”

“No, you don’t understand,” said the customer. “I’m not celebrating. I’m drowning my sorrows.”

“Whatever for?” asked the bartender.

“Well, you see after I was married five years, I was ready to murder my wife. But my lawyer was a friend and he persuaded me not to. He said the least I could get was 25 years in jail. And I was foolish enough to listen to him. Think of it! If I’d gone ahead with it—I’d be a free man today!”

Convention Entertainment



Col. Morris Fannon, Chairman of the 1969 National Convention, (Roanoke, Va., July 10-12) has lined up some outstanding talent for Friday evening at the convention. Convention goers will be guests of the Virginia Auctioneers Association that evening.

Above is EBB 'n ANDY and the Tide Family. This group provides entertainment for all age groups. They have had their own half hour TV program for the past five years which is proof of their audience appeal.



The best way to remember your wife's birthday is to forget it once.

More and more people are buying their homes on the outskirts of their incomes.

It's human to have your mind wander, but the trouble comes when you follow it.

Nothing makes the younger generation seem so bad as having lost your membership in it.

THAT'S DIFFERENT!

A young farmer confided to his friend that life was empty: "The woman I love has just refused my proposal of marriage," he moaned.

"Don't let that get you down," comforted his friend. "Don't you know that a woman's 'no' often means 'yes'."

"She didn't say 'no'," said the sorrowful one. "she said 'phooey!'."



PHYLLIS GARST



JIM EANES

Jim is Virginia's "Old Standby of Country Music." He has appeared with most of the top name stars in the business. He is a "pro" in Show Business and has recorded a number of good tunes.

◀ Phyllis is one of the favorite country music performers in the Roanoke Valley. She is constantly being called to make guest appearances on Country Music TV Shows in the area, as well as local night clubs and conventions. You will enjoy hearing Phyllis sing.



GLENN HOWELL

The Show's M-C will be Channel 10 newsman and farm director, Glenn Howell, Howell has been associated with the Shenandoah Life stations for 24 years and is well-known throughout the area.



TWIST OF FATE

A man was driving down the highway and struck two men walking together. One of the poor victims was thrown through the windshield and landed in the front seat; the other was thrown clear out into a nearby field.

When the case came to trial, the driver got all the best of it. The court decided the one man had entered the car illegally, and the other had left the scene of an accident!

Participants Enjoy Kentucky Convention

While attendance was not what it should have been, those who attended the 1969 convention of the Kentucky Auctioneers Association certainly enjoyed themselves. The event was held April 13-14 at the Holiday Inn on Brownsboro Road in Louisville.

Committee Meetings were held during the afternoon of the first day and everyone got together for a Buffet-style Banquet in the evening. Entertainment was furnished by C. Roger Lewis and Walter Fritts with their banjo and guitar. The group joined in on singing the old time favorites.

A session of "Bingo" was enjoyed by everyone and this was followed by the Fun Auction, which concluded the evening program. Bidding was very spirited and a tidy sum was realized from the auction.

Opening the second day's program were various demonstrations of selling, followed by question and answer periods. Tobacco, farm (both real and personal property) and industrial liquidations were the subjects used. These proved of much interest and all enjoyed participating.

Bernard Hart, Secretary of the NAA, reviewed the progress of that organization, discussed the building program of the organization and told of changes taking place in the profession of auctioneering.

Col. Cliff Ledford reported for the Kentucky Real Estate Commission and the Secretary of the Kentucky Auctioneers Commission reported for that group. A group luncheon was then enjoyed by all in attendance.

President, Walter Fritts, opened the afternoon program with some timely remarks and advice to the inexperienced auctioneers. In the business meeting, it was voted to donate \$100.00 to the NAA Building Fund and to have the 1970 State Convention at the Seelbach Hotel in downtown Louisville. A plaque was

awarded to outgoing President, Walter Fritts, with Tom Dunlevy making the presentation.

Rex Proffitt, Tompkinsville, was elected as the new President and C. Roger Lewis, Morehead, was re-elected Vice President. Charles Switzer, Cynthiana, was named 2nd Vice President and Wilma Atherton, Hodgenville, was re-elected Secretary-Treasurer. Walter Fritts, Mt. Sterling; Ed Maupin, Owensboro; Larry Mills, Greensburg; and Jim Gagel, Louisville, were named to the Board of Directors.

The meeting closed with the awarding of some fine attendance prizes. These included blazers, hats and cash awards totalling \$100.00.



Bob Penfield Adds Hettinger Market

In negotiations completed March 26, Bob Penfield and Dick Saunders became the operators of the Hettinger Livestock Sales, Hettinger, North Dakota. Lawrence Strand has operated the market for the past six years.

Penfield brings to the Hettinger Market a lifetime of experience in the livestock auction industry. His grandfather, the late B. L. Penfield, pioneered the livestock auctions in the Dakota feeder cattle area. His auctions date back to the 1920's at Lemmon, South Dakota.

Bob has been in Bowman, North Dakota, since 1958, having bought the Home Base Auction Market that year. Growth of the market at Bowman has been very good, brand inspection records showing that the volume of livestock has doubled in the last six years.

Dick Saunders will be the resident manager of the newly named market, Hettinger Auction Market. The new operators held their first sale on April 18.



A fair-weather friend is one who is always around when he needs you.

Wisconsin Convention Set for June 10-11

Lake Delton—Wisconsin Dells will be the sight of the 1969 Wisconsin Auctioneer's Convention, to be held June 10th and 11th at the Kahler "Inne Towne" Resort Motel.

This convention will be highlighted by two outstanding speakers, Grover Howell of Dallas, Texas, and Orion Samuelson of Chicago. Mr. Howell is a well known



GROVER HOWELL

Grover Howell, President of the Texas Auctioneers Association and a member of the Board of Directors of the National Auctioneers Association, will be the Guest Speaker at the Annual Convention of the Wisconsin Auctioneers Association, June 10-11, at Lake Delton. Mr. Howell will address the Wisconsinites on the subject of "Developing Your Greatest Asset."

auctioneer, noted public speaker, and a National Association Board Member. The Wisconsin Association is also very fortunate to have Mr. Samuelson noted for his dynamic speaking ability, member of the National Association of Farm Broadcasters, and winner of the 1968 Pfizer Farm Broadcasters Award.

Entertainment and a Fun Auction will be held Tuesday evening following a

Smorgasbord Supper. We encourage all Wisconsin Auctioneers to bring an item for the Fun Auction.

I urge all Wisconsin Auctioneers to attend because of the importance of the business to be discussed.

Persons wishing to make room reservations for this convention may do so by contacting the Kahler "Inne Towne" Resort Motel, at Lake Delton, Wisconsin.

Hoping to See You All In the Heart of Wisconsin's Vacationland

COL. JIM APPLEMAN, President
Wisconsin Auctioneers Association

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Pop's Ponderings

Auctioneers Must Adjust With Times

By COL. POP HESS

Here in Ohio we are all enjoying the April spring days as of this date, April 10th. Grass is quite green, and our Ohio auctioneers are quite busy with a strong run of Auctions and with all indications that the months of April and May will see numerous auctions especially in the general farm, livestock and farming equipment sales.

Our incoming mail has been average, with many asking how we stood the winter. Our reply to all was, "We came through quite good, even though the flu bug nipped us some". It appears to date that I came through least affected than others in our household. But, as Mom Hess says, "It is understandable, when the flu bug came in to take a bite, it did not just like the taste of Old Pop and passed him by."

The question that often comes to me by mail or by direct visit is, "What have I noticed in the way of changes in the auctioneering field from 1900's down to the present time, or the past sixty-nine years where the bulk of my activity has been tied into the field of auction sales and auctioneering my main income support?"

Back in the early 1900's public sales were held along the same yard stick rules through the rural and farm-livestock area. Dispersal sales were held, on the farm or in the home, etc. From 1900 through 1920, the regular weekly livestock auction yards were few and far between. From 1920 through 1935 we saw each year that they were getting a strong hold. By 1940 the weekly auction became a business and consumed many small sales in the way of livestock. The town and city auction houses provided a convenient market place for furniture and other items of merchandise.

However, through it all, the large "quitting farming", the livestock production and dispersal sales are still held with great success at the home plant. The trend in the way sales were handled has provided a better field of auctioneering today. We have many auctioneers who are fully booked six days a week the year around, at weekly auction yards. The field in farmers and livestock breeders holding production and dispersal sales opens a good line for an auctioneer with special experience in such sales and they are in demand today.

Also through the past 69 years, I found especially from 1900 through 1940, due to the per hour pay in factories in city and towns, which was about three times higher than general farm labor, the cream of the rural area left Dad and Mom for the big city money and the bright lights. The farms near the larger cities were left in hands of the old folk with less farm and livestock activity. The farm auctions were less in totals, if held, and auctioneers felt the change.

Through this trend the wide-awake auctioneer made it a must to qualify his abilities to meet the changing demands. He became a very busy auctioneer either in the weekly auctions, the large production and dispersal of farm sales or to be more in the city and commercial liquidation sales or auction houses. The other field that can be quite attractive is in Real Estate Auction Sales.

The biggest income in public sale work is in the real estate at auction, though it is not always the easiest one to put over. I feel I am safe in saying that one third of the work in real estate auctions is field work and publicity does

the other two-thirds of the job. One often has the type of buyer in the front line ready to buy with little work on the part of the auctioneer, however, the auctioneer is somewhat like a contractor's foreman over working men, in that he must be able to present the points in words that completes the sale. I have seen a real estate sale fall by the wayside, when the job was almost completed, when the auctioneer tried to sell himself instead of the real estate he came to sell to the buyer.

However, in recent years, Auction School Instructors have gotten hold of this and many other pitfalls in the method and operation of the real estate sales and today the Auction way of selling real estate is gaining popularity. In all my experience, there has only been one to three actual buyers for the real estate that must sell, ones that will bid today's appraised value due either to location or future outlook for that area. Of course, there is always the bargain hunter there to get in on the killing if there is one to be had. They help get the wheel rolling but just who will push

it to the top sale price, very few know until the shouting and shooting is over.

Yet, with few auctions to conduct, the highest paid yearly income for the year 1969 is the REAL ESTATE AUCTIONEER. But, do not be oversold to get this top spot. The successful real estate auctioneer lives his coming auction day and night from the time of the first advertising appears until pronounced "sold". The auctioneer puts in many days of field work to have the proper bidder in the bidding line sale day and this auctioneer knows he is in great trouble in completing a sale without this field work. Yes, it takes some true blue helpers on the job and close to his prospective bidder until the last song is sung and the Amen of SOLD has the TRUE RING OF A SUCCESSFUL SALE OF REAL ESTATE JUST COMPLETED.

Through my experience and observation from being called in to help get the job done, I have seen sales fall like a ton of bricks on sale day when the owner or sale promoter tried to use



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

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

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unfair contacts to get bids, as the answer was there to Mr. John Q. Public who has good clean ears, clean minds and often more common sense judgment on the values. They are invited to bid or hear what was said, etc.

On the other side of this real estate coin, many a good trusting auctioneer has made a bad mess out of his real estate auction. I have through the years seen not only myself but many other auctioneers of our day get shot at sunrise by the owner who employed the auctioneer to sell his real estate. A contract was made, yes, all the angles discussed and agreed on by the owner and auctioneer. It must sell without reserve to the highest bidder. The owner is not to talk about the selling price other than that it will be to the highest bidder, so on, etc., yet, through the unguarded open hose, as so to speak, some of the owner's family will upset the bucket and drown out the auctioneer sale day. How often this remark can kill the best of all sales, especially if it is real estate, "Oh yes, we must sell to the highest bidder, but we will have to have so and so in total net dollars or we will still own the property when it is over".

This remark did not necessarily need to be made to the prospective buyer there viewing the property. There was always good old Johnnie Smith, who is not a buyer, but always wants in on the gossip and is a good neighbor willing to help in time of need, drops in. Through his eagerness to help he bit by bit gets the good bite on his bait. Of course, it's never mentioned as this is a family secret, etc., and old Johnnie never did get out in the wide open and tell or expose the dirty word but from friend to friend, who like guess gossip on other folks affairs, the poison net was all set. Sale day the actual bidder had just sufficient warning from the gossip to beware and the curtain fell on the wrong bidder.

Again to be a successful auctioneer in the real estate field, the best road is working with true blue representatives in the field daily and 1) camp out near the

open house which is open for inspection daily; 2) answer all questions honestly and correctly; and 3) keep the owner, if present, or his appointed representative in tact of general conversation. Not that things will be pulled by the sales group unethically, but to prevent unweighed statements made by the owner, who so much needs more than anyone a successful sale.

Auctioneers would be long unemployed if it were not for the confidence in them of the owner or agent employing his service to do the selling. It is also quite true many an owner can injure his employed auctioneer through silent maneuvers in statements or fake bidders, etc. However, in recent years, the State and National Auctioneers Associations have done much to cure this bug that has bitten and damaged the image of the auctions and auctioneers. We, who know what it takes to be a success in public sales the Auction Way, the Auctioneer in demand today, follows this standard.

Through the years the question of pitfalls your employed owner may develop on sale day is asked, and what must the auctioneer watch out for? In answering this question, let me say through the many years of service my guess is that at least 90% of all who I was associated with on a selling force was upstanding and their word was their bond. Of course, like all kinds of professions in public service, in public life, there is always a few who lean toward the fatal habit of the "short cut to prosperity" and come out in the open.

For instance, wherever I was on the selling crew, and in the open statements by the owner or his paid representative about one-half hour of good selling time was taken in his telling the audience how honest he was, how honest he always was and how double honest his statements made on each selling, etc. I learned early in the work such speeches by owners are like an early morning rainbow in the Western skies—BEWARE, SELLER, BEWARE!

Yes, everyone is supposed to be honest and straight, but it is a waste of time to try and remind your listeners,

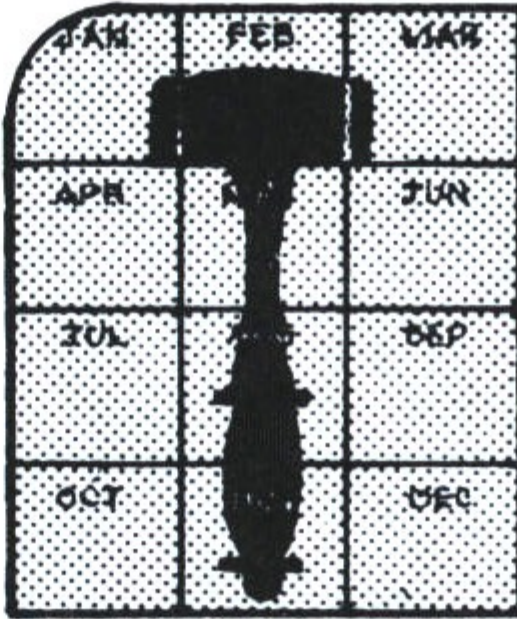
IN UNITY THERE IS STRENGTH

especially if it causes them to wonder who said you were dishonest to start with.

In my sale time experience, I saw one of those REAL HONEST home-made auctioneers trying to convince his audience he was so honest and so clean in his selling that he held up a FIFTY DOLLAR BILL and offered it loud and clear to anyone catching him faking a bid, or other auction evils and he listed them all. It so happened there were a few clean, fairly honest auctioneers present and it did so happen that he and that fifty departed to a chap who got the mouse by the tail and squealed so loud, that the fifty was quickly passed and peace restored.

Our next issue as you all know will be June and much of our coming annual convention will be within the pages. As the July issue will be getting to our readers the week our convention is under way, the goal we hope for is over 3000 members and our "Building Fund" subscribed to the point where full action

for a permanent home can be taken by June, 1970.



Convention Dates

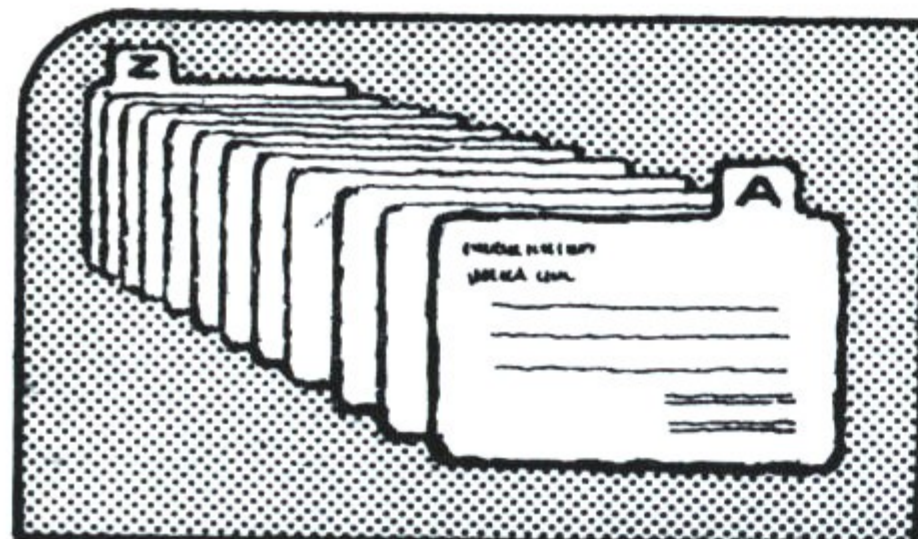
- May 3-4—Missouri Auctioneers Association, Missouri Motor Hotel, Jefferson City.
- May 4—Nebraska Auctioneers Association, Clark Hotel, Hastings.
- May 24-25—Kansas Auctioneers Association, Holiday Inn, Lawrence.
- May 31-June 1—Auctioneers Association of North Carolina, Blockade Runner Motel, Wrightsville Beach.
- June 10-11—Wisconsin Auctioneers Association, Kahler "Inn Towne" Resort Motel, Lake Delton.
- June 22-23—Tennessee Auctioneers Association, Mountain View Motel, Gatlinburg.
- July 10-11-12—NATIONAL AUCTIONEERS ASSOCIATION, HOTEL ROANOKE, ROANOKE, VIRGINIA.

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Western College of Auctioneering

Pictured on the opposite page are members of the graduating class at Western College of Auctioneering, Billings, Montana, class of March 1969: (Left to right)

Front Row: Instructors, Mike Coolidge, Billings; Jack Ellis, Roundup; Bob Thomas, Bill Hagen, Billings.

Second Row: Jack Campbell, Florence, Alabama; Larry Pointere, Silver Lake, Oregon; Dale Florke, Lodge Pole, Nebraska; Henry Foster, Eureka, Montana; Jess Leonard, Hotchkiss, Colorado; Richard Saunders, Bowman, North Dakota; Donald Bartholomew, Hickman, California.

Third Row: Wesley Ruddell, Hollywood California; Richard Warren, Kamloops, British Columbia; Loren Williams, Ponoka, Alberta; James Porteus, Columbia Falls, Montana; Jim French,

Litchfield, California; Tom McClendon, Carlin, Nevada; Tom Blessinger, Boise, Idaho.

Back Row: Bruce Hanson, Reliance, South Dakota; James Busby, Jacksonville, Arkansas; Wesley Osterberg, Basalt, Colorado; John Garrett, Caldwell, Idaho; Bronson Ostic, Jerome, Idaho; Frederick Schwilke, Omak, Washington.

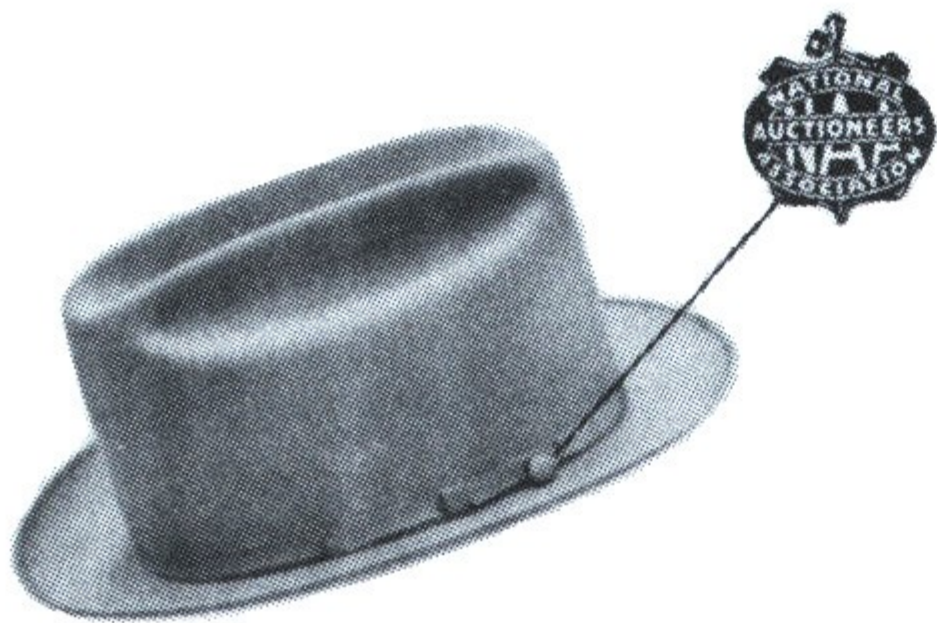


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Retirement Made Easy

By COL. JOHN R. FISHDICK

An acquaintance of mine stopped by my office the other day and the conversation turned to the subject of retirement and age. He asked me how I felt that come this July I would become eligible for coverage under Medicare? As I recall my reply was, "Well, I've been marking toward 65 for 64 years and when I think of the alternative, it feels marvelous."

During the past ten years, I have been fortunate to spend the winter months in the southern tier of states, Florida, Texas, New Mexico and Arizona. My professional flexibility has allowed me to assume temporary residence (not a tourist) in these areas and from that I have been able to observe, investigate and make judgments on the pro and con of retirement in the most popular southern states. At the conclusion of my remarks, which will be brief, ample time will be allowed for a question and answer period.

Retirees are important to any community, yes, even for Vilas county. According to Leland D. Cutting, District Manager, of the Social Security Administration, District Office, Wausau, Wisconsin residents of Vilas county are receiving social security benefit payments of \$194,354.00 per month or projected on a 12 month period would be an annual benefit payment to Vilas county residents of \$2,332,248.00. In my opinion, that is a very substantial economic shot in the arm for this county. On this basis alone, you can readily see why the alert communities, especially in Florida and Arizona are making so many inducements to lure retirees to their city or state. I believe Wisconsin could do more in encouraging retirees to stay in Wisconsin rather than migrate to the south.

The longer life span of most Americans can be called a "problem" because society has never had to deal with it. In 1900 there were 3 million Americans over 65 years of age—today there are over 20 million. Life span has lengthened from 47 to 70. 6 million Americans are over 75.

10,000 Americans are over 100 . . . three times a minute, someone in the U.S. has a 65th birthday. In the year 2000, over 32 million Americans will be over 65.

To retire is merely stopping doing one thing and starting something else. It's like moving from kindergarten to Jr. High school—bachelorhood to marriage—marks an end of a stage in life, but it is also a commencement. Approach retirement in a spirit of something being added fresh to your life. You are not starting out from nothing—you have a half century of experience behind you—those years are a crown to wear, not a burden to be carried. Whatever privileges a retired person surrenders, he retains the right to be useful and the right to dignity. All people are not attuned to the same sources of satisfaction. Everyone must discover his own powers and limitations.

In choosing a path, use discrimination—you use poor judgment if you seize upon the first post-retirement enterprise. Second thoughts, maybe third or fourth, are even better. Be positive in your choice—don't be as much against things as you are for them. Even if you can afford it, you should not reply on "loafing": Life does not have to be easy to be useful. There is no greater cause of melancholy than idleness, which Lord Chesterfield described so well, namely, as the "refuge of weak minds and the holiday of fools." Work means personal fulfillment. Work makes you participate in life. Work binds you to reality. And best of all—work makes rest meaningful.

Dynamic retirement should be your aim. There is no dead stop—just change of direction. You must wish to get up in the morning with a feeling that you have something to do, not in exchange for a livelihood, but for your mental welfare, physical health and happiness.

Many are disappointed in retirement, because they want to be up and doing and do not know what to do. This results from coming smack up to retirement

without making plans. Fortunate people are in a position to “let down gradually”—which is your speaker’s program in action today. Others who work right up to the day of retirement can help themselves by exploring projects in their spare time and trying them out. Preparation for retirement is not a frivolous occupation. Universities (University of Manchester) have courses one can take for those about to retire. What you get out of retirement is what you invest prior to the dead line. Planning may not make a poor man rich, or a seventy year old man feel thirty-five, but it will improve his bargaining power with fate. Remember when you draw the plans, then you have to harness the ideas into action—just simple engineering after the blue prints.

Seek variety—touch as many bases as you can—the more options—alternatives the better—if you lose one you can always fall back on the other. Keep your activities simple—do not let interests accumulate to the point where they run you. Be adventuresome—try something new every once in awhile. You cannot bear up under repetition. Remember you are a bundle of possibilities—explore the unknown. Hobbies should not be chosen for their prestige or popularity; but rather because one likes it. Its possibilities for development should be unlimited. Also choose something you have a skill or knowledge of. A group studied the retirement pattern of men who succeeded in developing hobbies. In every instance, they found the hobby interest appeared earlier in life and has been pushed aside for years.

The United States, Wisconsin and Vilas county should be making full use of the vast reservoir of thought, talent and skill represented by these 20 million people over 65 years of age. All through their vocational life they have been using knowledge borrowed from predecessors and their colleagues. Now at retirement they are able to repay an obligation by passing it along to others. Retirees have knowledge which has gone through the refining process—fire of experience. In conclusion, here are a few secrets of a well-rounded retired life: make the most

of what you have; wherever you go, go with whole heart; keep an eye on what’s coming up, not what’s slipping by; and do not let the minutes rust away. Then count your blessings.

And now for what many consider the most productive part of the program—the question and answer period. Thank you and I will now entertain the first question.

P.S. Forgot to mention I have a question and answer period after each talk—a young chap asked this question and got this reply (they all want to know how I make such a success of Benefit Auctions). Question: “What’s your tip on success in selling?” “Sure it’s simple, sell your wrist-watch and buy an alarm clock.”



HOW HE DOES IT

A father and son were specialists in psychiatry, well-educated doctors. At the end of every day, when they would go down in the elevator, the son would be mentally beat. He had listened to all the problems and fears and anxieties of his patients and by closing time, had just about had it.

The senior member of the staff always seemed to be calm and collected, even though he had been listening to problems, anxieties, complaints and fears all day long. Finally one day the son turned to his father and asked:

“Dad, how do you do it? After all these years of listening to all the problems of patients, you always look so calm and collected?”

His father waited a second and replied: “Who listens?”

THREE STRIKES, YOU’RE OUT!

In a New York traffic court recently, a disgruntled motorist who had just paid a fine for speeding was handed a receipt.

“What am I supposed to do with this?” he asked sarcastically.

“Keep it,” advised the clerk with equal sarcasm. “When you get three of them, you get a bicycle!”

North Dakotans Enjoy Successful Convention

Perfect weather after a long hard winter in North Dakota brought out a good number of auctioneers to their annual convention held in Medora. Twenty-eight auctioneers and their wives and families registered during the three day event. Due to the deep snow and flood situation in the eastern part of the state, many auctioneers were unable to attend because of postponed sales, washed out bridges and deep water.

Pat O'Brien, Belfield auctioneer at his first NDAA convention, won the 5th Annual NDAA Auctioneers Contest. The crowd helped with the judging, but final selection was left up to a panel of five judges, consisting of a livestock order buyer, a rancher, an implement dealer, a ND auctioneer and an out-of-state auctioneer. Second place winner was Eddy Wagner, of Bismarck, and 3rd place went to Lester Van Beek of Linton.

Saturday morning a rancher-style breakfast was served to all at the dining room of the Rough Riders Hotel, in the same dining room where Teddy Roosevelt often ate during his days as a rancher in western North Dakota. This breakfast was in honor of NAA president, Bob Penfield of Bowman, who has served two terms as president and two as director of the group that honored him.

In the business meeting, Saturday afternoon, held in the Medora Town Hall, the president, vice-president and secretary were all re-elected and commended for the fine job done in the past year. New directors elected were Lester Van Beek of Linton and Pat O'Brien of Belfield.

Saturday evening a smorgasbord, featuring Buffalo meat from animals selected from the private herd of Harold Schaefer, was enjoyed by all. After the supper, a fun auction was held, with the featured item being an almost complete set of "THE AUCTIONEER" dating back through 1952. This comprehensive

"auctioneers library" had been compiled by F. E. Fitzgerald of Bismarck. They were sold with the funds to go to the NAA building fund. Final bidder at \$67.50 was Winona Penfield.

Many useful items donated to the NAA building fund by the Missouri Auction School were also sold, along with several items donated by the ladies and the men present.

Sunday was started off by many of the members and their families attending one of the three churches in Medora.

PICTURE CAPTIONS NORTH DAKOTA CONVENTION

- 1) Pat O'Brien, Belfield, North Dakota auctioneer, receiving trophy for being named 1969 Champion Auctioneer by N.D.A.A. Presentation being made by NAA president, Bob Penfield.
- 2) Bob Penfield, NAA president, being presented with plaque from N.D.A.A., for his contribution to the auction profession on both state and national levels. Presentation made by Frank Fitzgerald, First President of the N.D.A.A.
- 3) NAA president Penfield addressing group at 1969 convention held in Medora, historic western North Dakota town.
- 4) N.D.A.A. Board with NAA President Penfield; left to right: Pat O'Brien, Director, Belfield; E. R. Wagner, Director, Bismarck; Lester Lien, Secretary-Treasurer, Harvey; Norman Aldinger, President, Cleveland; Charles Wilkes, Vice-President, Park River. Missing from picture: Directors Lester Van Beek, Clinton; and Francis Chromy, Forest River.
- 5) N.D.A.A. ladies auxiliary officers, left to right: Winona Penfield, Director; Betty Lien, Vice-President; Ruth Saunders, Historian; Mrs. F. E. Fitzgerald, Director; Kay Aldinger, President. Not pictured: Peg Wolff, Secretary-Treasurer.
- 6) N.D.A.A. president, Norman Aldinger, addressing group at annual banquet. NAA 2nd Vice-President, Dean Fleming and his wife, Jean, are identifiable on the extreme right of the head table. Col. Fleming was seminar speaker on Sunday. Photos courtesy Theodore Roosevelt National Park.



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Auction promotion was the subject covered in the morning session of the seminar by Col. Dean Fleming of Atkinson, Nebraska. In the afternoon, he talked with the group about Real Estate Auctions and their promotion. This subject was of much interest to all present as Real Estate auctions are rather new here in the north country.

At the annual Banquet held Sunday noon, Col. F. E. Fitzgerald of Bismarck, presented the NAA president with a nice plaque commending him for his contribution to the auction profession at both the state and national levels. The NAA president had been billed as the featured banquet speaker but admitted that he was at a loss for words after the presentation was made. He then thanked the group and related some of his experiences in traveling the past several months as NAA President.

Almost every auctioneer present made the comment before leaving Medora how peaceful and quiet it was and what a wonderful place it was for a convention. Tours were made by both the men and women of many of the historic places of interest both in the town and in the surrounding North Dakota Badlands.



NO PASSING ZONE

The track star was boasting of his achievements. A farmer, listening to the boasts, could contain himself no longer. "My friend, you may be fast, but I'll race you and beat you. If you'll give me a three-foot start and let me choose the course, you'll never pass me," he challenged the track star.

The star looked over the stocky farmer's frame and laughed. "Okay, you're on. Bet you 50 to 1 I can pass you. Where do you choose to have the race?"

"Up a ladder!" smiled the farmer.



Driving's a lot like baseball—it's the number of times you get home safely that counts.

Mandeville, Miller Win Montana Contests

Jack Ellis of Roundup was re-elected president of the Montana Auctioneer's Association at the organization's fifth annual convention at Shelby, March 21-22.

Other officers named were Ron Miller, Lewistown, vice president. William J. Hagen of Billings also was re-elected secretary-treasurer of the organization.

Carryover directors include Carl Westermarck of Shelby, Andy Strommen of Vandalia, and Frank Bass of Lewistown. Newly-elected directors include Walt Haynes of Malta and Robert Kinsella of Havre.

Members of the organization decided to have their summer session for the third week of July in Glacier Park, the site to be determined.

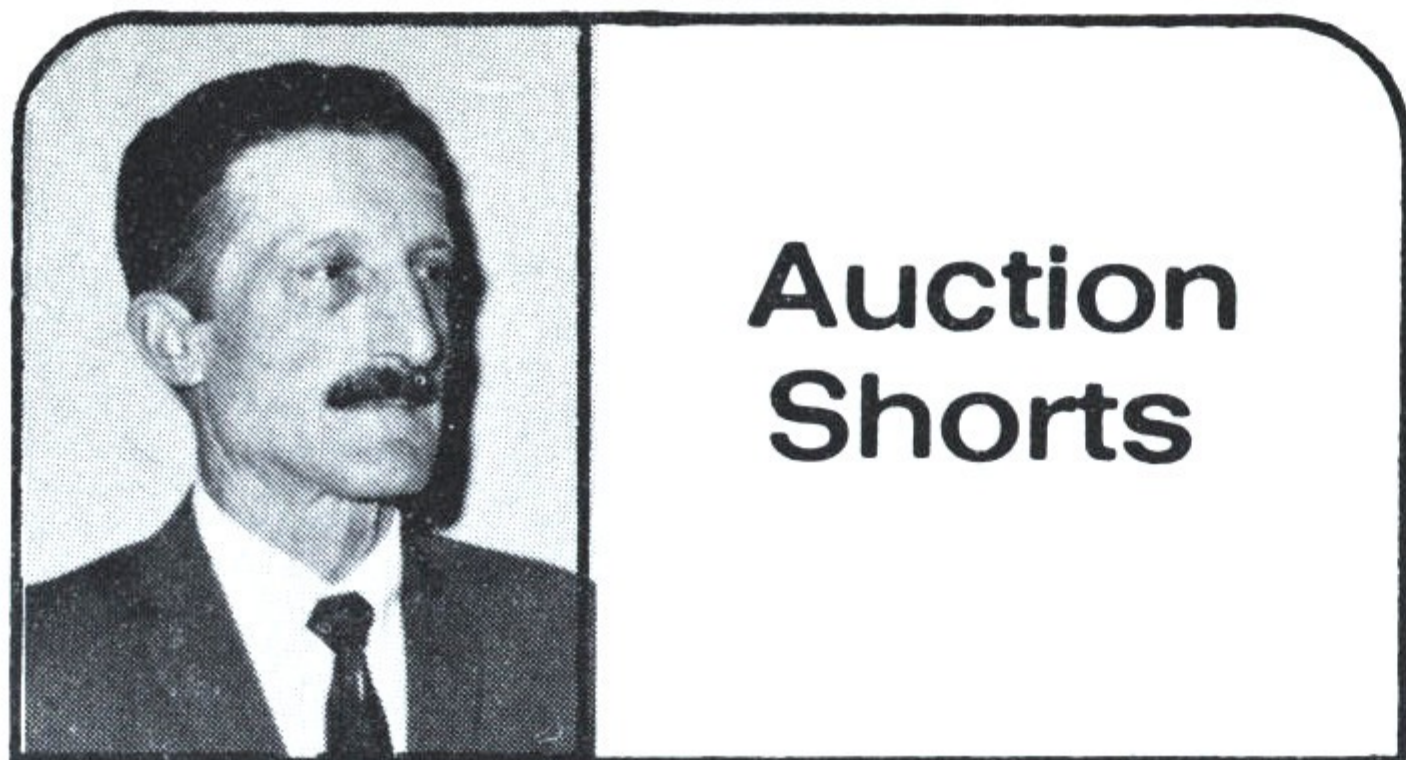
Winner of the merchandising contest was John Mandeville of Bozeman. Errol Fritz of Chester placed second and Del Strommen of Vandalia was third.

In the livestock contest, Ron Miller of Lewistown was judged first. Second place winner was Robert Kinsella of Havre and third place winner was Walt Haynes of Malta.

Serving as livestock judges were: Bob Sisk, Galata; Herb Christie of Canada; Howard Issacson of Great Falls, Walt Clark of Sweetgrass, Don Stirling of Shelby, and Pete Schann of Missoula.

Carl Westermarck and Fritz Hoppe of Shelby were chairmen of the convention. Hoppe was an outgoing vice president of the auctioneer's organization.

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Auction Shorts

The article "Where are the mules of yesteryear", by Willard Neal, in the February and April editions, was most interesting reading to me. My life also goes back to a part of those days often referred to as the good old days.

As for my experience with trading and working with mules, it was rather limited. But listening and observing the experiences of others when a youngster, surely made the article interesting.

It also brought to memory a poem that a dear old aunt of mine taught me when I was in about the second or third grade. I do not recall the title, but the words seem to have never left me:

*Once there was a man
Whose name was Simon Slick
He owned a mule with dreamy eyes
Oh, how this mule could kick
He would shut one eye and
shake his tail
Oh, this mule he was a kicker.
He would raise you up slicker
Knock you down quicker
Pat the street licker
Eat like a Micker
A hungry bell sticker
No quicker a mule
Could ever be found*

HENRY BUSS
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Auction Adds \$15,000 To Symphony's Coffers

ALBUQUERQUE, NM—A Treasures and Trivia auction at Sheraton Western Skies proved to be a double success for the Albuquerque Symphony Women's Association—financially and socially.

About 500 guests enjoyed a pre-auction cocktail, chatted casually and did some serious bidding throughout five solid hours of auctioning by John Overton and his staff from New Mexico Auctioneers. Mr. Overton and his crew donated their time to the auction which will aid maintenance of the Albuquerque Symphony Orchestra. About \$15,000 resulted from the auction.

Symphony Women's President Mrs. Fred Mossman, Jr. and Mrs. Keith Burch, who was responsible for the successful evening of auction and socializing, were beaming at the response.

Albuquerque's elite corps turned out in its best finery to mark one of the biggest social events of the year. The ASWA plans to make it a biennial affair.

Mrs. Willis Smith was editor of the "Buccaneer Bulletin" that listed the 270 items of treasures and trivia that could be obtained for the bidding.

Everything from flying lessons to graphoanalysis lessons and weaving (which was bought by Eileen Briggs) was put on the auction block by booted buccanettes wearing patches over their eyes and tattered leather skirts.

The Charolais Heifer—which has brought as much as \$60,000 at cattle auctions—was a great bargain for the partnership of the Tunny Wilson and the J. T. Michelsons at \$380.

The Wilsons will soon be neighbors of the Michelsons in the Los Poblanos Estates and the four plan to breed the calf into a prize-winning herd.

The best bidding seemed to be on the art objects, but many things went at near-value or over. An original copy of Peter Hurd's Lithographs quickly went for \$100, and other sales were comparable.

Nobody Falls Asleep At Jefferson's Sales

By GEORGE SPICER

Reprinted from the DELMARVA (Del.) NEWS

GEORGETOWN—When Riley T. Jefferson conducts an auction, nobody falls asleep.

A Jefferson-type auction combines all the elements of a treasure hunt, a back-porch get together, and a country version of the Tonight Show—all without an admission charge.

But the people don't dare fall asleep; they might miss some of the action if they do.

Jefferson, who prefers to be called "Jeff", already conducts auctions in Georgetown, but tonight will start his first in what he hopes to be a long run of weekly auctions in Selbyville.

Last Saturday night, this writer visited an auction by "Jeff" with the intention of merely observing the goings on. Instead, when close-up time came, we returned home with an assorted lot of vases, candy dishes, etc. purchased at prices ranging from 25 cents to \$2.

Where else but at a Jefferson auction could someone buy a glass of marbles for 25 cents or pay 50 cents for a shelf type affair, the purpose of which is unknown, even by the buyer? The "shelf", for lack of the proper term, was a dusty, dark affair with a slab of glass on one end. No one in the place knew what it had been or could be used for, but Jeff sold it, just the same.

And then Jeff auctioned off some money—\$300 in confederate money to be exact. "Here's \$300 worth of confederate money," he said. "Will you give me \$200 for it?" He got 35 cents.

Snow covered highways kept people at home Saturday night, but Jeff's auction room at Gravel Hill, Georgetown—he's named it Gavel Hill—was filled nearly to capacity. "We normally have about twice

that many people," he said, but admitted that he still did reasonably well in the money department.

A decade ago, being an auctioneer was probably the last career Jeff would have considered. At that time, though, he went to the Missouri Auction School in an attempt to correct a severe speech impediment.

"Before then I couldn't even tell you my name," he said. But now, the articulate tongue of Riley T. Jefferson has caused the sale of everything from chrome polish to eggs.

The sharp wit Jeff slings at the people, is just as important as the merchandise he auctions off. A few Jefferson comments:

On auctioning off the book, "With Kennedy": "Jackie didn't like it. We don't know what Jackie likes now."

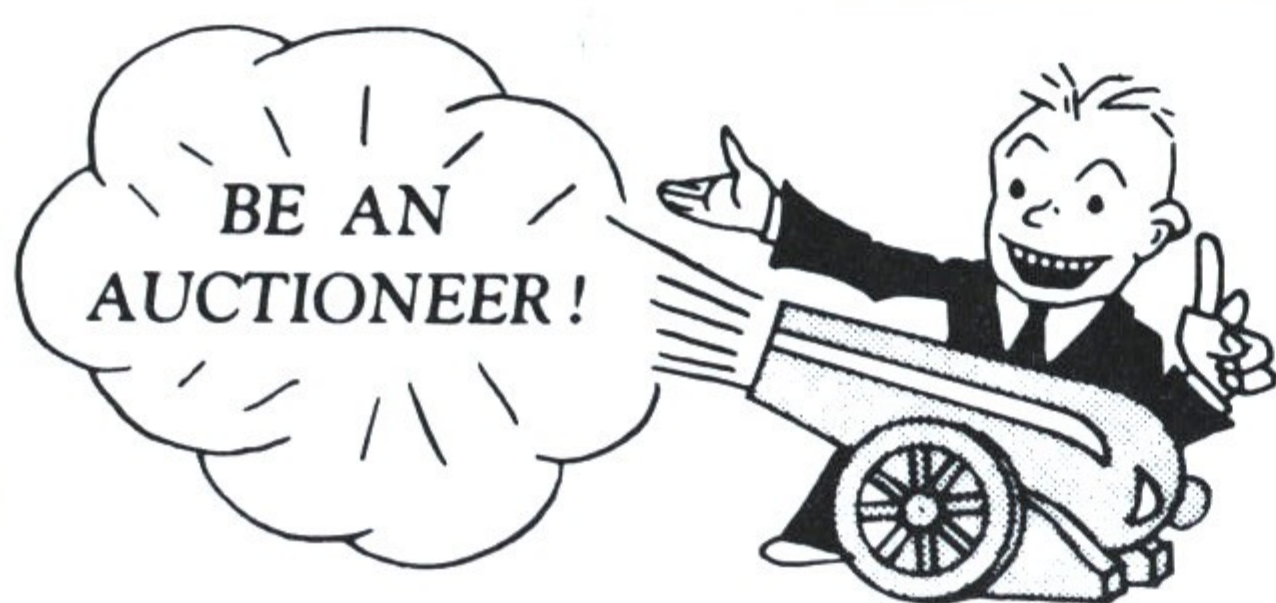
On selling a small lot of fabric material: "There's enough here to make 36,000 mini skirts."

On selling a candy dish made in Germany: "It would cost more than the 50 cents if you swam over after it."

Jefferson, a former director of the National Auctioneers Association, is violently opposed to "crooked auctioneering." In fact, at his first Selbyville auction tonight, he will distribute copies of Delaware law concerning auctions.

But Jeff admits, "I'm the worst auctioneer in the business. I think it's wonderful, though, that I can even talk." Even so, Jeff has a number of faithful followers who attend his auctions each week.

As one person said when he left the auction Saturday night, "You know, it's better than television." You know, he's right.



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Ladies Auxiliary to the NAA



Dear Bernie:

I am enclosing check for this year's dues and Booster Page. I enjoy reading THE AUCTIONEER every month and would hate to miss a copy.

RUDY LARKIN
West Covina, California

Dear Mr. Hart:

I think I'm past due in writing to express appreciation for the fine and informative information found each month in THE AUCTIONEER. I really look forward to its arrival each month.

Enclosed is a check for \$2.00 for decals and bumper strips. This looks like it will be a good year around the capital city here for us. Last year started out good, but reversed itself when my wife passed away on the eve of a very large estate antique auction we both had been working on and looking forward to.

Best regards to you.

Sincerely,
GEORGE H. FELTON
Madison, Wisconsin

Dear Mr. Hart:

I think I'm a little bit late, but better late than never. Here is my \$10.00 for another year's membership with the greatest bunch of "fast talkers" in this old world of ours.

Our state association is still growing and thanks again for helping us start it. The first of March we will be one year old and I'm a year older, too, as that is my birthday.

NORMAN L. BASS
Oroville, California

Dear Bernie:

Thought perhaps some of the auctioneers would be interested in the sale of State Land here in Colorado. We do sell an average of about eight to ten thousand acres a year.

During the past month, we sold one 280 acre farm, 180 acres farmland with 100 acres grazing for \$185,360.00. One 80 acre tract for \$48,000.00, 320 acres of rough mountain land for \$139,000.00.

At the present time, we have several tracts listed to sell in the next couple of months with starting bids up to \$400 per acre. Also, all oil leases are offered by selling at an acre price plus a bonus sold at auction and we have had the best leasing year in the history of this state during the last few months. The auction of bonuses has brought in over a half-million dollars to the school fund.

Hope everything is going well with you.

Sincerely,
HOWARD SHULTS
Denver, Colorado

Dear Sir:

I am enclosing a check for \$10.00 for my membership. I enjoy reading THE AUCTIONEER very much and look forward to receiving my copy each month.

Sincerely,
WALTER WISEMAN
Charleston, West Virginia

Darbyshire To Head State Commission

J. Meredith Darbyshire, President of Darbyshire & Associates, a real estate and auction firm in Wilmington, Ohio, has been elected chairman of the State Auctioneers Commission. He has also been elected president of the National Institute of Farm and Land Brokers. Both organizations have headquarters at Columbus, Ohio.



Darbyshire is an "accredited farm and land broker" and an active member in the National Institute of Farm and Land Brokers and is past area vice president of Ohio, Kentucky, Michigan, and Canada. He is presently chairman of the editorial board of the Farm and Land Realtor, a member of the accredited activities committee and a member of the accredited examining committee and has been asked to serve as vice chairman of the public relations and publicity committee. He is a member of the convention committee of the National Institute of Farm and Land Brokers for the 1969 convention in San Francisco, California.

IN UNITY THERE IS STRENGTH

Darbyshire is one of approximately 125 "accredited farm and land brokers" throughout the United States and one of eight within the State of Ohio. Darbyshire is also past president of the Clinton County Board of Realtors and was the nominee in 1965 for the "Ohio Realtor of the Year."

He is past president of the National Auctioneers Association and the Ohio Auctioneers Association. The Ohio Auctioneers Commission is made up of three auctioneers appointed by Governor Rhodes from throughout the state, consisting of Si Lakin of Upper Arlington and James Peddicord of Newark. The members of the commission pass on the licensing of all auctioneers and apprentice auctioneers and conduct hearings on all complaints brought to the attention of the commission. The commission also conducts both written and oral examinations for all applicants for auctioneers and apprentice auctioneers.

Darbyshire & Associates, Inc. specializes in the sale of farms and residential properties throughout Southwestern Ohio, has 23 licensed salesmen and maintains headquarters in Wilmington with offices in Cincinnati and Washington, C. H.

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Reprinted from the HUNTSVILLE (Ala.) NEWS

Huntsville's only realtor-auctioneer can yell from daylight to dark without getting hoarse and can "liquidate" anything.

This is John A. Horton of the real estate agency by that name, who invites "Let us plan a sale for you—sell the auction way."

Enthusiasm and expert judgment are traits that mark this man who carries his profession with earnest interest.

"People can turn idle assets into instant cash through auction," Horton declares. And he has proved this by auctioning off every conceivable kind of business, as well as subdivisions, estates and massive equipment.

"I have sold grocery stores by auction of shelves, baskets and boxes, gift shops, antique shops, building material companies, florists, beauty salons, farms, restaurants—you name it," quips the good-natured businessman.

Horton, a native Huntsvillian who played ball is still remembered at West Huntsville High—now known as Butler—is unique among numerous other auctioneers in that he attended a training school to aid him in mastering the trade. It was in 1949, the year he graduated from high school, that he attended the National Auction Institute in Bryan, Texas, and the years since then have gained him experience which is invaluable in every avocation.

Like most all well-known auctioneers, Horton is addressed in this capacity as "Colonel." He explains that this title is popular for men of this trade because it was a colonel who always used to have the duty of auctioning off property after the Civil War.

Records prove that this "colonel" can auction off anything: real estate, businesses, equities small and large.

A member of the National Auctioneers Association with headquarters in Lincoln, Nebraska, Horton is kept busy on the auction block here and often in other places. He maintains a complete up-to-date mailing list of auction enthusiasts. Anyone who wants may be put on this list by contacting his office.

Horton has been in the real estate business here for over four years. He is a member of the local, state and national Board of Realtors and is an active member in the Huntsville—Madison County Chamber of Commerce.

He is a past-president of the Space City Lion's Club and a member of Bethany Baptist Church.

The popular "colonel" who is often called in as an appraiser because of his studied eye, has a busy schedule of "yelling" coming up this Friday and Saturday.

Friday starting at 10 a.m. and Saturday beginning at 1 p.m. the entire contents of the Elegant Junk Shop of 711 Pratt Avenue N.E. will be placed on auction by request of the owners who are forced out by ailing health. Area residents from all walks of life will join antique dealers, collectors, curators and investors at the event offering rare, scarce and unusual items, each article going to the highest bidder.

This Saturday Horton will be auctioning off two choice commercial sites. Starting at 10:30 a.m. he will offer property at 2803 Governor's Drive to the highest bidder. One hour later, Horton will "hawk" property located at 2321 Meridian Street.

Excitement is always high, and the almost carnival spirit adds impetus to what is basically a solid American economic booster.

As Horton says, "Practically everything turns on auction at one time or another."

Across The Country

By BERNARD HART



National Convention time is rapidly approaching and many families are already making plans for a trip to picturesque Virginia and the big event in Roanoke. Morris Fannon, chairman of the Convention Program, has everything in order and the complete program will be published in the next issue of THE AUCTIONEER.

We have asked the Hotel Roanoke to furnish us with the return type reservation forms we have been using in the past in order that we may insert them in THE AUCTIONEER. As this is being written, we have not heard from them, so even if you do not find the card in this issue, we urge that you write directly to HOTEL ROANOKE, ROANOKE, VIRGINIA, telling them the type accommodations you require and the date you plan to arrive.

Last year we set a new record attendance at Oklahoma City. We should surpass that figure this year in Roanoke. The location offers convenience to members throughout the East. It offers something new and different for those in the Midwest and West, if they have never travelled in the East. Many will want to visit some of the many historical and scenic spots in Virginia and adjoining states.

However, the greatest thing the convention has to offer is fellowship. So many warm friendships have developed during the past at these conventions, not only among auctioneers, but among entire families. The sessions have much to offer and many new ideas are gained, but there is nothing that equals the visiting in the lobbies, one with another. Those who attend regularly will agree with what I am saying. If it is your first convention, you must come and enjoy this unparalleled experience.

Tom Dunlevy lives at Jeffersonville, Indiana, which is across the Ohio River

from Louisville, Kentucky. However, that does not keep him from taking a keen and active interest in his fellow auctioneers from south of the River, nor the Kentucky Auctioneers Association. At last month's Kentucky Auctioneers Convention, Tom was the life of the party. He provided prizes for the Bingo games, merchandise for the Fun Auction and was always ready to keep things moving. He was deserving of the commissioning to "Kentucky Colonel" as was the efficient Secretary-Treasurer of the KAA, Wilma Atherton.

At a farm sale, six work horses totaled \$1,750 with a three year old gelding bringing \$270 and a seven year old mare, \$370. A seven foot cut grain binder sold for \$200 and a horsedrawn manure spreader brought \$410. No, this was not 1929, nor even 1939. It happened in Elkhart County, Indiana, in 1969!

Cecil O. Emrich, Norfolk, Nebraska, immediate past chairman of the National Livestock and Meat Board, recently received a certificate from the Certified Livestock Markets Association for "outstanding leadership and enterprise in advancing the interests of the entire livestock and meat industry" during his 1966-68 chairmanship. We think the award went to a most deserving person, not just because Mr. Emrich is a member of the National Auctioneers Association, but because he is A BUSY AUCTIONEER WHO HAS TIME TO DEVOTE TO THOSE THINGS THAT HAVE MADE HIM A BUSY AUCTIONEER.



Most folks would be getting ahead if they could just manage to stay even.

Girls won't have hourglass figures if they ask for seconds.

The smoothest running families are those that believe in teen work.

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COL. ERNIE NIEMEYER'S AUCTION SCHOOL

LOWELL, INDIANA



Pictured above is the March 1969 graduates of Col. Ernie Niemeyer's Auction School: (left to right)

BOTTOM ROW: Chuck Martin, Demotte, Indiana; Archie Morgan, Morocco, Indiana; Col. Ernie Niemeyer; Cliff Lafferty, Lake Village, Indiana.

TOP ROW: Glen Moore, Lake Village, Indiana; Claude Harmon, Momence, Illinois; Paul Benner, Watseka, Illinois; Don Cawthen, Hoopsten, Illinois; Vic Hagen, Morocco, Indiana; Frank Brock, Burns Harbor, Indiana; Dragic Micic, Gary, Indiana.

ORIGINAL EQUIPMENT

The young man had parked his car and turned to the pretty young girl seated beside him.

"Darling," he gushed "your eyes are like limpid pools, your lips are like cupid's bow your hair is like a waving field of grain...where did you get those eyes?"

Overcome and bored the girl sighed and said "They came with my head."

GOALS

"He drove straight to his goal," said the political orator. "He looked neither to the right nor to the left, but pressed forward moved by definite purpose. Neither friend nor foe could delay his course. All who crossed his path did so at their own peril. What would you call such a man?"

"A truck driver," shouted someone from the audience.

Tallulah's Gems Cause A Battle Of Dollars

By BILL CUNNINGHAM

NEW YORK—You could almost hear Tallulah Bankhead saying, "Fasten your seat belts, darlings. It's going to be a rough ride," when 180 lots of diamonds, a few from the estate of the late actress, went up for auction at Parke Bernet galleries.

There were two groups in the audience: The professional boys wearing dark suits and chewing cigars and The Girls, who left their sables at home so as not to look too rich, wearing instead their simple little \$1,000 cloth coats.

The curious came to see Miss Bankhead's gems, which turned out to be peanuts compared to the rest of the loot. At one point, jeweler Harry Winston, doing his thing from a phone booth, waved his catalog frantically to bid but it was useless. A radiant girl in a red coat called the bidding to a halt, bid \$160,000, slipped a rare 18 carat blue diamond onto her finger and vanished. She was the anonymous representative of a private Connecticut buyer.

Diamonds the size of a scarlet macaw's egg and a bright sapphire sold as fast as bubblegum. And \$31,000 placed a diamond and sapphire crown of an English peer on a new head.

Tallulah's diamond necklace went for a measly \$5,000. Bidding for a set of ruby and diamond pieces—necklace, bracelet and earring—went up and up. A Bostonian paid \$67,000 for the necklace, \$33,000 for the bracelet, and \$21,000 for the earrings.

Prices ranged from as little as \$90 for a trifle to \$37,500 for a huge flame queen opal. The opal went to a Milwaukeean, but the New York gals got all steamed up about a 16.4 carat ring the size of thumbnails. It went for \$80,000. A 58 carat sapphire ring managed to bring in \$52,000 but in general sapphires were not what set the girls on fire.

They moved to the edge of their chairs, panting, when the diamond and emeralds came on the block. But a necklace of 20 emeralds [total weight 42.60 carats] wallowing around in 245 diamonds [total weight 106.90 carats] proved no match for the private buyers. Some boys in the back row took it over for \$140,000.

The girls took a second breath and charged after a pair of earrings—two pear shaped emeralds [weight, 38.25 carats] gussied up further with 26 marquise and 62 round diamonds. Perfumed fingers began shooting into the air. But again the boys in the back bagged the loot for \$47,500.

In a last ditch attempt the exhausted ladies, who were getting a little glassy eyed at this point began the bidding on a 20.30 carat diamond ring. But it went to a gentlemen for \$112,500.

In all, the sale tallied up a tidy \$1,287,310.



THE GREAT SQUEEZER

For years the sideshow strong man had awed the crowds by squeezing a lemon dry, then offering \$1,000 to anybody who could get another drop out of it. Nobody paid much attention when a wispy little man in the audience dared challenge him. The strong man first squeezed the lemon until it was little more than a pulp, then handed it to the little man, who not only squeezed out another drop, but quite a bit more juice out of it.

"Amazing!" gasped the strong man. "What kind of work do you do?"

Replied the little man: "I'm with the internal revenue service."



The David Gillentine family of Tupelo, Miss., received quite a surprise at the recent convention of the Mississippi Auctioneer Association. David (right) was elected President of the Association, Mrs. Gillentine (Shirley) was named president of the newly formed Ladies Auxiliary of the Association, and not to be outdone, daughter Angie, 9, was given the title of Honorary Colonelette.

A BITING REMARK

The speaker had just concluded his lecture on rabies and hydrophobia to the Red Cross class. To drive home some of his points, he then asked the class collectively what they would do if they were infected with rabies. A fellow in the front row responded quickly, "I'd ask for a pencil and piece of paper!"

"To make out your will?" asked the speaker hopefully.

"Nope," said the man, "to make a list of people I'd want to bite!"

GOOD TEST?

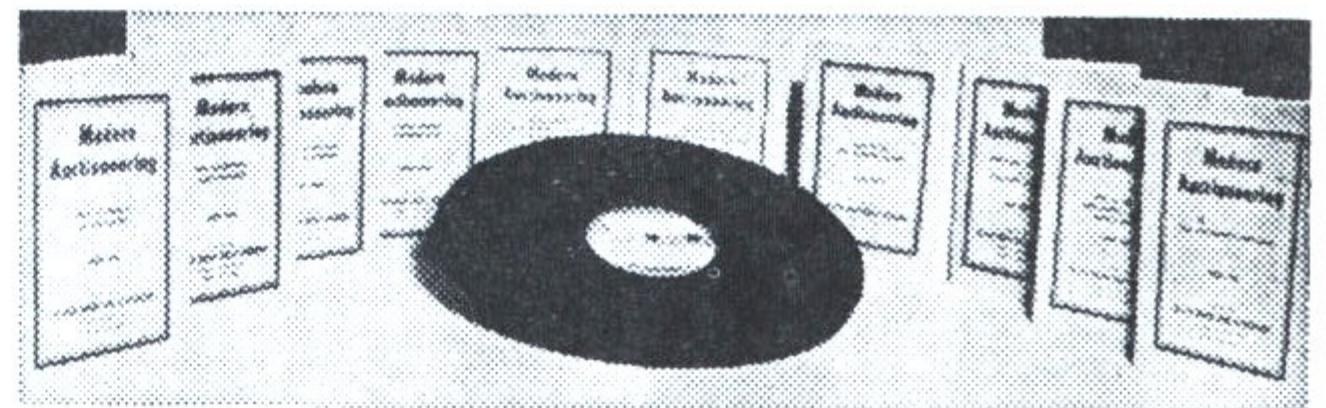
Two Irishmen were working on the roof of a building when one made a misstep and fell to the ground. The other looked down and said, "Are ye dead or alive, Mike?"

"I'm alive," answered Mike feebly from down below. But Pat was unconvinced. "Sure, and yer such a liar, I don't know whether to believe ye or not," he yelled back.

"Well, I must be dead," said Mike groggily. "The likes of you wouldn't be calling me a liar and getting away with it if I was alive!"

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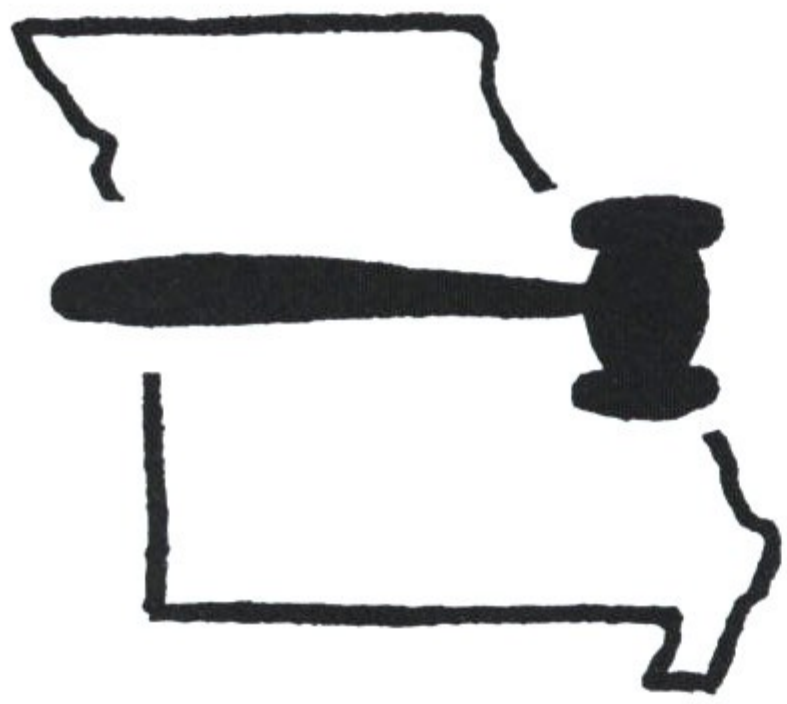
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For more information please contact us advising how long you have been an auctioneer and if you are now a licensed real estate broker or salesman.

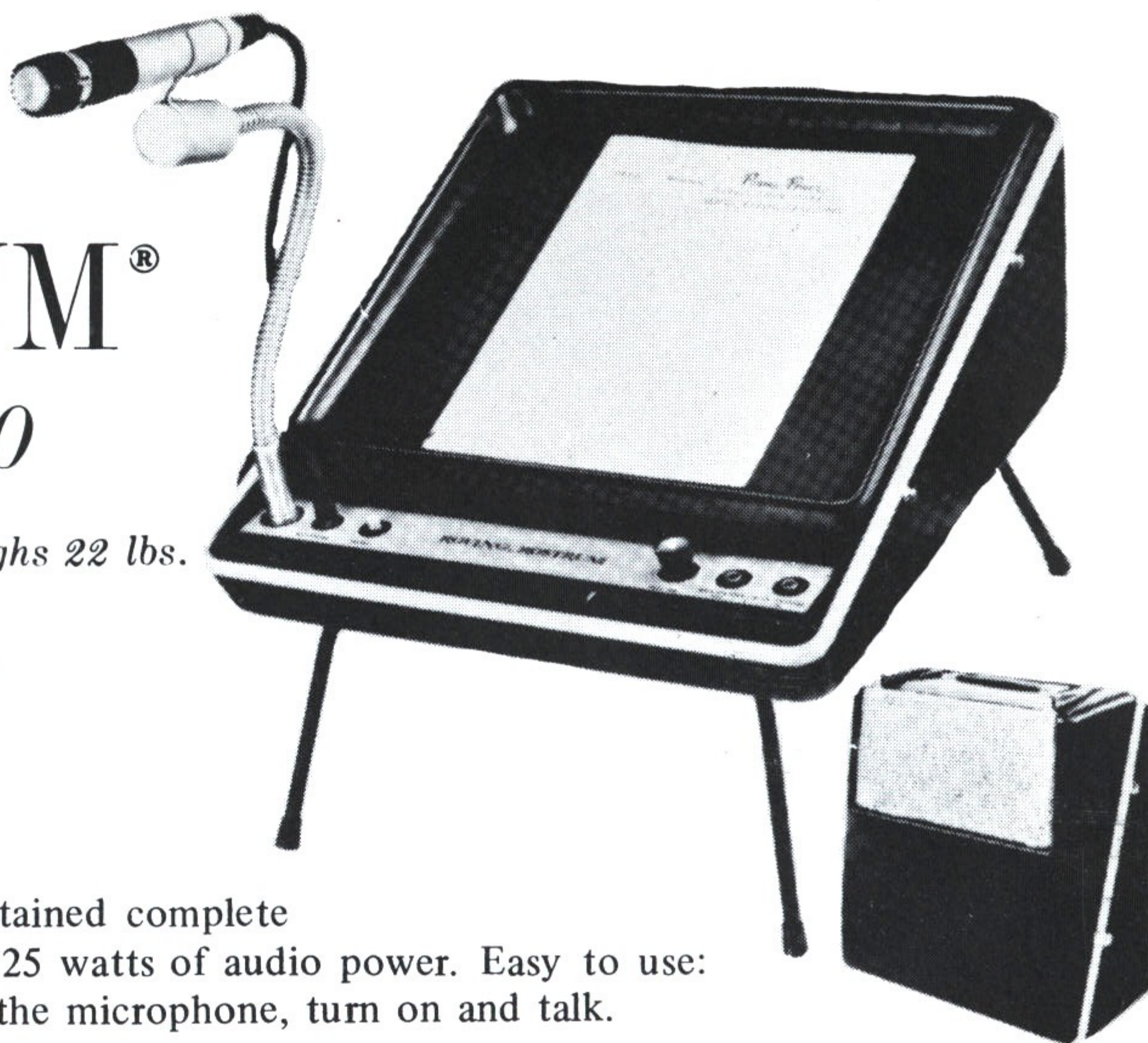


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