

VOL. XXII NO. 3

MARCH, 1971

THE auctioneer



ONE OF MANY INTERESTING PLACES TO VISIT IN LINCOLN, WHEN
ATTENDING THE NATIONAL CONVENTION IN JULY, See Page 3.

Let There Be No Doubt!



who is in charge of the sale!

The winter season is now here and we have our winter hats and are ready to start shipping. Take a look at your present hat. Does it do you justice? If not get your order in today. Nothing sets you off better than a nice hat.

For the benefit of all the new members this "Auctioneer" hat is of the finest felt and is Silver Belly in Color (light gray) with red satin lining and the National Auctioneers emblem in the top (inside) with "Auctioneer" stamped in the sweat band. They come with 2"—2-3/8" and 2-5/8" brims. We also have the "Auctioneer" hat in summer straw with the same brim widths.

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THE **auCTIONeer**

IS THE OFFICIAL PUBLICATION OF
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THE AUCTIONEER is a non-profit publication and every member of the NAA also owns a share of THE AUCTIONEER. It is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.

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

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EXECUTIVE OFFICES

135 Lakewood Dr.
Lincoln, Nebr. 68510

To Move, To Communicate, And To Operate

The key to a military success in combat is to Move, to Communicate, and to Operate capably. Likewise, the door to success in the Auction business is open to the one who has the ability to Move, Communicate, and to Operate.

The Auctioneer must, by the nature of his work, live an active life. The Auctioneer is perpetually on the move. He must travel to his own sales, to other sales, visit potential buyers and sellers at their places of business, attend meetings of trade and breeder organizations, travel to fairs and shows, and to social events. In essence, the Auctioneer must be constantly where the people are. People are his business. The Auctioneer must Move.

Being where the action is, as stated, is a prerequisite for success. But being in attendance does not insure success. The Auctioneer must be involved. He must Communicate. He must attend meetings, fairs, sales, and social events with the intent of exposing himself to as many potential customers and associates as possible. The Auctioneer must present his name and face to others everywhere in a positive manner. He must communicate his competence, judgement, dedication, and honesty in a forceful yet subtle and pleasant way. In this respect he is much like a candidate for public office.

The Auctioneer not only communicates on a person to person basis, but he must maintain an active mass communications program. Chief methods of communicating to the masses are: (1) Magazine and newspaper advertising, (2) Direct mail, and (3) Fliers or handbills. These three methods will let the Auctioneer place his communication with virtually any segment of the population he may desire. Special interest, trade and breed publications are read avidly by their subscribers.

A third and perhaps most significant method of promoting is through volunteer work in activities and with organizations. Such work gives the auctioneer an opportunity to show his ability, his sincere interest in the goals of the group, his honesty and ultimately, such work will lend him the opportunity to become more intimate with the leaders of the organization. Organization work is perhaps the most rewarding method of personal promotion. It gives the Auctioneer insight into the problems of an organization and enables him to use his professional ability to solve these problems. So then: The Auctioneer must Communicate.

Now the Auctioneer has traveled far and wide, he has spoken to many people, he has listened to people, he has advertised, he has become active in several

WE HAVE MOVED!!

By the time this issue of **THE AUCTIONEER** reaches you we will be enjoying the comforts and conveniences of **YOUR NEW OFFICE BUILDING**. As we are writing this (Feb. 18) we are awaiting the completion of the interior painting and the placement of the floor coverings.

Final completion will not be for a few weeks as some of the uncompleted tasks include sodding, landscaping, marking the parking lot and miscellaneous small jobs that can be done better with the arrival of Spring.

OUR NEW ADDRESS

135 Lakewood Drive, Lincoln, Nebraska 68510

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meaningful organizations. Now the final requisite for success, and perhaps the prime factor underlying the degree of success which the Auctioneer meets, is Operation.

The Auctioneer must be a good operator. Of course the entire conduct of his business; the travel, the communication, and the promotional aspects, comes under the category of Operation. So Operation, in the sense that it refers to the Auctioneer, means his ability to manage. It includes not only his ability to manage his on-going promotional program, but the conduct of his business from the most minute detail to the most significant situation.

If the Auctioneer's Communication program is a good one, it tells the public that he is; highly capable, competent, dedicated, hard-working, and honest. If his Operational program is in proper order, the Auctioneer has proven, by his actions, that the Communications program was true.

Thus the three requisites: to Move, to Communicate, and to Operate, can be seen to be areas at which every Auctioneer can look in his own professional environment. He can organize his business into these three areas and thus, help himself to evaluate his performance in each area. He can utilize these ideas to stimulate his imagination in order to develop new approaches to his business. And finally, by keeping these three concepts in mind constantly, he will create an awareness, in himself, of problems which he may have formerly overlooked.

Chuck Stocks

Box 5

Curundu, Canal Zone

Noah an Auctioneer?

My husband, Bart Bielenberg, graduated from the Reppert School of Auctioneering in July, 1934. Recently, our grandson, Scott, age 6, was looking at the class picture.

"Was Grandpa the first Auctioneer,"

"Oh, no," I said.

"That's right," he said, "It was the guy who put all the animals in the boat."

Mrs. Bart Bielenberg
Schleswig, Iowa

Preserving Nebraska's Past . . . For The Future

From the prehistoric Indian who hunted with a throwing device known as an atlatl through the Atlas missile bases removed from the state a few years ago, Nebraska has been the scene of exciting chapters in the history of the West. Highlights of this story are recreated in the galleries of the Nebraska State Historical Society Museum in Lincoln.

In the Indian Gallery, grinding stones, projectile points, and other artifacts trace the development of prehistoric Plains Indians from hunter to farmer. Other items interpret the farming-villager tribes of eastern and central Nebraska. Feathered headdresses, beaded clothing, and painted buffalo robes re-create the flamboyant life of the Sioux, Cheyenne, and Arapaho in western Nebraska.

In the Pioneer Gallery a cowboy camp and immigrant clothing are two displays illustrating westward expansion. Other exhibits point out the hardships of settling the sod house frontier. Displays featuring Buffalo Bill and Wild Bill Hickok emphasize the drama of the Old West.

Upstairs is a Special Exhibits Gallery featuring period rooms, while in the basement such items as china dolls and hair wreaths are displayed in Collector's Lane.

The Nebraska State Historical Society is both a state agency and a private membership organization. Founded in 1867, the Society represents a unique partnership of private and public funds. It became a Department of State Government in 1883.

Created to collect and preserve the record of Nebraska and her people, the Society maintains archives, a library, museums, and historic houses for public use.

Public funds help to discharge the administrative and educational functions of the Society, but for the discharge of its duties as publisher, explorer and preserver in the field of history, the Society depends heavily on the support of its membership and friends for endowments, gifts and bequests. Membership in the Nebraska State Historical Society is open to everyone. All members receive the Society's quarterly magazine and the monthly news letter. For further information, contact the Society at 1500 R Street, Lincoln, Nebraska.

Pennsylvanians Vote \$1,000

for N.A.A. Building Fund

INFORMATIVE, PROGRESSIVE, ENTHUSIASTIC and very SATISFYING best describes the 1971 Pennsylvania Auctioneers Association Convention. It was held January 15-16 at the Hershey Motor Lodge, in Hershey.

A folder of useful information was distributed at the entrance to convention headquarters. A most inspiring seminar by Ben Kane, former Dale Carnegie Instructor, was thoroughly enjoyed by all those in attendance. His subject was, "Purpose, Method and Faith will bring Success."

Henry Brooks provided a most informative seminar on Public Address Equipment. Dave Wack, of the Western Chapter, told how "Honesty & Integrity" had paid off in his auction enterprise.

Ken Miller and Elmer Murry covered the topic of complete household sales. They told of the importance of promptness, attitude and discretion in serving one's cliental. Max Fraley enlightened on the subject of closing a sale. Max says, "Be sure you get a good one-way check."

Joe Sater, author of Antique News, also weekly news on Antiquing, gave a very satisfying seminar on "Knowing Your Auctioneer and Auctioneers Related to Antiques." It is satisfying to know that this nationally known columnist has great respect for the Auction Profession and will support any movements we have to advance our course.

James Lieby brought to light the pros and cons of the "Number System." False identification when registering is the big disadvantage although many advantages such as future mailing lists, convenience to the buyer, a faster sale, itemized records, and others come from the system.

The Manheim Auto Auction film was enjoyed before the Annual Banquet at which time a very inspiring message, "Down the Line and Down to Earth," was delivered by Rev. Richline.

The 1971 Business Meeting was basically to the point with the majority expressing harmonious thoughts. Our Na-

tional President, Dean Fleming, was on hand and brought a message to use from the National level. Mr. Fleming was accepted wholeheartedly. The Pennsylvania group approved a donation of \$1,000 to the National Building Fund, to be taken from the association's treasury. The check was sent back to Nebraska with Mr. Fleming.

Changes in the By-Laws were tabled until 1972, with the same Committee in charge. A committee was appointed to explore the possibilities of a booklet on Auction Life.

Ralph Horst, Marion, was elected as the new President, succeeding Mervin Adams, Millersburg. Clay Hess, Collegeville, was elected Vice President, and Larry Reed, Falls Creek, was named to the office of Secretary-Treasurer.

Members of the 1971 Legislative Committee are: Pete Stewart, Wylie Rittenhouse, Jim Leiby and Odie Adcock. William Boes and Kenyon Brown make up the By-Laws Committee. The Promotion and Advertising Committee consists of James Bosewell, Wylie Rittenhouse, Paul Martin, and Ken Upperman.

Clark Hess was retained as solicitor. Next year's convention will be held at the same location on January 14-15.

LARRY REED, Secretary

Arkansas Farm Land Brings \$415 Per Acre

In an auction January 12, near Arkadelphia, Ark., 215 acres of unimproved land sold for \$415.00 per acre. This was considered a very good price for land in the area and the sellers were reported as being well pelased.

James E. Wilson of Wilson Realty and Auction Co., Hot Springs, Ark., was in charge of the auction.

Automation doesn't cut red-tape. It just perforates it.

IN UNITY THERE IS STRENGTH

ADVERTISING CONTEST

Advertising is one of the key ingredients of a successful auction sale. We must be constantly aware of new ideas in order to write effective ads for our clients.

This year the National Auctioneers Association is conducting its first advertising contest. We hope to accomplish two things in this contest. First, to recognize those auctioneers who are doing an effective job in advertising. And second to help all auctioneers by the sharing of ideas from all types of auction firms and from all locations.

The guidelines for this contest are very simple. Send a sale bill, brochure, newspaper ad, etc. from one or more of your auctions to the National headquarters between now and one week prior to the convention. The sale date must be between August 1, 1970 and July 31, 1971.

Judging will be based on eye appeal and overall presentation. Neither the size of the material nor the magnitude of the sale is important. All entries will be displayed at the convention and the winners name will be placed on a permanent plaque to be displayed in our new building and they will receive an individual trophy.

We want this first contest to be a big success but in order to be successful we need everyone's help. Place those advertisements in the mail NOW.

C. P. TERRY DUNNING

Gypsy Rose Lee's Estate At Auction March 9-10

BEVERLY HILLS, CALIF. — The well-proportioned dressmaker's dummy that Gypsy Rose Lee used in making many of her own clothes is up for auction, an artificial red rose at its hip.

Also offered are her \$18,000 Rolls-Royce with tea service built into a door and cut-glass rose vase on the dash; her black-lacquered Victorian furniture; and her ornately decorated metal and wood toilet cover, monogrammed "GRL" on the lid.

The widely-known stripper, burlesque queen, author, actress and television personality died of cancer last April at 56.

Eric Kirkland, the only child of her three marriages, said recently Miss Lee loved auctions and so he had decided on an auction to share with her public nearly all of her possessions.

They will be sold March 9-10 at the galleries of Sotheby, Parke-Bernet, Los Angeles, but at present are still in the home she bought — at auction — 10 years ago. The three-story home is on a secluded hillside, amid lush lawns, pines, eucalyptus trees and the 150 rose bushes Miss Lee helped plant.

Sotheby's vice president, John Stair,

leading a pre-auction tour of the furnishings, said he thought Miss Lee's possessions should bring \$60,000 to \$80,000. They include:

A harp, made about 1800, which she took as part payment for work in a road show that went broke.

A 19th century clock with a human face whose eyes blink when the pendulum swings. Lamps with fancy shades made by Gypsy. Gypsy's lace-canopied bed. Paintings and sketches of Gypsy, including a nude sketch from the rear.

A pink-tassled bedroom chair originally used in his boat by some 18th-century gondolier.

Born Rose Louise Hovick in Seattle, the younger sister of actress June Havoc, Gypsy rose to fame thru vaudeville, Minsky's burlesque, the Ziegfeld Follies and movies. In her stage act she peeled but never entirely. "Bare flesh bores men," she once said.

HARD TIMES

Two ranchers were talking about the drought.

"How are things over your way?" asked the first rancher.

"Well," answered the second, "The cattle are so thin that by using carbon paper we've been branding them two at a time."



The Ladies Auxiliary

Friendship

You turn the dial on your radio; it lights up and out comes music. The music may be sweet and melodious; it may be harsh and jangling. But, usually, one theme underlies it. The longing for love — for friendship. There is an agonizing human need for love-for friendship. The need for deep friendship between people is an urgent need, one that has always been with human beings, as far back as historians can reach in their accounts of human life on this planet.

More than two thousand years ago Aristotle, a Greek philosopher wrote: "What is a friend? A single soul dwelling in two bodies." Friendship is really better than medicine. Medicine is for those already ill; friendship is basically for the well to enjoy, a joy to keep them well throughout their lifetime. Life without friendship is like cereal without milk. Real friendship is a subtle, trusting interrelationship whose worth is too great to be measured.

Friendship is giving. It is not what we take from others but what we give others. Not so much in material gifts as the gifts of compassion, sincerity and understanding. It is instilling courage in someone else. It is the sharing of our confidence in ourselves with others. It is the gift of what we are to others. Friendship is one of the great goods in life, one of its undeniable satisfactions. There can be no creative living without people — without friendship.

But friendship doesn't mean simply doing something for others; it involves enjoying others. Not doing someone a favor, but enjoying others without needing a reward for services rendered. The feeling of sharing is a reward in itself. To be a good friend, you must first be a friend to yourself.

You will find this kind of friendship in our Ladies Auxiliary and our need for your friendship. If you are not already a member, I would like to take this opportunity to invite you to become a part of our organization. We are very proud

of the things we have accomplished in the past years, but we will be working for ever greater accomplishments in the future. Our hope would be that every Auctioneer's wife in the United States and Canada will be at our next meeting. We need **you**.

Willie Howell
Dallas, Texas

Gilt Sets Record Price At Yorkshire Conference

Yorkshire breeders from 19 states showed 250 head of breeding animals and 31 pairs of littermates in the Certification class at the Yorkshire Type Conference held January 21-22-23, 1971 at the excellent Livestock Center Building, University of Missouri, Columbia, Missouri.

Jim Woods, Kenwoods Farm, Chesterfield, Illinois, showed the Champion Certified Litter sired by PSU9 Enterprise 4-1, the 1969 National Barrow Show Champion Boar. These pigs were 30.6 and 31.3 in length, with backfat of 1.0 and 1.13 and loin eyes of 6.95 and 6.0.

Robert and Mrs. Raymon Hassler of Princeton, Illinois, had Reserve Certified Litter on pigs sired by JPW9 Computer 23-3 that were 30.7 and 29.7 in length; .87 and 1.17 on backfat and loin eyes measured 5.24 and 5.65.

The 46 prize winning boars averaged \$741; the 7 bred gilts averaged \$469; 52 open gilts averaged \$417 and 13 pairs of littermate gilts averaged \$118. The entire 132 head averaged \$473 for a grand total of \$62,560.

Bill Williams of Knightstown, Indiana, showed the Grand Champion Boar on a July son of BV7 Break-Thru that went to Fred Haley at Canton, Georgia, at \$4,000. This 310 pound boar adjusted to 220 pounds at 157 days.

Eddie Brothers of Storm Lake, Iowa, showed a son of BV8 Starter 44-7 to Reserve Champion Boar. This August boar weighed 282 and adjusted to 220 pounds at 136 days. Willis Poppe, Chester, Nebraska, took this boar at \$1400.

The second top selling boar was consigned by Homer Jenkins, Murphysboro, Illinois, and sold to M. F. Deans of Voca, Texas, at \$3,000.

The Champion Gilt was farrowed July 1st and shown by Claude Robinson, Jr., Wellsville, Missouri. This daughter of HPH9 Bigun 5-6, first Junior boar at 1969 National Barrow Show, weighed 344 and adjusted to 220 pounds at 142 days. She was one of the best gilts ever shown and a lot of breeders were wanting to own her. The bidding nearly caused an explosion in the beautiful Livestock Center Sale ring. When the stakes started getting high, the bidding narrowed down to Marvin Smith, of Salisbury, Missouri, and Dick Kuecker of Algona, Iowa, — with Smith winning out, with the last bid of \$7,500. (a new rerord for a gilt of any breed). Dick Kuecker later purchased her littermate sister at \$2,000 which was the next highest gilt in the sale.

Charles K. Ausfahl and Son, of Fulton, Missouri showed an August 26th daughter of DB9 Statesman, to Reserve Champion. This 259 pound gilt adjusted to 220 lbs. at 127 days and sold to Robinswood Farms, of Delavan, Wisconsin, for \$800.

Leavitt and Stephenson, of Holiday, Missouri, showed the top bred gilt, a daughter of OBC8 Mr. Clean, and sold for \$850 to Jim Volk, of Battle Creek, Nebraska.

Ron and Tom Jackson of Powell, Ohio, had the second superior bred gilt and it sold to McPheeters Brothers of Farmersburg, Indiana, at \$450.

William Hickey & Family of Carthage, Indiana, had Champion Pair of Littermate Gilts, sired by OBC9 Turbo, and they sold to L. V. Kennedy, of Deerfield, Missouri, at \$250 each.

Charles Ausfahl and Son, Fulton, Missouri, showed the Reserve Pair of Littermate Gilts and they sold to Willard Cole of Novelty, Missouri, at \$145 each.

Death Claims Veteran Nebraska Auctioneer

Grant R. Phillips, 80, long time auctioneer at Wallace, Nebr., passed away February 15. A native of Missouri, Col. Phillips came to Wallace in 1908 and started auctioneering the same year. In the years that followed he handled some

9,000 auctions in the area.

Col. Phillips was instrumental in establishing several Western Nebraska livestock auction markets and at one time was handling four separate weekly auctions. Since 1937 his son, Gerald, has been associated with him in the auction business.

In addition to Gerald, he is survived by his wife of 62 years, two sons, living in Oregon, and a daughter in Idaho. He was a loyal member of the Nebraska and National Auctioneers Associations and several of his letters have been reprinted in THE AUCTIONEER.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1970-1971

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Pennington Gap, Va.



Above are members of the Real Estate Class of January, 1971, term of the Missouri Auction School, Kansas City, Mo. They are: first row, left to right: Sam E. Barker, Va.; Arthur Cole, Jr., Ala.; Richard W. DeWees, School President; Delbert Winchester, Instructor, Okla.; Howard J. Hayman, Jr., Md.; Oliver A. Smith, Jr., Tenn.

Second row, left to right: R. A. Chinn, Ky.; Don C. Vance, Va.; C. F. Bagamery, Ind.; Ed Ogden, N.Y.; Elmer L. Wyatt, Okla.; Leroy Burkett, Kas.; Dwayne Goodwin, Okla.

The Class donated \$100.00 to the NAA Building Fund.

Ohio's Annual Meeting Attracts Large Crowd

The Annual Meeting of the Ohio Auctioneers Association was held at the Christopher Inn, in Columbus, Jan. 9-10. A Fun Auction opened the program, on Saturday evening, netting \$178 for the treasury.

This was followed by a Real Estate Auction seminar with Dick Babb serving as Chairman, with Gene Slagle and Hobart Farthing as panelists. Balance of the evening was spent in socializing around a lunch bar.

President Ford Good called the meeting to order at 10:00 A.M., Sunday, with 125 auctioneers in attendance. The membership committee presented applications of 87 new and reinstated members and an induction ceremony for those present was conducted by Gene Slagle.

An election of officers followed with the following being elected: President, Don Standen, N. Ridgeville; 1st Vice President, Walter Hartman, Camden; 2nd Vice President, Cal Nethero, Lakewood; Directors: Robert Frey, Archbold;

Joe Paul, Lebanon; and Herb Peddicord, Coshocton. They were installed by Don Fisher.

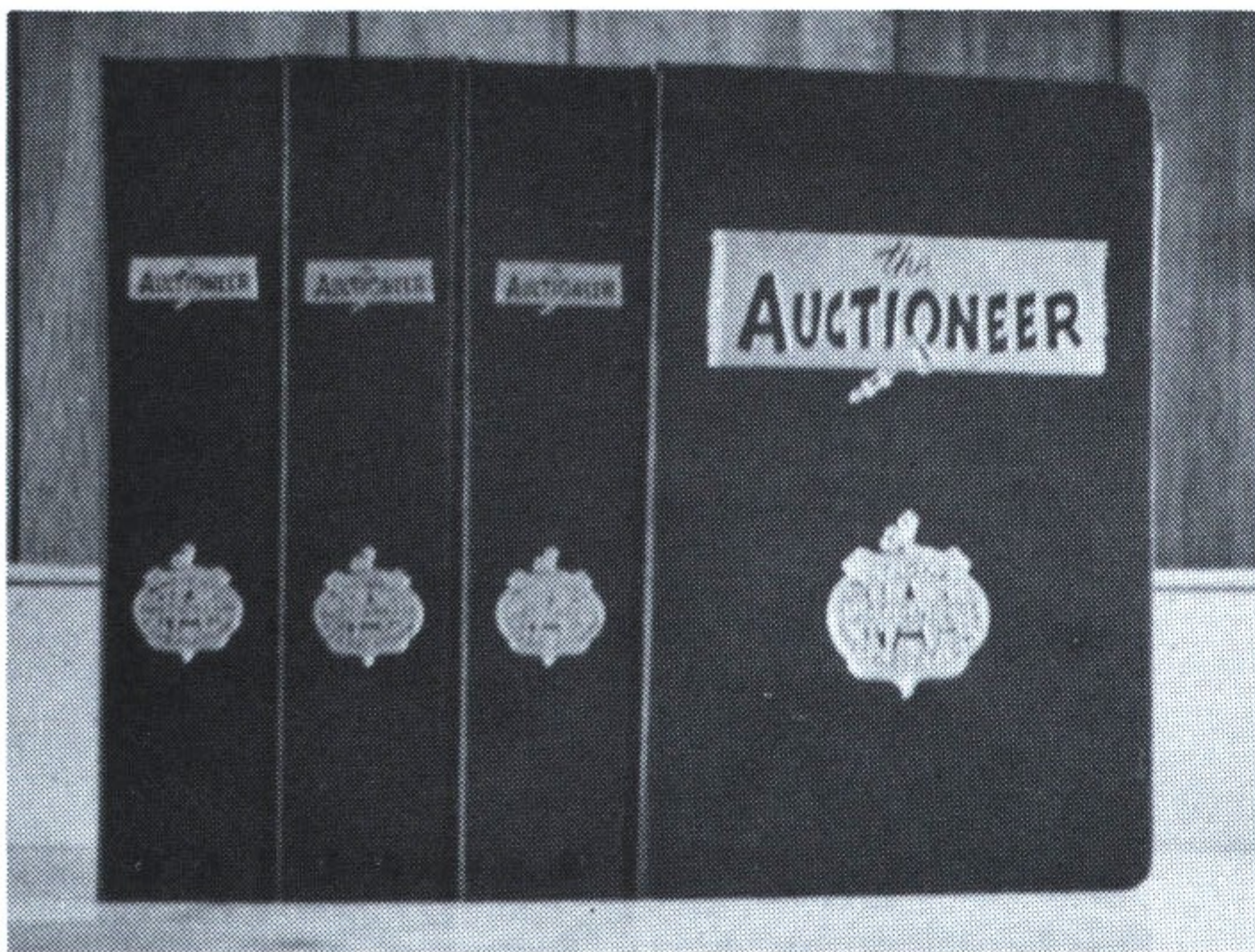
It was voted to continue participation of the group in the 1971 Ohio State Fair. Districting the membership was postponed until the next meeting and the February meetings, originally scheduled for Medina and Circleville, were cancelled.

Luncheon was served to 184 persons following which a very interesting address was delivered by Jim Messersmith, immediate past president of the National Auctioneers Association. Pop Hess also gave a talk reminiscent of his days of auctioneering.

Four Charter Members of the association were recognized, they being Clarence Latham, Hilliards; Clarence Sooy, Elyria; Homer Pollock, Delphos; and Pop Hess, Bellfontaine. An up to date membership roster along with other pertinent information will be distributed shortly after March 1.

NEWT DILGARD, Secretary

A clock watcher is an eager leaver.



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NATIONAL AUCTIONEERS WEEK

APRIL 12 - 17, 1971

Enclosed with this issue of THE AUCTIONEER is editorial and advertising material for YOUR use in promoting National Auctioneers Week. This material has been designed and prepared by the Special Committee assigned to the project.

Success of the "WEEK" depends upon YOU!!!

A Day in the Life

(Submitted anonymously since these things have never happened to the writer—well, very seldom, anyway.)

The Association Manager knows the day is going to get worse when—

He's out of town and calls the office about 11 a.m. and gets no answer . . .

He's out of town and calls the office and all four of the circuits are busy . . .

He arrives in the convention city two days before opening and finds pickets outside the exhibit hall . . .

He arrives at the headquarters hotel in the convention city two days before opening and finds a major, unannounced renovation program underway . . .

His president rises to deliver the keynote address and the speaker system begins to shriek . . .

The ladies luncheon and tour was due back at 3 p.m. and its now 5:30 p.m., and word drifts back, "They're still serving lunch out there . . ."

The winner of the Pontiac Grand Prix turns out to be the current president of the association . . .

He's ready to announce to the board that he's finally pulled the association out of the red, and the Internal Revenue Service calls and wants to check on the

association's nonprofit status . . .

The banquet comedian who was guaranteed suitable for a family-type audience opens his monolog with, "I met two queers in the elevator coming up here . . .

The largest exhibitor in the show hires a topless model and today is "Ladies Day at the Exhibit . . ."

The board meeting has been budgeted for Chicago, and someone makes a motion that instead they go to Acapulco . . .

He receives a letter from his president that begins, "I'm getting an increasing number of complaints about . . ."

The highly touted industry leader who is to address the opening luncheon shows up a half hour before, talking thickly, and suggesting, "Lets all have a drink, first . . ."

He brings his wife to the president's dinner and notices that her gown matches that of the president's lady . . .

He goes to lunch in a strange restaurant and finds his bright young assistant having a secret meeting with three of the directors . . .

One of his long-time members sidles up to him and says, "Boy, have you got it made . . ."

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Pop's Ponderings

Future of Auctioneering

By COL. POP HESS

The date of this writing is February 12th, a very damp, cold day here in Ohio, following one of our largest snow storms of the season. This type of weather comes along the first twelve days of February. As you may remember, I get a year older each Feb. 6th, and I want to thank my many friends and readers who took time out to mail greeting cards and letters. As I now begin my 91st year of living, I feel about as young as heretofore.

The general run of public sales here in Ohio are very heavy and the prices are good with large attendance. Our farm equipment sales yards plus our weekly livestock sales have held on with the strongest consignments. All indications are our farmers and livestock producers face a very active spring and summer run. Ohio is equally divided in the production of dairy and beef cattle, also swine, sheep and poultry.

I do take notice that some of our chain livestock yards are building larger facilities by the merging of several yards into one consolidated unit. This provides less personnel with the leading Auctioneers in the field retained.

It has been my privilege to listen to many comments and suggestions on what the future has for the Auctioneering profession. I still remain a member of the old school, and from some of the young men I have had the pleasure of interviewing, I find we have many prospects in our area that may develop to be auctioneers in demand. I have very little fear for the future of the auctioneering profession and its business, as a whole. However, I do see some needed improvement or change in some of the clauses in the various State Auctioneer's License Laws. In particular, the law as it pertains to the would be apprentice.

The new beginners who have entered, or have returned from the various auction schools with diploma in hand, find that before they can get into action as

a "Selling Auctioneer", he has to be accepted by a fully licensed auctioneer as an apprentice, working under the auctioneer's direction. We find many of these graduated students have considerable difficulty to make that connection. However, we who have been auctioneers down through the years are fully aware that "John Q. Public" will not hire an auctioneer whom he has not seen in action. I do believe this matter could be better taken care of where the apprentice law would provide that the applicant is an apprentice, and subject to an examination by the Board of Examiners and if approved, be issued an Apprentice, "Class B", license.

If the above license, as suggested, were granted the Apprentice would be at liberty to work under this license and do general auctioneering and the employer would know this to be a fact. This suggestion, in effect, would place the Apprentice in a position to choose his own selling field and not be bound for a long period of time, in one type of selling.

I would like to see in these pages, comments by auctioneers in our land who may have the answers to this problem that all of us are looking for, to insure that there will still be auctioneers in the years to come.

The above views have been on my chest for sometime. Now you have it. Now this will give me room for other "Ponderings" in the months to follow.

Loud Mouth

A U.S. Army company had gathered to listen to their new commanding officer. "I want you to respect me as your leader," he said, "but if you've got any problems, feel free to talk with me as if I were your father."

A voice boomed from the rear: "Hey, pop, can I use the jeep tonight,"

Tennessee Convention In Memphis, June 13-14

By Hubert D. Songer, Secretary

While it is still the dead of winter and as this is being written, there is snow on the ground in Tennessee, yet members of the Tennessee Auctioneers Association are eagerly looking forward to the coming of spring and particularly toward the coming Tennessee Auctioneers Association convention. The convention this year will be held in the Sheraton-Peabody Hotel, in Memphis, on June 13 and 14.

For many years past the convention has been held in the little Smoky Mountain resort town of Gatlinburg, and of course, the beautiful setting and surroundings were greatly enjoyed by all who attended. However, with the increased T.A.A. membership and auction interest in west Tennessee, and by vote of the membership in attendance at the December meeting in Nashville, it was enthusiastically voted to go to Memphis, in June.

Colonel Bill Collier, of Waverly, is spearheading the arrangements for the

convention and you can't help but get enthused when you hear Colonel Collier tell of the plans they are working on for the convention. If the plans materialize (and we believe they will) this will be one convention any T.A.A. member who misses will certainly be the loser.

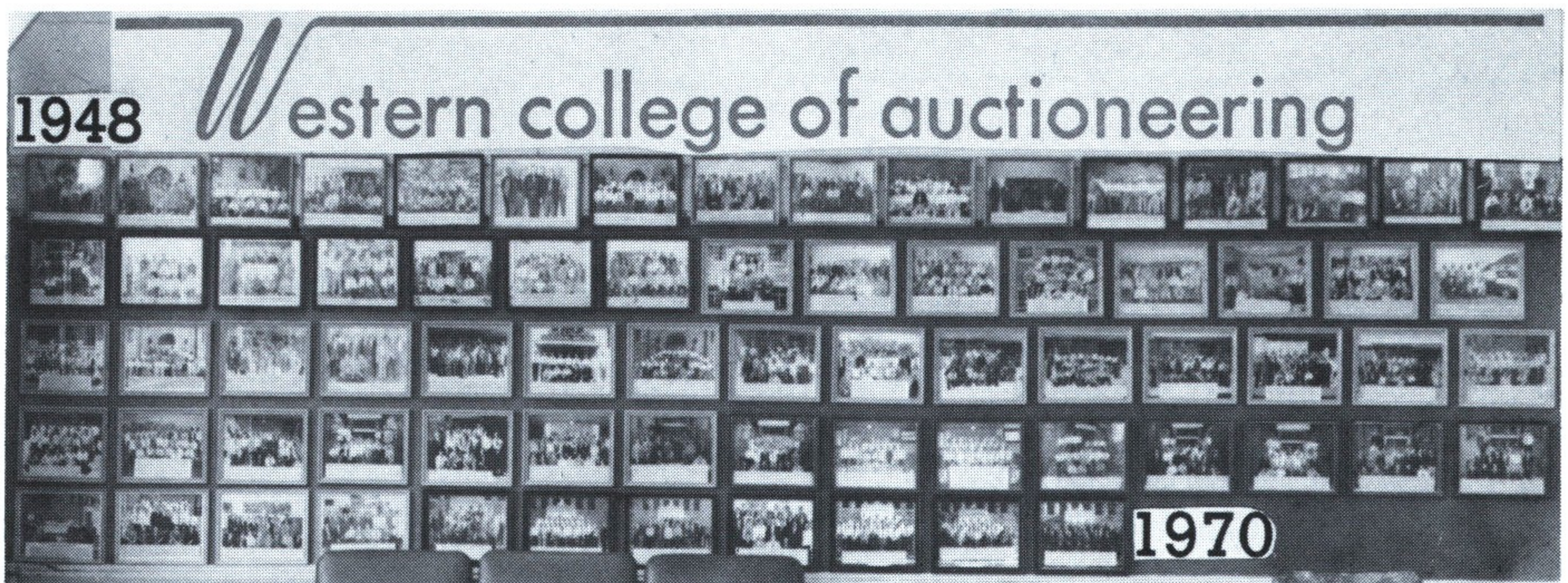
Membership in the Tennessee Auctioneers Association continues to grow and we were pleased to read in *The Auctioneer* we are third in N.A.A. membership but we will be a little more pleased when we read we have moved up to second.

All T.A.A. members should reserve the dates of June 13 and 14 for attendance at the T.A.A. convention in Memphis, and also keep in mind the National Auctioneer Association convention in Lincoln, Nebraska, July 22 through 24.

STOCK MARKET

The teacher was discussing the Puritans in the American history class. "Does anyone know what type of people were punished in the stocks?" she asked.

Without a moment's hesitation, a knowing voice piped up: "Small investors."



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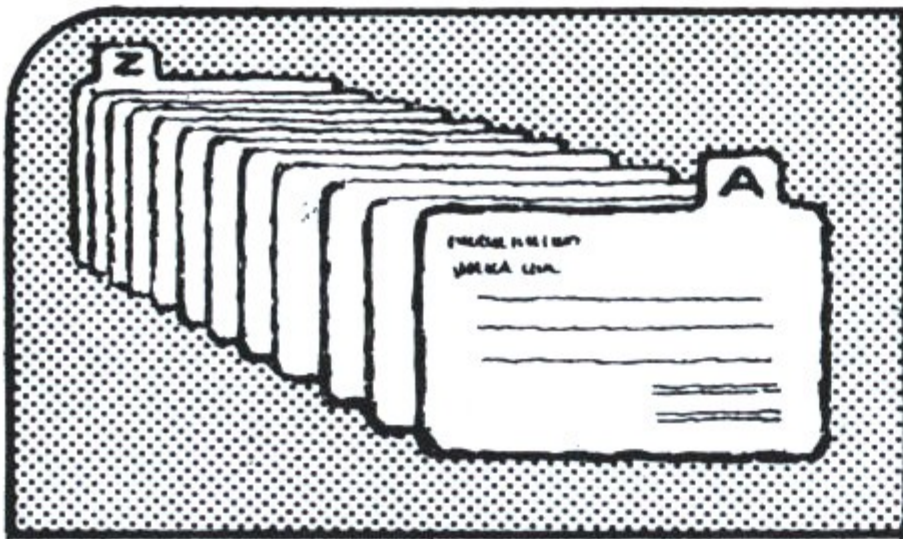
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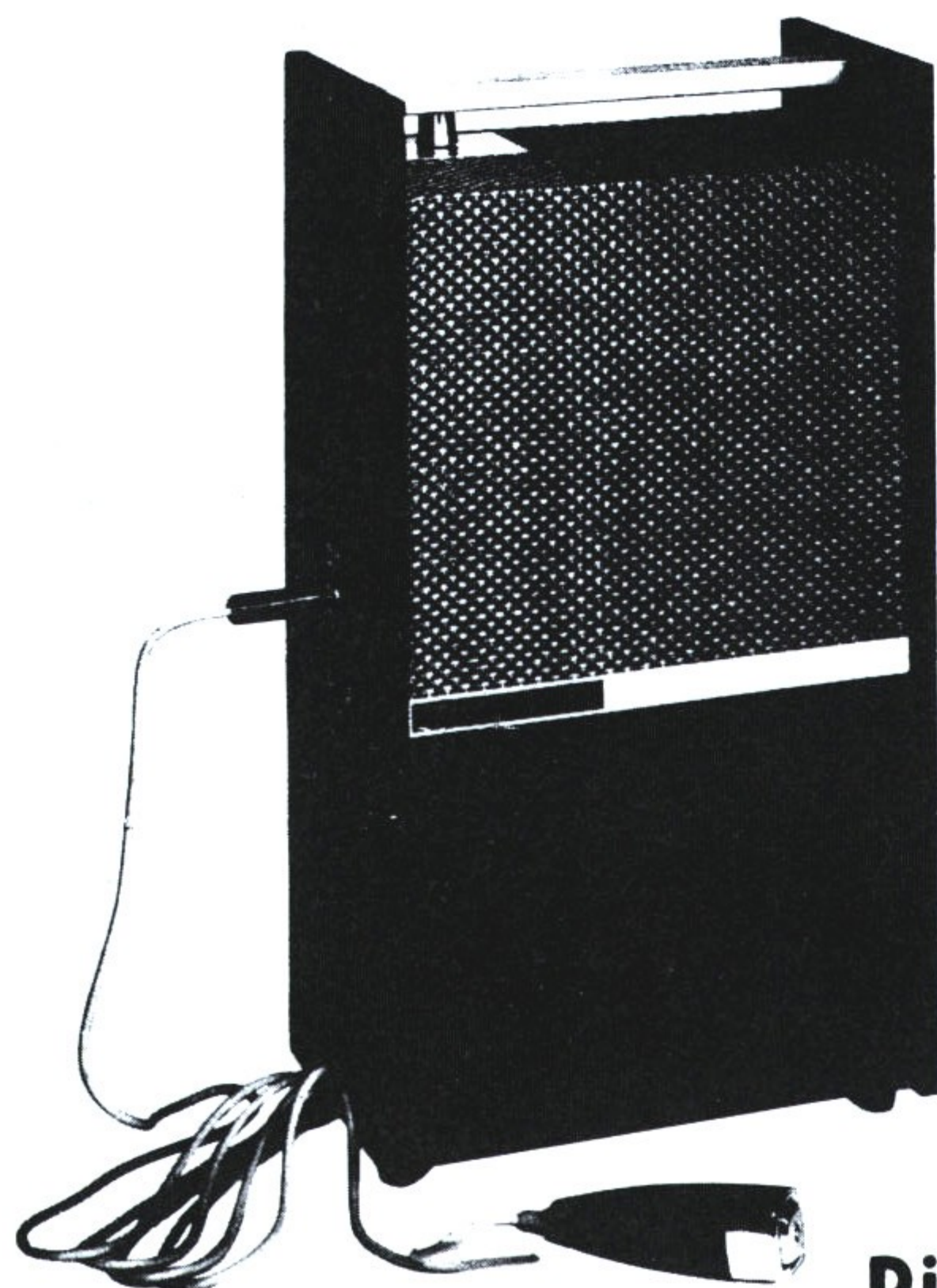
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Another Great Meeting Of Indiana Auctioneers

By **JOHN W. DOANE, Mt. Vernon, Ind.**

From the opening of the registration desk Sunday morning, Jan. 17, to the introduction of the new president Monday afternoon, Jan. 18 — from the rolls and coffee to the sumptuous banquet — from the 'enTHUSiasm' speech by Frank D. Sweeney to the "Apple of Gold" after dinner talk of Rev. Phil Philbrook of Fort Wayne, Ind. — from **beginning to end**, Indiana's latest convention was **SOME** convention!

Writing a lot of fancy words to report such an event is, as one speaker put it, 'a kind word, a good deed and a bit of humor — **AN APPLE OF GOLD**'.

But — as the other speaker said, "You gotta **DO SOMETHING** if you want a **BE SOMETHING**! ! ! We think Indiana auctioneers attending their state conventions are **DOING SOMETHING** and they **ARE SOMETHING**! Come visit us next convention time.

Indiana Convention Pictures

On the next two pages are pictures from the Indiana Auctioneers Convention, held at the Atkinson Hotel, in Indianapolis, Jan. 17-18. The pictures are keyed by numbers and the respective indentifications follow:

1. Convention Chairman, Hugh Miller, Evansville.

2. Indiana's Governor, Edgar D. Whitcomb, addressed the group on Monday.

3. NAA President, Dean Feming, Atkinson, Nebr., presented the 'national' picture and spoke about the new headquarters building at Lincoln, Nebr.

4. Ladies of the Auxiliary manned the registration desk to handle the large influx of Colonels.

5. Sunday evening's Banquet with over 150 attending was entertained by the 'Quareter Notes' from Carmel High School and had as the speaker, Frank D. Sweeney, Owensboro, Ky.

6. The Auctioneer Commission for the State of Indiana were all in attendance and had a panel program. From the left they are: Harvey Lambright, Russell Kruse, Egbert Hood, John Friedersdorf and Don Millspaugh.

7. A panel of auctioneers on various types of auctions spoke on each of their specialties and then responded to questions from the audience.

8. Retiring President Lambright reflects momentarily, just after receiving his Past President's Plaque.

9. "Creative Crafts" by Mrs. Dorothy Clouse, Indianapolis, was the highlight program for the Ladies Auxiliary on Monday morning.

10. It was **FULL HOUSE** crowds at every scheduled program.

11. Rex Schrader, 1970 State Champion Auctioneer, spoke Sunday.

12. **FUN AUCTION** — Chairman Emerson Lehman smiles as he watches Max Culp 'cry the virtues' of the stuffed toy dog as he coaxes the ever-increasing bids from the crowd. The Fun Auction was held Sunday evening, after the Banquet.

13. NAA Director, C. P. "Terry" Dunning, sells the 'famous hoe as veteran auctioneer/instructor Ray Elliott gives his "special assistance? ? ?"

14. Kentuckian Rex Proffitt told a few — and also gave an enlightening session on bid-calling.

15. Indiana's "Auctioneer of the Year" award was presented to Curran Miller, Evansville, a past president of the association and a former member of the Indiana Auctioneers Commission.

16. Roy Krume, NAA Director from Kokomo, rolled them in the aisles with his wit and humor. He also made a report on his role as a member of the NAA Board.

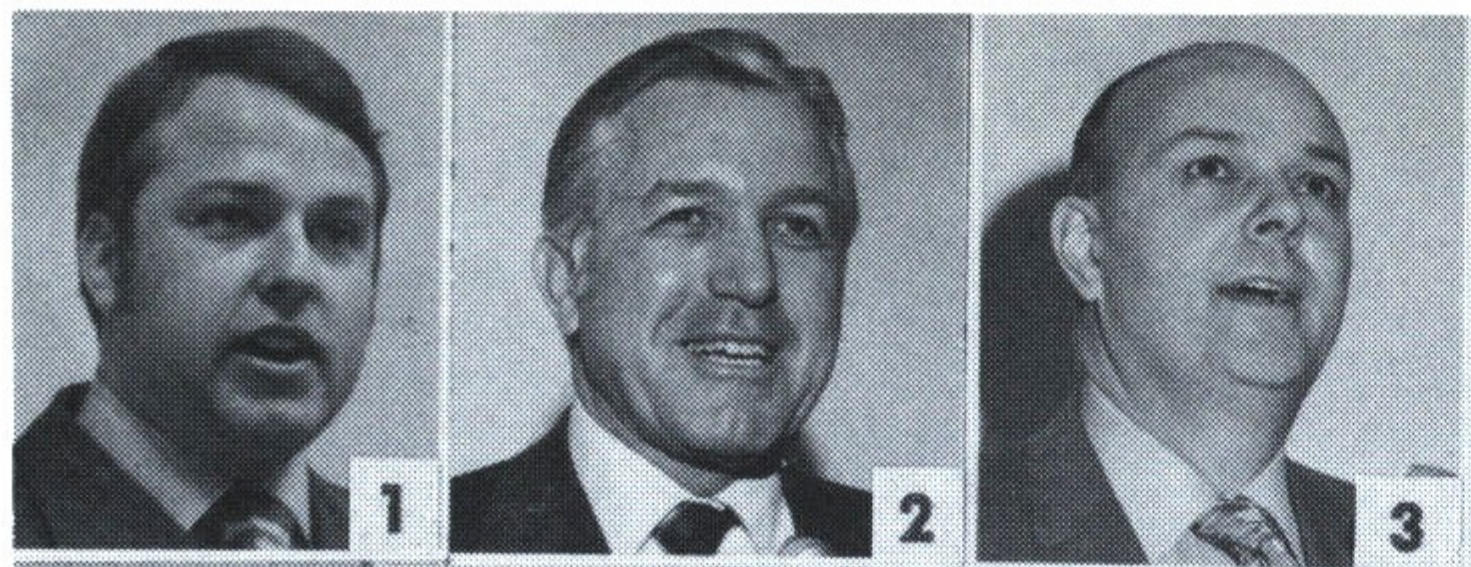
17. Indiana's President for 1971 and the Auxiliary President for 1971 are the husband and wife team of Mr. and Mrs. Franklin Wakefield, Lebanon.

All photos by John W. Doane, Mt. Vernon, Ind.

IN MEMORY OF TOM BERRY

If we had all the world to give
We'd give it, yes, and more
To hear his voice and see him smile
And greet him at the door.
Though his smile is gone forever
And his face we cannot touch
We still have sweet memories
Of one we loved so much.

Margaret Berry and Family



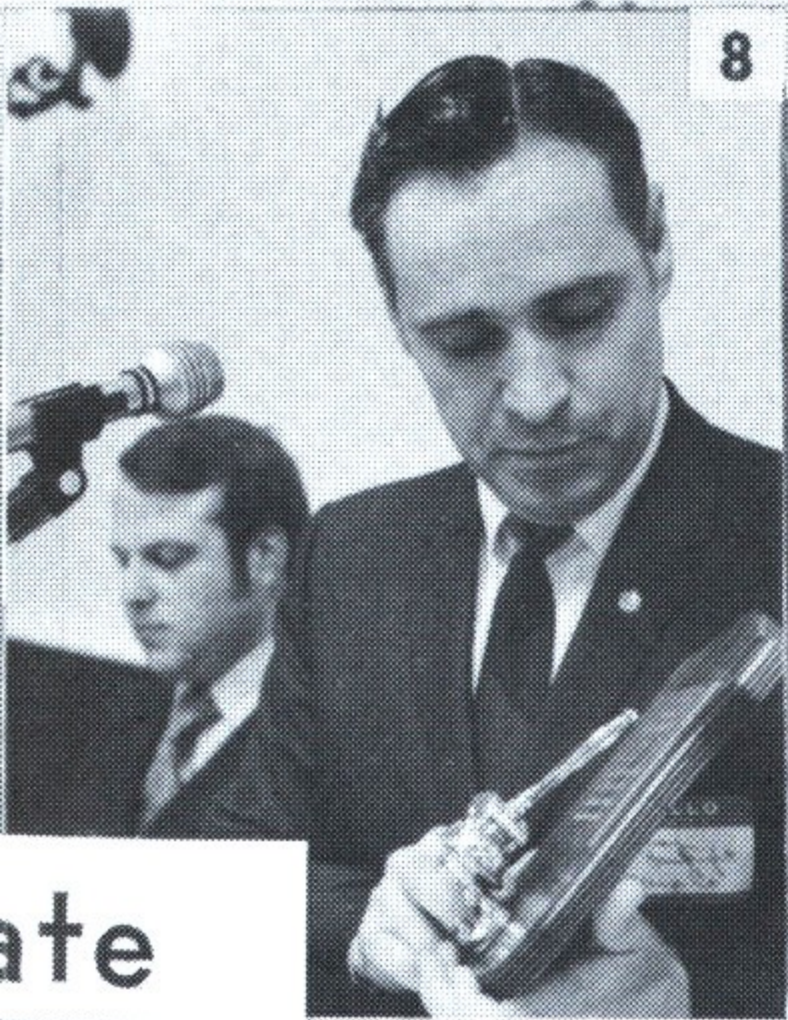
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Building Fund Notes

In the interest of accuracy we are printing a complete listing of all donors to the NAA Building Fund as of February 15. Names given in the respective categories are those who have given \$100 or more.

Please check for corrections and omissions and notify the Secretary's office immediately of any changes that should be made. Once these names are inscribed in bronze they cannot be corrected.

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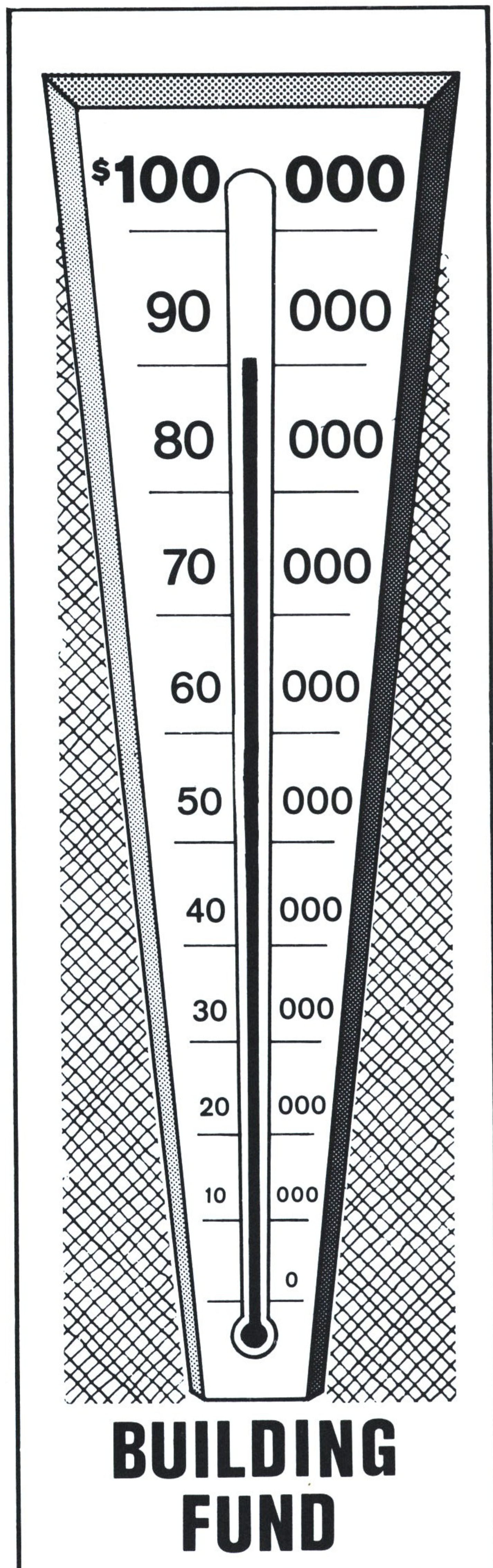
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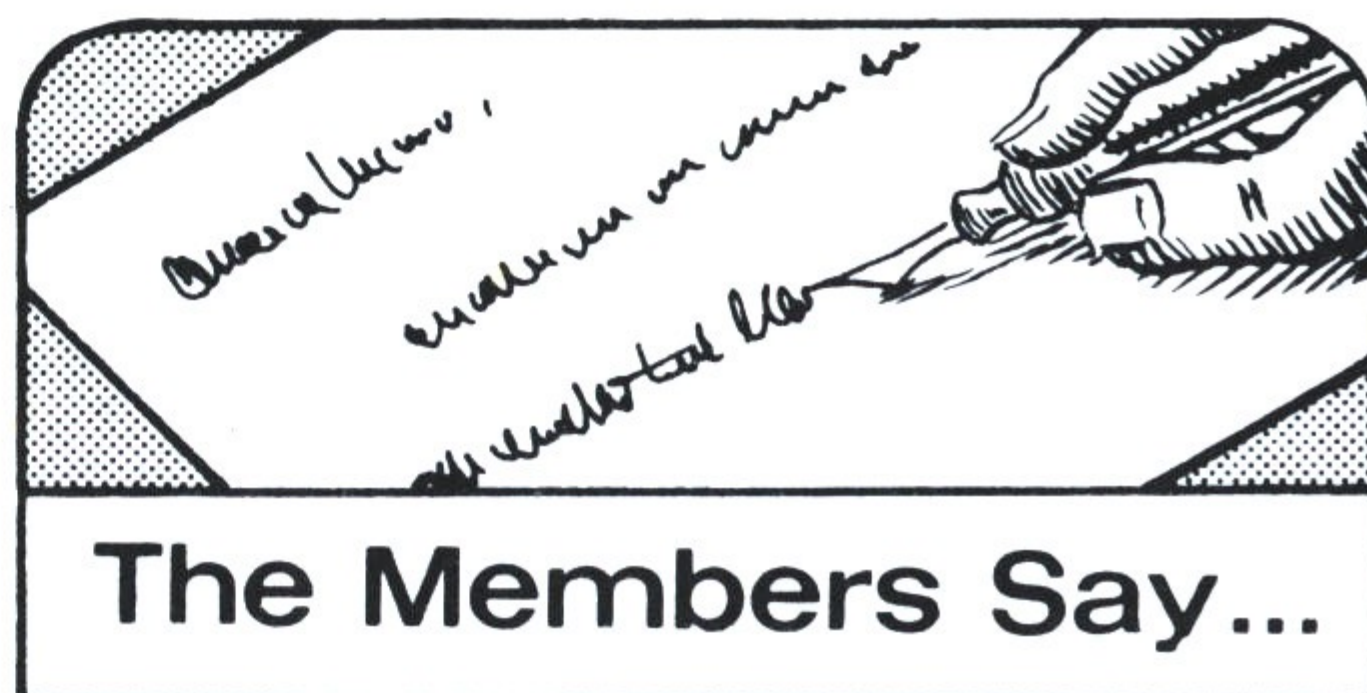
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 Ladies Auxiliary to the NAA

GOOD QUESTION

A mother came home from the hospital with her new baby daughter who was still wearing her hospital identification tag. The mother's two-year-old daughter saw it and promptly asked, "Mommy, when are you going to take her price tag off?"



Dear Bernie,

Enclosed please find my building fund check in the amount of \$1,000. I give this contribution with deep humility and in appreciation for all the many good things the auction profession has done for me. I can hardly wait to see our new headquarters building and I shall always be grateful that I could have just a small part in seeing it become a reality.

Bernie, I trust and pray that other good auctioneers across our land who have not made a contribution will give something, irregardless of the amount, in the very near future. It would thrill me and give me a great feeling to know that the NAA could be debt free upon its completion and this can only be done by everyone's giving just a little.

If the Good Lord's willin' and the creeks don't rise we'll look forward to seeing you all in Lincoln, Nebr., in July.

Sincerely yours,
 James E. Wilson
 Hot Springs, Ark.

* * * * *

Dear Sir:

Find enclosed check from Roger Hahn for membership to the National Auctioneers Association and also \$5.00 for Booster page. Sales are selling extra good but they are not as plentiful as last year. Our livestock sale at Topeka is growing each year for which we are thankful. Hope you and the family are enjoying good health.

Yours truly,
 Romaine Sherman
 Goshen, Ind.

* * * * *

Dear Mr. Hart,

Enclosed please find a check in the amount of \$30.00 to cover the dues for 1971 for Theodore and Mildred Sivers. I also wish to request that you add our names to the "Booster" page for the coming year.

We enjoy "The Auctioneer" and look

IN UNITY THERE IS STRENGTH

forward to more interesting issues in the future.

Yours truly,
Ted Sivers
Oswego, New York
* * * * *

Dear Col. Hart,

Enclosed please find a check for \$15.00 for my 1971 dues and "Booster" page. Also might add that my wife and I attended our first National Convention in Wisconsin this past summer and enjoyed it very much. We are planning to attend the National Convention in Lincoln, this July.

Respectfully yours,
Gail Cowser
Glasford, Ill.
* * * * *

Gentlemen:

Please accept our check in the amount of \$10.00 for membership in the NAA. I have been proud to be a member of this association and wish you continued success in the year of 1971. I have started a new company here in Alabama and we are looking for a real growing business. I sincerely hope to be at the National convention this summer.

Sincerely,
Andrew N. Birdsell
Uniontown, Ala.
* * * * *

Dear Mr. Hart,

This letter is to put in a good word for Col. John Fishdick of Eagle River, Wisc. Many articles have been in "The Auctioneer" concerning the good work and the money he has raised at his Benefit Auctions. I feel he should receive a plaque or high mention for the good work he has done through auctions. Thanks.

Yours truly,
E. V. Wing
Red Bluff, Calif.
* * * * *

Dear Mr. Hart,

Enclosed is the usual \$10.00 for another years dues. I have never regretted the auction school that I attended in Ames, Iowa, under the supervision of Leon Joy, Earl Thies and Howard Johnson.

The actual evening sales of small merchandise and used and damaged furniture seemed to really go over there real good. That was back in 1962 and now here it is 1971 already, but I've certainly

profitted by having attended an auction school. Sometime before too long I'd like to return to my old home town where I was born and raised in Lexington, Nebr., and if the welcome mat is out there in Lincoln, I would like to stop by just to say hello.

Yours as ever,
Arlis W. Blair
Ontario, Oregon

Massachusetts Member Dies In 70th Year

Edwin K. Welz, Pittsfield, Mass. died in late January of an apparent heart attack. He was born in Pittsfield, in 1900, and had been active in the community all his life.

Mr. Welz became an auctioneer in 1950 and conducted sales throughout Berkshire County as well as in New York state. He also conducted many benefit auctions for churches and charitable organizations. He was a member of the National Auctioneers Association.

Survivors include his wife of 47 years, one son and four grandchildren.

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FIRST ROW LEFT TO RIGHT:

R. A. Chinn, Ky.; C. F. Bagamery, Ind.; J. D. Cobb, Mo.; T. Edison Ogden, N. Y.; Boyd Michael, Registrar, Mo.; Dean Cates, Mo., Instructor; Richard W. Dewees, President, Mo.; Bob Bricker, Instructor, Mo.; Delbert Winchester, Instructor, Okla.; George Stephens, Instructor, Mo.; Donald Jackson, Ky.; Don Rich, La.; Dwayne Goodwin, Okla.

SECOND ROW LEFT TO RIGHT:

James C. Johnson, Ky.; Howard Hayman, Jr.; Md.; Richard Roland, Ks.; Carl Stephen, Mich.; Roy Osbourn, Mo.; William Broomfield, N. Y.; Kenneth Paden, Del.; James H. Stevenson, Mo.; Steve J. Kral, Mo.; Elmer L. Elliott, Mo.; Orlin L. Thomas, Mo.; Gene L. Holm, Nebr.; Edgar L. Laws, Kansas; Mel Pilligor, Nevada.

THIRD ROW LEFT TO RIGHT:

Oliver A. Smith, Jr., Tenn.; Leroy Burkett, Ks.; Dale Maltas, Ill.; James Rupert, Ks.; Carmen Denton, Ontario, Canada; Herb Stratton, Ks.; Richard Kisse, Mo.; Richard R. Beasley, Va.; Elmer L. Wyatt, Okla.; David C. Applegate, Mo.; John J. Ryan, Bloomfield, Ontario; Ross E. Landsborough, Delhi, Ontario; Jack R. Fulcher, Ind.; Richard K. Knipple, Mo.; William R. Forsyth, Mo.; Ernest E. Ogburn, Calif.

FOURTH ROW LEFT TO RIGHT:

Billy A. Haecker, Mo.; Mike Lowrey, Mo.; Arthur Cole, Jr., Ala.; Isaac Skinner, Mo.; Bob McPherson, Calif.; Edgar Smith, Mo.; W. E. Behrens, Ks.; Carl C. Scott, Mo.; Bryce Holloway, Colo.; Ben Potts, Ga.; Harvey Owen, Colo.; Larry Moran, Nebr.; Willard W. Wade, Okla.; Jim Hagan, Nebr.; Dewain Davis, Ind.; Louis Thompson, Kansas; Bill Elswick, Md.; Harvey Crittenden, Jr., Louisiana.

FIFTH ROW LEFT TO RIGHT:

Stan Lowrey, Mo.; Ray Stilwell, Ky.; Sam E. Barker, Va.; Don C. Vance, Va.; Robert E. Heller, N. J.; Don Culbertson, Ill.; Robert E. Thackston, Nebr.; Bill Stephens, Ks.; Julius E. French, Ala.; James L. Tennill, Jr., Mo.; George E. Dunn, Sr., Ks.; Harold W. Ingram, Ks.; Eugene F. Hamilton, Mo.; Francis C. Troutman, Ks.; Howard K. Huber, Mo.; Ray R. Morgan, Va.; John W. Doyle, Va.; Leo Barta, Illinois.



The Old Colonel's Corner

by Col. Lee Viningre

Vacation is over and the Viningre family, all six of us, are back at the proverbial grindstone. Like all vacations it was wonderful and we sincerely hated to see it end, but end it must. We toured New England with a camping trailer hooked on behind, we visited some beautiful places, met some truly wonderful down to earth people, and most of all we learned a lot. Our main objective was to visit a few of the old museums whose main product was the display of Early American artifacts. We visited several old country stores, crossed covered bridges, stopped and chatted with folks in some very old and very beautiful homes, ate Vermont cheese by the barrel, and in general spent five wonderful days as close to the Early American sod as is possible in this world of space travel. We spent Friday night at a real old New England type country auction sale. The barn was owned by my good friend Andy Le Clair of Walpole, New Hampshire. Andy and I had been roommates when we attended the Reisch Auction College in Mason City, Iowa. It was a most exciting sale, and I wish you all could have been there with us. The pace was rapid, and you could feel the auction fever accelerate with each item that was placed on the block. Andy asked me to call bids for a while, and believe you me it is not an easy job for an old country boy like myself to get up there and shout behind a good auctioneer like Andy. But I did my best, the crowd survived, and the old Colonel was really thrilled by the experience. If you are ever around Westminster stop in on a Friday night sale, tell Andy the Colonel sent you, and I am sure you will receive a welcome that you will long remember, and I don't mean just because I sent you either. It's just that Andy is that kind of fellow, when he says, "Come on in," he means just that, and you know it.

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Men's Diamond Jim Brady Watch with Band	Ea. \$ 5.00
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. \$10.00
Men's HELBROS Dress Watch—Gold or Silver	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch	Ea. \$17.50
Men's Dress Watch with Cuff Links Set	Set \$ 4.50

Ladies' BRILLIANT CUT—HAND SET Ea. \$12.50

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

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Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
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Louis D'OR Perfume Rings—Ind. Boxed	Doz. \$18.00
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
CHARMANT French Cologne—Retail \$15.00	Doz. \$18.00
Glamorous FILIGREE Spray Perfume	Doz. \$ 5.90
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$15.00
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2-oz. ORIENTAL JADE Men's Cologne	Doz. \$ 3.90
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Necklace	Doz. \$ 5.90
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Reversible Necklace with Matching Earring Set	Doz. \$18.00
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Elec. Can Opener—Knife Sharpener—Btl. Opnr.	Ea. \$ 6.00
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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	Ea. \$ 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
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6-pc. Avocado ROYAL CHEF Alum. Cookware	Set \$ 5.90
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Beaut. Mahogany Dancing Doll Jewelry Chest	Ea. \$ 3.50
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Across The Country

BY BERNARD HART



In reporting my brief stop-over at the National Western Stock Show, in last month's issue, I neglected mentioning one of the most important happenings to one of our members. Floyd McCaskill, Timewell, Ill., was the exhibitor of the Grand Champion Polled Hereford Bull. The bull was sold later in the week for \$25,000.

It was in 1936 that I attended my first National Polled Hereford Show and Sale. The exhibitor of the Champion Sale Bull was Floyd's father, Roy McCaskill, Timewell, Ill. Under the gavel of the late Fred Reppert, the bull sold for \$500 on a mail order bid from Australia. I have a feeling that the check for \$500 in 1936 looked almost as good as the check for \$25,000 in 1971.

Roy McCaskill, too, was an auctioneer and worked the ring for Col. Reppert at all the National Polled Hereford Sales during that period. Floyd's son is associated with him in the Polled Hereford business but I have never heard if he has entered the auction profession and carried the dual role of auctioneer-cattleman into the third generation.

Auction stories are often carried by the wire news service (AP and UPI) and one that has made most of the daily papers the past month is the one of the 11 year old Pontiac, Mich. boy who took his entire savings to an auction to recover his three ponies. Apparently, the Shetlands strayed from their home pasture. They were captured by deputy sheriffs and taken to an animal shelter. They had run up a board bill of some \$400 and were ordered sold at auction to pay their bill.

When the judge offered the first pony for sale the boy accused him of asking too much. Upon learning the ponies belonged to the boy, the ponies were sold as a group. When the boy's bid of \$75 was entered the others present refrained from bidding so the boy got his ponies

back. Sort of reminds some of the old timers of the Farmers Holiday days, in the 1930's.

Willard Olson, NAA member of Delavan, Wisconsin, was the subject of a feature article in the January 31 issue of the CHICAGO TRIBUNE SUNDAY MAGAZINE. The cover picture as well as three additional pages of pictures in colorful description of a household auction conducted by Col. Olson. Also quoted in the article was another NAA member, Leonard Yoap of Pound, Wis.

This is not the first time for Col. Olson to receive this distinction as a similar article was reprinted in THE AUCTIONEER several years ago. It all amounts to good publicity for the subject and those affiliated with the auction method of selling.

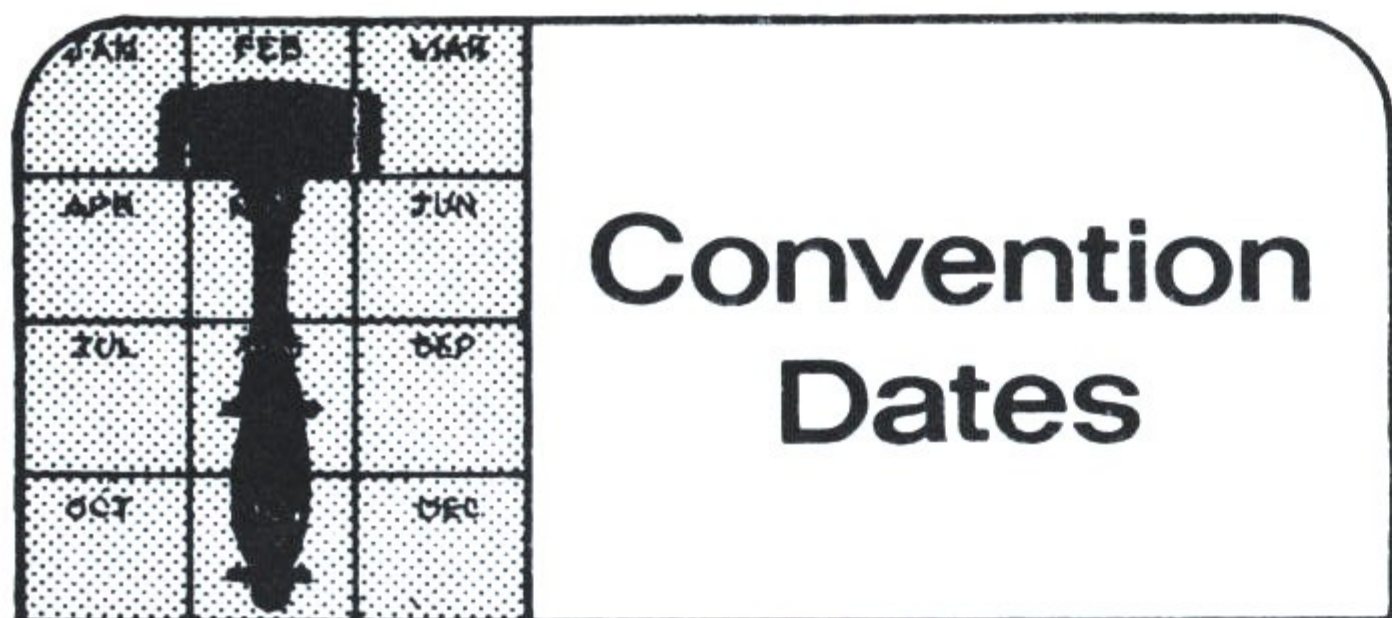
We are real proud of our members who have participated in our Building Fund. As we move into the new offices, March 1, we can still say that we are debt-free.

Through the response of the donors, we have been able to make each monthly payment as it has come due since construction began, last August. Right now, we do not have sufficient funds to meet the payments that will be due March 10, but we have faith. Less than 20% of our members have made this historic achievement possible. We are sure that from the remaining 80% there are those who will furnish the funds with which to make full and final payment during the next few weeks.

This is one time in our lives we should refrain from saying, "Let John do it." LET'S ALL DO IT.

MORAL QUERY

At a "G" movie are you supposed to look away when the "X" previews come on?



Convention Dates

- April 4-5—Kentucky Auctioneers Association, Seelbach Hotel, Louisville
 April 10-11—Arkansas Auctioneers Association, Royale Vista Inn, Hot Springs
 April 25—Iowa Auctioneers Association, Student Union Building, Iowa State University, Ames
 April 25—Illinois State Auctioneers Association, Augustine's Restaurant & Motor Lodge, Belleville.
 May 2—Oklahoma State Auctioneers Association, Oklahoma City, Okla.
 May 2—Nebraska Auctioneers Association, Holiday Inn, Kearney, Nebr.
 May 16—Washington State Auctioneers Association, Ellensburg.
 June 4-6—Texas Auctioneers Association, Dallas.
 June 8-9—Wisconsin Auctioneers Association, Midway Motor Lodge, Wausau.
 June 11-12—South Dakota Auctioneers Association, Watertown
 June 13-14—Tennessee Auctioneers Association, Sheraton-Peabody Hotel, Memphis.
 June 19-20—West Virginia Auctioneers Association, Cedar Lakes.
 July 22-24—N.A.A. National Convention, Cornhusker Hotel, Lincoln, Nebraska.

DOUBLE

Little Stanley's mother gave birth to twins, and Stanley was able to talk to his mother on the telephone. She explained how Stanley now was a big brother and that if he told his teacher about it, he might get a day off from school.

Next day Stanley called his mother at the hospital to announce that he didn't have to go to school the following day.

"Did you tell your teacher about the twins?" asked mother.

"No," said Stanley. "I just told her I had a baby sister. I'm saving my baby brother for next week!"

CARD OF THANKS

Our sincere thanks to the auctioneers of America for their extended friendship to Dad over the past 51 years. We believe he loved the Auction Profession as much or more than any man in this Century. We are certain that we will continue to benefit from his life.

THE FAMILY OF
 COL. C. M. CARTER, SR.

Coloradoans Convene For Annual Meeting

The Colorado Auctioneers Association held its Annual Meeting at the Red Slipper Restaurant, in Denver, on Saturday, January 16. There were 21 members in attendance along with 16 wives and four children.

Mr. John Fuhr, DVM, Speaker of the House of Representatives for the State of Colorado, spoke to the group in regard to the plans, problems, and hopes of the current legislative session. Mr. Pete Smythe, radio and TV personality and an Honorary Member of the Colorado Auctioneers Association, provided the entertainment in his usual homespun manner.

Jim Odle, Kersey, was elected President for 1971. Chuck Cumberlin, Greeley, was elected Vice President and J. Lee Sears, Fort Lupton, was re-elected Secretary-Treasurer. Reuben Stroh, Loveland; Tom Pearch, Eagle; and C. W. Rosvall, Denver, were elected to three year terms on the Board of Directors.

J. LEE SEARS, Secretary

HOW FAST CAN YOU SAY IT?

A tree toad loved a she toad
 That lived up in a tree;
 She was a 3-toed tree toad ,
 But a 2-toed toad was he.
 The 2-toad tree toad tried to win

The she toads friendly nod;
 For the 2-toed tree toad loved the ground
 That the 3-toed tree toad trod.
 But vainly the 2-toed tree toad tried—
 He couldn't please her whim;
 In her tree toad bower

BUMPER STICKER

This car self-destructs upon completion of the 36th payment. — Journal of Insurance.

Auctioneer Cited At Real Estate Meeting

Owen V. Hall, Celina, Ohio, 1970 President of the Ohio Association of Real Estate Boards, was the recipient of a plaque designating first place in the annual Make America Better contest. The contest was sponsored by the National Association of Real Estate Boards and the award was made during the group's mid-winter in San Diego.

The OAREB, under Mr. Hall's leadership, was the state association cited for doing the most to stimulate boards to positive action. Mr. Hall is a former president of the Ohio Auctioneers Association and served a three year term on the NAA Board of Directors.

REMEMBRANCE

"The worst crop failure I ever saw was back in '88," said the old-timer. "The corn crop was almost nothing that year. One day Ma cooked some corn for dinner and Pa ate fourteen acres at one sitting."

QUITE A WALLOP!

The farmer was inspecting the livestock at too-close range and a cantankerous old mule let loose with a well-aimed kick that knocked him out cold. Two men from a nearby first-aid station were called and placed the farmer on a stretcher.

Regaining consciousness, the farmer felt the swaying motion of the stretcher and cautiously lowered his hand over the side, but found only space. "Gosh," he moaned, "I ain't even hit ground yet!"

IN APPRECIATION

The maid had just been discharged. Extracting a \$5 bill from her purse, she threw it to Fido, the family dog.

"What's that for?" asked the lady of the house.

"I never forget a friend?" said the maid. "That was for helping me clean up the dishes all these months."

REASON

"Doc, why did you choose to become a skin specialist?" asked a patient.

"Because," he replied, "my patients never get me out of bed at night, they never die and they never get well."

IN UNITY THERE IS STRENGTH

BEST NOT TO KNOW

"What's wrong, Charlie? You look depressed."

"Well, I am. When I left home this morning I had \$100 in this suit. I've looked through every pocket except one, and I can't find it!"

"Why don't you look in that pocket?"

"I'm afraid to. If it isn't there, then I'll really worry."

Getting Started-How?

How did you get started in the auction business?

Seldom do we get suggestions from the membership of what they would like to see in **THE AUCTIONEER** but since many of our new members are trying to get themselves established as auctioneers, they would like to know how others got started.

We would like to hear from established auctioneers on this topic. Certainly there is no set pattern and the experiences we could record would be of interest to all and an aid to those who need it most.

We'll be waiting for your letters.
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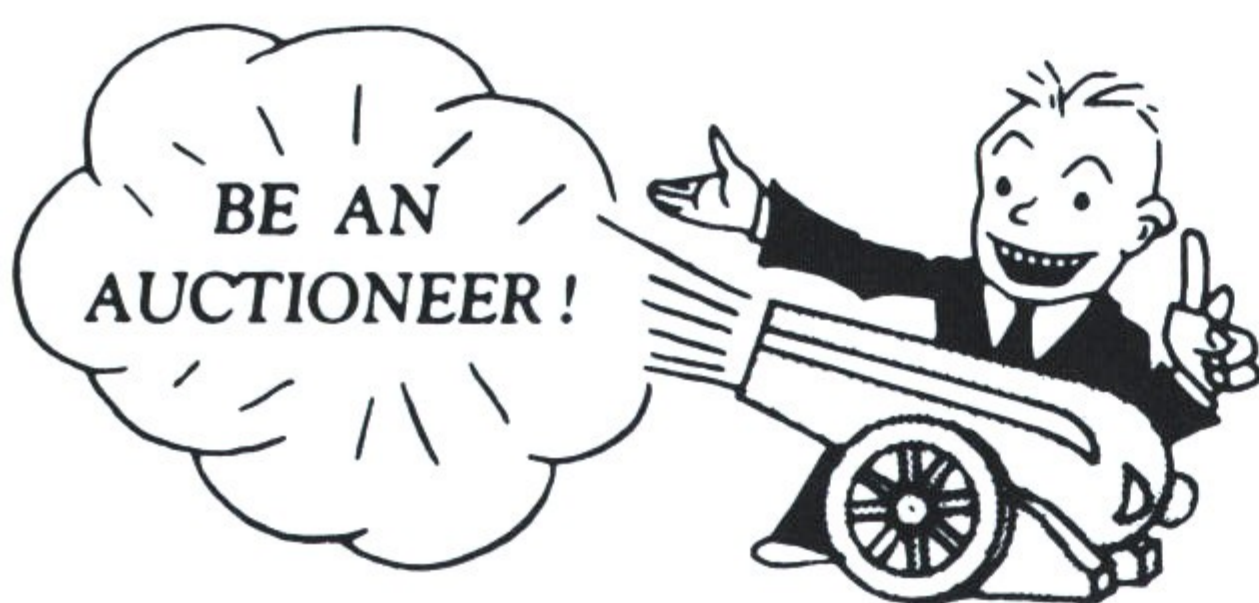
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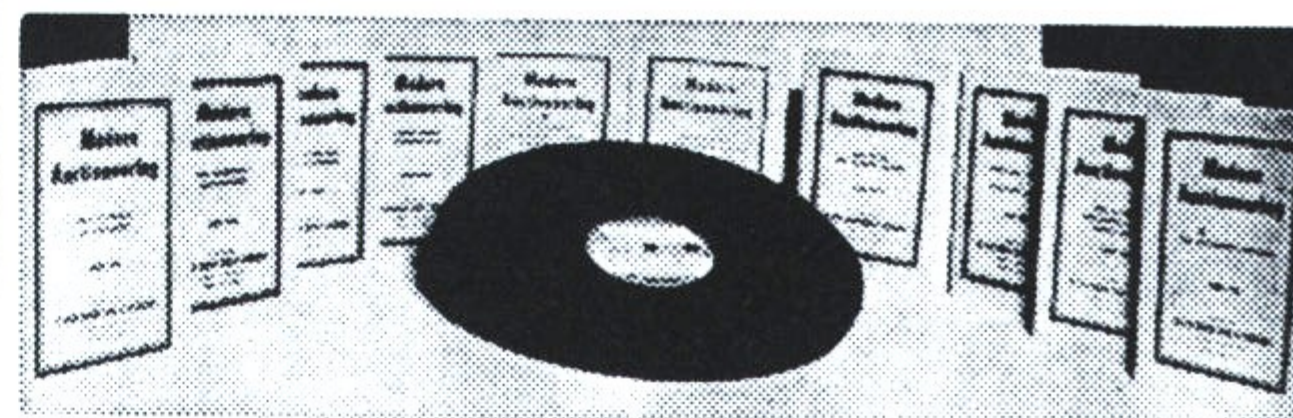
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"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12

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 cashing 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
36,000 Tickets (1/3 White, Pink & Card) . . .	55.00

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
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WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

1,000 Wires	\$5.00	5,000 Wires	\$22.50
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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
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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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Microphone: Professional dynamic cardioid with 10-ft. cable, frequency response 50-15,000 cps, supplied with adjustable goose-neck stand, lavalier cord to wear around neck.

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