

THE **auCTIONeer**



Let There Be No Doubt!



who is in charge of the sale!

The response was overwhelming for November and December with so many buying Auctioneer Hats for Christmas. I ran out of a few sizes and was a little late getting some of the orders out, but by December 29th, I had shipped every order I had received. I want to take this opportunity to thank some of you for being so patient.

I now have a good supply of Winter Felt hats in all sizes and all brim widths for immediate delivery. While the weather may not feel like it, spring is not far away and it will soon be time for the summer straws. We can ship summer hats anytime from here on out.

If the orders continue to come in at the current pace, it seems that all the Auctioneers will be identifying themselves with the Auctioneer Hat. For the benefit of the new members, the Auctioneer Hat comes in Winter Felt (color Silver Belly – Light Grey) and Summer Straw (milan-light cream) in brim widths of 2"–2-3/8" and 2-5/8"–with the Auctioneer emblem attached to the outside where brim meets the top and real satin lining the Auctioneer's emblem stamped in gold on the inside crown.

When ordering please include size, brim width and the name of wearer as we place the name on the sweat band.

Winter hats – Felt	\$12.95
Summer hats – Straw	11.95

Plus 4% Sales Tax

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THE **auCTIONeer**

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

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Why The Rush ?

By H. EARL WRIGHT

Man comes into this world without his consent and departs likewise. What he does during his lifetime is important to his fellowman, but more important to himself, especially so if he manifests an attitude of help and service to his fellowman.

When a man reaches maturity he starts thinking about many phases of life of which he has not been aware of heretofore. Passing through the years of immature education he has been involved with secondary affairs and learning certain standards of conduct and in a general way learning how the affairs of men are being conducted by those older than he. He learns that upon reaching the age of maturity, that he is expected to enter into activity which will provide him with the necessities of life. At this age having observed his superiors in their various line of activity relative to the professions and labor world his mind starts the attempt to decide what line of activity he should pursue and as is often the case decides upon the one where the most money is to be made.

This decision is often made without first having made the attempt to determine what he might or may be best qualified to do, or possess the natural talent for or have the ability to do. Not yet having reached the stage of maturity where a background of study, experience and knowledge could be a deciding factor of importance. At this point we may well ask WHY THE RUSH?, when a year, two years, or even five might well be his most important years in determining his life's work.

We look around us and see hundreds upon hundreds of half successful people, unhappy men and women, only half alive and without the vibrant open free expressive countenances, winding their way through life without purpose and without thought of much else than satisfying the natural physical necessities of

life, never asking themselves why am I here? What is my purpose in life? Why should I be working and struggling along just to make a living? WHY THE RUSH?

Our schools of today, including our universities, are staffed by many such people. How then may we expect the graduates to be better than those by whom they have been taught? Then after giving the matter serious thought we are forced to the conclusion that somewhere along the trail of life the key to worth while living has been lost. But where to go to find the missing key becomes the major problem. We start looking up and down the trails of life and finally find it lying beside the greatest book ever written, the book of life, THE BIBLE, the book that tells us that God created man for a definite purpose and breathed into his nostrils the breath of life and man became a living soul, and gave to him this book with its rules, laws and precepts by which to live.

The book, when read and followed, enables that man to develop strong character and ennobling conduct, which in turn molds him into a man of usefulness and service to his fellowman.

Read the history of man, view if you will, the names and portraits of such men and remember that those names and faces have been etched upon the face of the enduring rocks of time and eternity. WHY THE RUSH? By we of the Auction fraternity, when there is so much to be done, so much service to render. GOD gave a special talent in the art of communication, a personality attractive enough to hold the attention of audiences often numbered in the thousands and for hours at a time. WHY THE RUSH? Why not take the time to study the writings and admonitions of the above referred to men? They have left us a heritage of libraries filled with hundreds of volumes of their writings on successful living. Why not use your

talent and ability to convey to those around you, yes your Auction audiences, the principles of right living that develops true and sound character. Be an inspiration to others.

Read the great book of life, refer to it at every opportunity. God will give you many new opportunities if you do, because his promise is that his word will not go out and return without bearing fruit. Many hesitate to let the world know they are Christian because of embarrassment or fear. Fear not; read what the good book says then be bold. Speak out, you are in an almost daily position to reach and influence many lives for the good and render them the greatest service possible to any one. Let the world know you believe, set the right example, build an enduring character that time will not mar nor erase.

We are faced with the great task of lifting the standards of our profession and making the world conscious that it is useful, ennobling and can be one of the greatest. I am convinced that a few pioneering high class Auctioneers with zeal and purpose in life can and have the great opportunity today to make the profession of auctioneering one of the greatest. And it will only take a few God fearing, Christ loving men who truly believe that God meant what he said, when he said "Seek ye first the kingdom of God and all these things shall be added unto you." A great promise, a great future awaits those of you who ask yourselves—WHY THE RUSH?



Thought For The Month

The degree of a business slow-down can be found in the following terms, namely, "When a neighbor loses his job that's a recession. A depression occurs when you lose your job. And when your wife loses her job, that's a panic!"

JOHN R. FISHDICK

Coloradans Convene In Mile High City

By **CHUCK CUMBERLIN**, Secretary

Colorado Auctioneers held their annual convention at the Cherry Creek Inn, in Denver, January 17. President, Bill Hauschildt opened with the convention welcome at 1:30 P.M. and the afternoon session was off to a good start.

Topics and speakers on the informative program included: "Livestock Auction Markets," Bud Van Berg, Sterling; "Farm Equipment Dispersal Auctions," Jim Wingate, Fort Collins; "Real Estate Auctions," Don Legere, Hill City, Kansas; "Selling Mortgaged Property! Who Is Responsible?", Denver attorney, Bill Webster of Norris & Associates reported on the latest court rulings and appeals. Round table discussion followed with a lengthy debate on the Auctioneer's responsibility in selling mortgaged property.

New officers elected for 1970 were: E. S. Bud Van Berg, Sterling, President; Reuben Stroh, Loveland, Vice President; and J. Lee Sears, Fort Lupton, Secretary-Treasurer. Jim Wingate, Fort Collins; Fred Ramaker, Denver, and Fritz Rundell, Salida, were elected to three year terms on the Board of Directors. Retiring President, Bill Hauschildt, Denver, also became a Board Member.

Col. Jim Messersmith, N. A. A. President, was guest speaker at the evening banquet, which included all N. A. A. board members as special guests. Col. Messersmith reported on recent travels and national news.

1970 NAA Convention Chairman, Col. Joe Donahoe, issued an invitation to all to attend the 1970 Convention in Milwaukee. Grover Howell reported on the progress of the NAA Building Fund. An interesting fund auction brought an end to the successful meeting.

Mrs. E. S. Bud Van Berg was elected President of the Ladies Auxiliary in a separate meeting of the ladies in the afternoon.

• REPERT AUCTION SCHOOL •



Reppert School of Auctioneering

Pictured opposite is the Class of December 1, 1969, to December 19, 1969, at the Reppert School of Auctioneering, Decatur, Indiana. Following is their identification by rows reading from left to right in all instances:

TOP ROW: Gene McGill, Smock, Pennsylvania; Martin Gibson, Burlington, Iowa; Raymond Phillips, Dearborn, Michigan; Forrest W. Slagle, Van Buren, Indiana; Carlos E. Brooks, Charlestown, Indiana; Juel R. Carman, Franklin, Indiana; Lawrence B. Fisher, Anderson, Indiana; James W. Wells, Foxboro, Ontario, Canada; Gary H. Carmichel, Johnson City, Tennessee.

THIRD ROW: Phillip I. Hahn, Nappanee, Indiana; Chester C. Hubbard, Williamsburg, Ohio; Ralph E. Collier, Nashville, Tennessee; Dwight W. Jackson, Hanceville, Alabama; Stephen Townsend, Alpa, New Jersey; Philip L. Matthews, Stover, Missouri; Fred Schneider, Meadville, Pennsylvania; Lynn P. Brown, Fort Wayne, Indiana; Charles L. Robertson, II, Paris, Tennessee.

SECOND ROW: Ted E. White, Hope, Indiana; Charles R. Moore, Henderson, Kentucky; Thomas A. Brandeberry, Portage, Ohio; Harlan H. Miller, Licking, Missouri; Dale J. Bruns, Fort Recovery, Ohio; Paul D. Brown, Salem, Missouri; Hershel Robinson, Atlanta, Indiana; W. Wayne Austin, Laingsburg, Michigan; Carl E. Hileman, Sr., Peru, Indiana; Bernard Wanner, Delta, Ohio; Donald E. Fall, Trenton, Ohio; Gary Bradford, Hanceville, Alabama.

FRONT ROW: Robert Hughes, Mt. Clemens, Michigan; Jess E. Huston, Ohio City, Ohio; Robert D. Fred, Lucerne, Indiana; Arthur L. Forney, Bellevue, Ohio; Arthur J. Ziliak, Nappanee, Indiana; James A. Wilcox, Delphos, Ohio; Jack Potter, Mt. Sterling, Kentucky; Charles Green, Vestal, New York; Ross W. Smith, Jr., Lindsey, Ohio; William L. Scott, Chicago, Illinois; Harry E. Buckles, Anderson, Indiana; Donald E. Bays,

Pierceton, Indiana; Warren VandeVorde, Tempe, Arizona.

INSTRUCTORS: Gene Slagle, Marion, Ohio; Homer Pollock, Delphos, Ohio; Roland Reppert, M. D., Owner and President, Decatur, Indiana; Q. R. Chaffee, Towanda, Pennsylvania; Phil Neuenchwander, Berne, Indiana; Paul Z. Martin, Blue Ball, Pennsylvania; H. D. Darnell, Cynthiana, Kentucky.

The Cover Story

On the cover of this month's issue of THE AUCTIONEER is Jack Harper of J. C. Harper & Associates, Austin & San Antonio, Texas, selling one of the items from the Presidential Suite of The Honorable Lyndon B. Johnson, included in the three day auction of the Driskill Hotel in Austin.

This historic Hostelry had served Texas since 1886. While LBJ was President, the Hotel served many times as headquarters for the White House press as well as members of the Secret Service.

Highlight of the sale was the contents of the Presidential Suite including the furnishings of hallway, living room, dining room and bedroom. More than 2500 lots were sold in the three days from the 16 floors of the Hotel.

With the history surrounding the Hotel and the size of the auction it attracted a great many front page newspaper stories as well as television and radio programs. It was not only a lucrative job for the auction firm but was tremendous advertising for the auction method of selling.



LIVING PROOF

A salesman knocked on a door where just inside, and plainly visible, was a husky boy painfully practicing his piano lesson.

"Sonny," he inquired, "is your mother at home?"

"What do you think?" snapped the boy.

Milwaukee Beckons

Milwaukee is an adventure, an education, a delightful playground for the young and the young at heart.

Already known as a great convention city, Milwaukee is increasing its facilities to enhance its reputation as a locale for important meetings. Testimony to this is the fact that almost 300 conventions are scheduled each year, drawing over 150,000 delegates.

Once in Milwaukee, a visitor finds many things to do. Many industrial firms offer tours, A glimpse of campus life is afforded by several universities. A walk along the beautiful lake front is a "vacation" in itself. Food of many lands is offered in a variety of restaurants.

Milwaukee is in the Middle of the nation's 11th largest metropolitan area—more than a million comfortable living people—with good homes—excellent schools and public services—outstanding universities and colleges—big town atmosphere with plenty of living room—12,000 acres of public parks which includes six full-length 18-hole golf courses, a Marina that will hold 1,500 boats, the world's newest Conservatory and finest zoo.

Milwaukee is in the Middle of the Great Lakes Region—with water for fun—water for industry—water for growth—water to float an outboard, a sail boat, or a freighter from the Seven Seas.

Milwaukee is in the Middle of a rail-sea-air center and a manufacturing complex that makes it the nation's 8th largest industrial workshop, with high skilled, reliable personnel at work on spaceship guidance systems, heavy machinery, machine tools, electrical gear, farm equipment, agri-business tasks, leather processing, high style fashions—and beer, of course.

Milwaukee is in the Middle of a vary-land for vacations—summer, winter, spring or fall—fishing, swimming, boating on 820 miles of Great Lakes "seashore" or Wisconsin's 9000 inland lakes—

relaxing, sightseeing, hiking, or hunting in woodsy wilderness or the kettles and drumlins that only a glacier can make—thousands of acres of wildlife refuge—the colorful riots of the apple orchards and the cherry orchards in the spring, or the scarlet-green-gold Northwoods in the fall—skiing at 50 resorts with lifts, ice-boating on the lakes, skating everywhere.

Milwaukee sports events are keyed to today's love of action—Green Bay Packer football—Milwaukee Bucks basketball, exciting Polo—scheduled Big League baseball—one of the world's richest golf tournaments—clay court tennis championship matches.

Cultural excitement is offered visitors by the famed Milwaukee Symphony, as well as art centers, theatres, and the Performing Arts Center.

Whether your visit involves business or pleasure—whether it is for a day or several weeks—a trip to Milwaukee is an experience you will long remember.

Centrally located, Milwaukee is easily reached by all forms of transportation. Modern attractive terminals for air, rail, bus and boat travel provide excellent service. A network of expressways and highways makes the Milwaukee area accessible from all directions.

Two airports with national and international service, five railroads to bring you here. Passenger cruise/tourist service across Lake Michigan, the colorful international Port of Milwaukee. So many ways to get here—come soon—Attend the National Auctioneers Convention July 29th through August 1st.



NOT IN VAIN

"My wife explored my pockets last night."

"What did she get?"

"About the same as any other explorer—enough material for a lecture."

NATIONAL AUCTION WEEK

April 6 - 11, 1970

Messersmith Addresses Florida Convention

By L. C. DELL, Secretary

Members of the Florida Auctioneers Association gathered at the Robert Meyer Motor Inn, Orlando, for their annual meeting and convention on December 14. Opening the meeting was the singing of "Silent Night, Holy Night," by Warren Hayes, accompanied on the piano by his lovely wife. This was an unexpected treat to those in attendance. Invocation was given by Vince Simmons.

Jim Messersmith, President of the National Auctioneers Association, was introduced by Florida A. A. President, Martin Higgenbotham. President Messersmith had an unexpected ride to the Robert Meyer by horse and sleigh. It was a treat for everyone. Mr. Messersmith made a lot of long lasting friends while at the convention as indicated by the many words of praise. He also installed the new officers of the Ladies Auxiliary.

Jimmy Garvin, who was to be one of our speakers, was confined to a hospital. All of us wish him a speedy recovery.

The Tampa State Fair was discussed at length and it was voted that we rent a Booth to further the promotion of our auction profession. It will be manned by members of our association at all times during the Fair. It was suggested that we conduct an auction of an article each

hour to stimulate interest. Any sales gained through the promotion will be conducted by the auctioneer manning the Booth at the time the contact is made.

In the business meeting it was voted to pledge \$1,000 to the NAA Building Fund. All 1969 officers were re-elected to serve in 1970. Our June meeting was set for Clearwater with Ray James and Col. Mumper in charge. Our December meeting will be in Lakeland with Ray James and Brooks Thornton handling the arrangements.

Presidents Higgenbotham and Messersmith, respectively, spoke briefly on the advantages and benefits derived from attending the NAA Conventions and announced the 1970 dates in Milwaukee. The Fun Auction raised \$211.00. Our senior member, Col. C. B. Drake, closed the meeting by thanking President Messersmith for giving of his time and traveling all the way from Idaho to attend our meeting.

Auto Auction Chain Reports High Profit

NEW YORK—Nation-Wide Auto Auction, Ltd., retail auctioneer of used cars and franchisor of a national chain of auto-auction centers, has reported a record profit for the six months ended October 31, 1969.

Net income advanced to \$286,436 from \$23,132 in the first six months of 1968, the company said.

Building Fund Notes

The closing of the year brought about a good deal of Building Fund activity. Several new names have been added to the various headings that will appear on the bronze plaque inside the building and many sent checks to apply to their previous pledges. On January 15, the Fund had topped the \$53,000 figure.

Our Building Fund has passed the half-way marker and we are now going down the home stretch with victory in plain sight. We ask you to scan carefully the list of names that follows and if your name is not on this list, we urge you to do something about it before the Fund reaches its goal.

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BUILDERS*

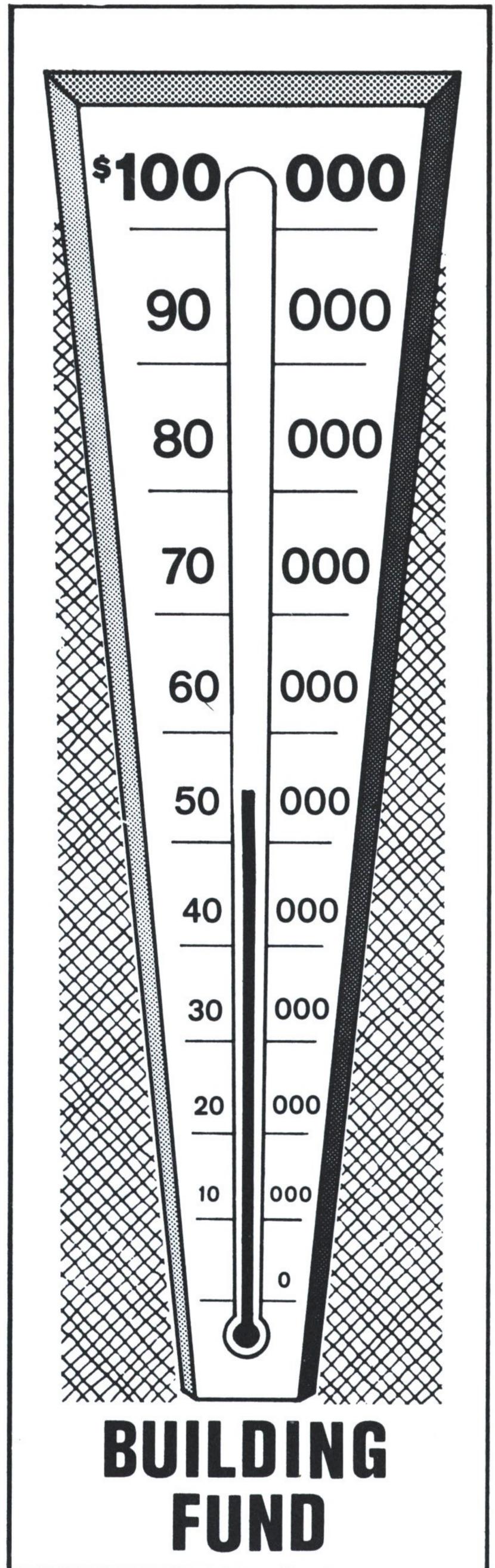
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*(*Founders—Gifts of \$1,000 or more)*
*(*Builders—Gifts of \$500 or more)*
*(*Sponsors—Gifts of \$250 or more)*
*(*Friends—Gifts of \$100 or more)*



Good Attendance At Ohio Annual Meeting

Snow, cold and slick roads failed to curtail the attendance at the annual convention of the Ohio Auctioneers Association, January 10-11. The Christopher Inn in Columbus proved a very nice setting for the meeting.

Saturday evening's entertainment included a Fun Auction with the newer members doing the selling. This was followed by dancing with practically everyone in attendance taking part.

With President Chet Guffey presiding, the Business Meeting took place on Sunday morning. New officers for 1970 were elected by ballot with the following results: President, Ford Good, Seville; 1st Vice President, Don Standen, North Ridgeville; 2nd Vice President, Walter Hartman, Camden; Secretary-Treasurer, Newt Dilgard, Ashland. Elected to the Board of Directors were Ross Smith, Bill Patterson and Gary Cain.

Bernard Hart, Secretary of the National Auctioneers Association, was introduced by President Guffey. He extended greetings from the NAA and commented on the NAA Building Fund. Other business details consumed the

forenoon program.

Luncheon was enjoyed by some 150 auctioneers and their wives, followed by an address by B. G. Coats, Runson, New Jersey. His subject emphasized the need for auctioneers to be able to change with the times.

Owen Hall, a former president of the Ohio Auctioneers Association and 1970 president of the Ohio Real Estate Board gave a very inspiring address in the afternoon. His projection into the future brought out many startling possibilities.

It was announced that the group's Summer Meeting would be at Atwood Lake Lodge.



Emrich Appointed To Federal Reserve Bank

Cecil O. Emrich, owner and manager of the Norfolk Livestock Market at Norfolk, Nebraska, has been elected a director of the Federal Reserve Bank of Kansas City. His three-year term began January 1.

Emrich is a native Nebraskan who has long been involved in agriculture and the livestock industry. He began in the livestock auction market business in 1936 and has been part owner and manager of the Norfolk firm since 1942.

Norfolk has become the nation's largest livestock auction market in recent years. Emrich also raises and feeds more than 5,000 head of cattle per year.

He is an active public speaker on agriculture and the livestock industry and is a past president of the National Livestock Auction Market Association and past chairman of the National Livestock and Meat Board. Emrich also serves both local and statewide industrial development efforts.

The Kansas City Fed serves member banks in Kansas, Nebraska, Wyoming, Colorado, most of New Mexico and Oklahoma, and the western tier of Missouri counties.

This space paid for by
C. B. McCarter & Sons Auction Company
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BUILDING FOR SALE

We need your checks to help build
OUR AUCTION CENTER OF AMERICA,
which will be located in
LINCOLN, NEBRASKA.

Please make checks payable to **NAA BUILDING FUND** and send to Bernard Hart, 3277 Holdrege Street, Lincoln, Nebraska 68503. **OWN A PART IN THIS GREAT BUILDING.** We're sure that you will feel better at once.

Please feel free to call our clan of twenty-one (21) little and big McCarters. We assure a crowd for any sale.

SEVIERVILLE, TENNESSEE, PHONE:	453-7589
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Our son Doc	453-5746
My best pardner, MY WIFE	453-7589
Our newly married son, C. Lee	
and his new partnership wife, Susan	453-3906
	(c/o Ray Cole's Motel)

"WE SELL THE EARTH"



Pop's Ponderings

Extreme Weather Brings Memories Of Earlier Days

By COL. POP HESS

At the date of this writing, January 14th, we here in Ohio, have had for some weeks what the OLD TIMERS called a real old time winter. Some years we slide through with just a few cold days off and on for our winter months, plus some rain, mud and slush and much 30° to 40° weather. However, the weather man this year is giving us the full winter treatment and recently saw the old fashioned sleigh with high spirited horses stepping high and bells ringing. That brought back the memories of years past when that was our winter time amusement, the days of fried mush, buckwheat cakes, back-bone and sauerkraut to eat in abundance. Also the days of felt boots, sled cattle feeding, with cross cut saws and wood to cut so we could get plenty of exercise to use up all the calories they say now we must not have. However, I have had some top small samples to gnaw at, and tastes fine, but reminded to WATCH YOUR BELT LENGTH, and the extra ounces you must not have.

However, I find many past events sometimes make better amusement and entertainment than what one reads in today's newspapers and hears on T. V. and radio. Much of it is thoughts or one's view points that fifty or sixty years ago were only mentioned out behind the barn or some excluded place for only a few to hear.

Just as I started to make up this February issue of my column, my mail arrived with a large envelope containing an advance Birthday Card in greeting for my 90th birthday, February 6th. It looks to be made up at the Ohio Auctioneers, January, 1970, annual meeting held in Columbus, January 10th & 11th. A very striking card with some eighty

Ohio auctioneers signatures, plus two lady Ohio auctioneers, unless one first name I misconstrued, as most of the boys handwriting is like mine, hard to decipher. The entire set up is a great event card to receive and was highly cherished by myself and the Hess Homestead will be filled with memories of my ninety years of living and my reply to all "MANY THANKS AND THANKS TO EACH AND ALL.

The Ohio annual meeting will be more fully reported in this issue from the main office staff. Yes, our Ohio Auctioneers Association is one of the largest listed of State Auctioneers Associations.

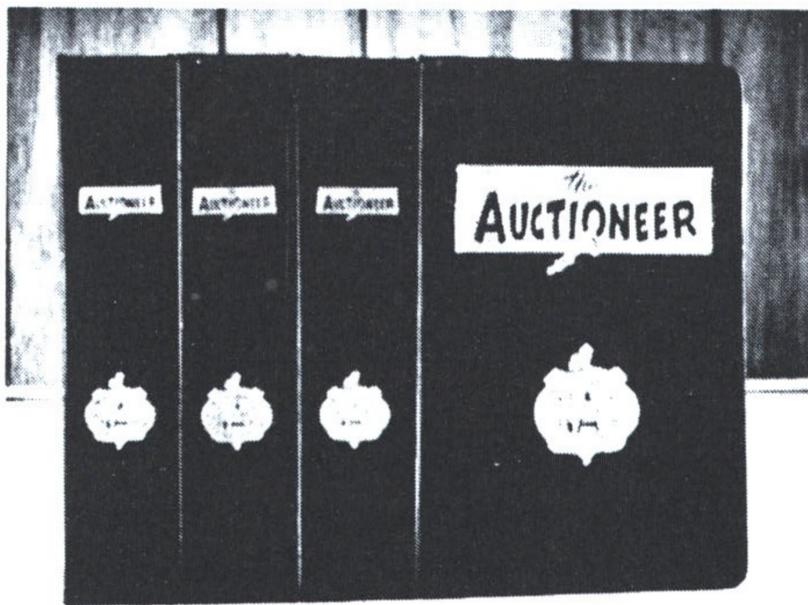
Also, again many thanks for the letters and cards received by us here at the Hess home. We are sorry to report Mom Hess is still very ill. All is being done for her comfort that money can buy. The most we have is Hope and Trust. To find words one can use for one so stricken and one enduring so much can only be found in the Book of all books, The Family Bible. On my daily visits to this fine Nursing Care Home, it is comforting to know we are fortunate enough to have this up to date, fully staffed nursing home with Registered Nursing around the clock. We not only see our own, but throughout the large building many men and women, most all past sixty-five on up to 100 years of age. Away from their modern type of home where the type of nursing they need is not available. We read about life insurance, medicare and various health plans, yes, they all help. However, the financial cost is not the big burden, it is the loved one who must endure and suffer which is a much larger burden. Then the financial costs, we as people

As we enter the 1970's the problems we as a people, and a leading nation of all, need a plan of progress, plus the unrest caused for the need of more money for less effort will be one text, we as a Nation and People must solve or in some way get reasonable control. For in time, if left on the loose, this can cause much wasted time to cure our unrest population, who say they love our country on one hand and try to tear it into shreds with the other hand.

As I glance over what I have set down to write for this issue, I have approached several points and left off the needed conclusion, causing this to read like a political speech made by an uneasy politician, who knows all, promises all, but not too sure he can give birth to them if he ever was elected. Somewhat like a recent speech made for some certain purpose, where the speaker became so tangled in suggestions and apologies it took over three hours to close out and an adjournment was a must for the time being. For private

can plan and have the money for all costs, but it does not replace the human needs in sickness, especially in their retiring years. As your writer, I am aware the large percentage of my readers have had the same experience in various forms and we can all agree, our needs become greater year by year.

From what contact I have been able to make with our many busy Ohio Auctioneers and farmers, livestock feeders, who put the bulk of our food on the food table for daily consumption by a growing population are all burning the midnight lights to work out operation costs and control, for defense against red ink in the books of records and be able to meet the challenge we all face in every price tag which seems to be higher day by day. We read in our daily newspapers the need for food for the unfortunate and unemployed, yet in those same cities one reads where there's a demand for workers, where labor unions pull off strikes for higher pay, where industry needs men.



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home study to find the exact point of the occasion, avoid the wrong unneeded answers.

Getting back to our Ohio auctioneers and their fine annual meeting, I took the time to read all the names written on the fine card. I found many I have known many years and glad to know they are still with us and many auctioneers I have often heard of but never had the pleasure of meeting. Also many new names unknown to me, yet I feel I should meet them and get to know who they are. Due to my retirement and somewhat clumsy walking around in winter weather, it has not been best for me to get to our winter meetings, and the summer meeting times I could attend, if not too far for a day's travel there and back and if this coming summer meeting gets a location convenient for me to attend, I am hopeful to be able to be there and renew all old and young in acquaintance and show you all how well at my age one can eat at the Ohio Auctioneers famous Convention dinners. However, regardless who you are or where you live or what you think, you are welcome, if near my home, drop in and see us.

Wisconsin Market Sets New Record Volume

Salable receipts of livestock totalled 96,316 head at the Equity Co-operative Livestock Auction Market, Altoona, Wisconsin, during the year 1969. This was an increase of 11,050 head.

The following is the total number of each class of livestock sold: 34,308 cattle; 44,248 calves; 13,755 hogs; and 4,005 sheep and lambs.

Meat Packing Companies located in the states of Iowa, Michigan, Illinois, Minnesota and Wisconsin purchased the slaughter classes of livestock. Stocker and feeder cattle were shipped into many states, including California.

A gross sales total of \$10,267,804.91 was registered setting an all time record for the market. A 5% dividend has been

declared on preferred stock.

The Equity Co-operative pioneered the auction method of selling slaughter livestock in the state in the year 1957.

The Co-operative market at Altoona has grown to become the largest livestock auction market in Wisconsin.

Chief Auctioneer, Colonel Erwin Stewart, Durand, Wisconsin has sold this sale for the past twelve years.

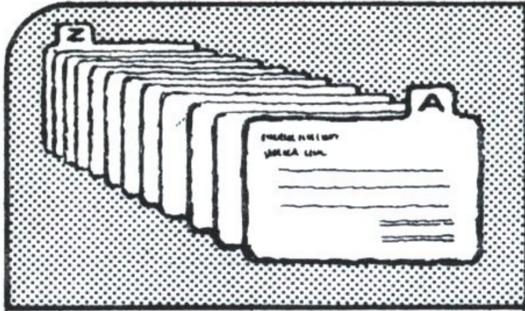
Virginia Auctioneer To Bank Presidency

Col. Stanley King, a member of the National Auctioneers Association and a past President of the Virginia Auctioneers Association, has recently been elected President of The Bank of Speedwell, which has branches in Fort Chiswell and Wytheville, Virginia.

Col. King, a graduate of the Reppert School, is a man of many interests. Besides his Stanley King Land Auction Company, he owns and operates the Modern Farm Equipment Company, which is the largest volume International dealership in the State of Virginia; owns two farms on which he raises registered Angus cattle; operates the Kamo Corporation, a pipeline contracting business and has developed several subdivisions in Southwest Virginia.

Along with a fellow member of the N. A. A., Col. Earl Bland, he has recently purchased a 70 acre tract adjoining the town of Tazewell, Virginia, and a 238 acre tract within and adjoining the City of Covington, Virginia, which they plan to subdivide and sell in the Spring... naturally at Absolute Auction!

Col. King is widely known and very highly respected among the auctioneers in Virginia. He has that rare and wonderful gift of being able, within five minutes after stepping on the wagon, to make a crowd of complete strangers feel like he was their next door neighbor, or that they would like to have him for one.



Membership

Memberships Processed December 16 through January 15th:

- Joe Reisch, Iowa
W. V. Flory, Florida
Harold R. Herman, Missouri
A. T. Morris, North Carolina
Robert Thompson, Nebraska
Leonard Walthers, Nebraska
Otis J. Hawthorne, Missouri
Walter Szary, Massachusetts
*Rex Fleming, Illinois
*Dave Leonard, Virginia
Herman Gaspard, Louisiana
Dwight Knollenberg, Illinois
Doyt McGinnis, New York
Elmer Zimmerman, North Dakota
Dale McPherson, South Dakota
*Vern Trageser, New York
*Esler Heller, New Jersey
Robert Chaffee, Massachusetts
*Floyd Lamb, Arkansas
Kenneth Davis, Arkansas
*B. J. Barnett, Arkansas
Lonnie Wilson, Arkansas
Thomas Harrower, Wyoming
*Dennis Peabody, Kansas
*Charles Barber, New Jersey
*Kenneth L. Adams, North Dakota
*Eugene Spencer, Montana
*Robert Musser, Wyoming
*Dale Sandberg, Wyoming
*James L. Miller, Wyoming
Clyde Jones, Oklahoma
*Weston Mader, North Dakota
Ray Stroh, Colorado
Abe Levin, Massachusetts
*Bruce Switzer, Saskatchewan
*Eugene Pourchot, Wisconsin
John Shibley, Massachusetts
Glenn C. Merica, Indiana
J. M. Casey, Alabama
*Gary Siegrist, Michigan
Harold Ball, Oregon
Orville Laughlin, Indiana
N. J. Steidinger, Illinois
Paul Lavengood, Indiana
W. Virgie Meador, Illinois
James Schiermeyer, Kansas
John Bolding, Minnesota
Al Kodner, Illinois
- Bob Westbrook, Wyoming
*Samuel P. Appleby, Kentucky
*Jimmy Brown, Kentucky
*Thomas L. Coomer, Kentucky
*Charles E. Dills, Kentucky
*Alfred Drury, Kentucky
*Terry Owen Parrish, Kentucky
*Jewel Vice, Kentucky
*E. Ken Ragge, Arkansas
*Richard Lee, Oklahoma
*Glenn L. Sullins, Oklahoma
*Ronnie J. Glover, Oklahoma
*Charles McKnight, Oklahoma
*Jack Stolman, New Jersey
*Tom Baier, Ohio
Buddy Spicer, New Mexico
Robert Mallory, Illinois
John Horton, Alabama
Ted C. Moye, Georgia
Andy Little, Missouri
Robert Feters, Ohio
Louis Dansky, Massachusetts
John Servies, Indiana
Lawrence Vogel, Indiana
Earl Ray, Indiana
LeRoy Longberry, Arizona
William Weschler, Dist. of Columbia
Benjamin Weschler, Dist. of Columbia
Emmert Bowlus, Maryland
L. E. Drake, Michigan
Marshall Nachbar, Illinois
George Pechilis, South Carolina
A. C. Thomson, Illinois
F. E. Bohn, Illinois
Stan Perkins, Michigan
Louis Kayton, Arkansas
Ordell Darst, Missouri
J. C. Horney, Jr., Virginia
Ernest O. Maine, Rhode Island
Charlie Wolfe, South Carolina
O. J. Mader, Wyoming
Theodore Sivers, New York
Mildred Sivers, New York
M. J. Manasse, New York
Morton Goldberg, Louisiana
Virgil Munion, Oregon
Theodore Grossman, Massachusetts
Albert Maas, Minnesota

Maurice Price, Michigan
 L. Keith Lanning, Michigan
 William McDonald, Michigan
 J. A. (Jim) Marlowe, Ohio
 Harley O'Day, Ohio
 Dick Babb, Ohio
 Claude D. Myers, Ohio
 Arthur Borton, Ohio
 Robert Selmon, Ohio
 Carl Stanton, Ohio
 S. Braden King, Maryland
 Milton J. Dance, Maryland
 Robert Campbell, Maryland
 Romaine Sherman, Indiana
 George Naylor, Maryland
 Lawrence Callis, Indiana
 Bill Cooke, Indiana
 Sam Hutchins, Indiana
 Forest Hedrick, Indiana
 Amon Miller, Indiana
 Joe Pence, Indiana
 Noble Stokes, Indiana
 Joseph Leger, Massachusetts
 Lloyd Sitter, Illinois
 J. Hughey Martin, Illinois
 John Dieken, Illinois
 Leonard Austerman, Illinois
 Emil J. Lauter, Illinois
 Arthur Long, Illinois
 Floyd McCaskill, Illinois
 Ralph Zabel, Illinois
 Ferrill L. Slone, Florida
 Sanford Blau, California
 Earl W. Conner, California
 William Lefty, California
 Charles Alber, Arizona
 Joseph Finn, Massachusetts
 Freeman Glenn, Michigan
 William Rash, Delaware
 Theo Merkt, New Jersey
 Robert J. Gallow, New York
 William Hanzel, Illinois
 William Friedman, New Jersey
 Larry Womack, Missouri
 G. G. "Jerry" Finnell, Florida
 Sam Nussdorf, Connecticut
 Ken White, Ohio
 John Pearson, Michigan
 Max Dubin, Maryland
 Lester Winternitz, Illinois
 Stephen Winternitz, Illinois
 Jim Brannan, Michigan
 G. A. Pickworth, Ohio
 Everett Miller, Michigan
 H. C. Wooten, Ohio

Marvin Harris, Illinois
 Merl Knittle, Ohio
 O. L. Lansaw, Ohio
 Clayton Dykema, Illinois
 Willie Catlett, Virginia
 Victor Garrison, New Hampshire
 Joe Stockton, North Carolina
 Edgar Adams, New Jersey
 Willard Olson, Wisconsin
 David Sawyer, California
 James W. Franks, Illinois
 Calvin "Tink" Brown, Michigan
 Glenn T. Powers, Iowa
 Earl Thies, Iowa
 James Webb, New Jersey
 J. H. "Swanie" Swanson, Illinois
 Clare Brown, New York
 *H. "Doc" Grizzle, Illinois
 James Thompson, Oklahoma
 R. D. Bentley, Oklahoma
 Elmer Burnham, Washington
 Jervis S. Marshall, Maryland
 Jim Merrigan, Missouri
 Albert Robertson, Missouri
 Gary M. Knight, Missouri
 Anthony P. Zifcak, Rhode Island
 Anthony Ferolito, Massachusetts
 Thomas Bingham, Idaho
 Dean Parker, California
 Bernard Wehinger, California
 Edward Bilbruck, Illinois
 Herman Welch, Illinois
 George E. Borum, Illinois
 Richard Coleman, Arizona
 Ralph S. Day, New Jersey
 L. W. Gindlesberger, Ohio
 James E. Fawcett, New Jersey
 Helen A. Mylow, New Jersey
 Edward Oparowski, Maryland
 Clayton Tschirigi, Idaho
 Orlin Cordes, Minnesota
 E. W. Murphy, North Carolina
 George K. Lusk, New York
 Harold Nordwall, North Dakota
 Hubert Amos, Ohio
 Don R. Bruns, Ohio
 Ken Gouldner, Ohio
 Hobart Farthing, Ohio
 Harold Spoor, New York
 O. B. Harris, West Virginia
 R. E. Featheringham, Ohio
 Howard Overmyer, Ohio
 Mearl Maidment, Ohio
 Richard Silvers, Ohio
 Duane Campbell, Ohio

Archie Shore, Illinois
 *Lemuel B. Pewitt, Jr., Tennessee
 E. V. Wing, California
 Brooks Thornton, Florida
 John E. Anderson, Indiana
 Jim Clingan, Illinois
 Melvin Lindauer, Illinois
 *Darrell Gartrell, Ohio
 *Stephen ReLander, Illinois
 *William J. Scott, Jr., Illinois
 Howard Parrish, Ohio
 Elias H. Frey, Ohio
 Dick Pfarr, Ohio
 Phil Goldstein, Massachusetts
 Michael Fox, Maryland
 Everett Rookstool, Indiana
 Ron Tull, Virginia
 J. E. Sutphin, Virginia
 Walter Flatow, Vermont
 Gary H. Day, Oregon
 Edward Vierheller, Oklahoma
 Paul Riley, Oklahoma
 Carl A. Tangner, Oklahoma
 V. K. "Doc" Crowell, Oklahoma
 Glenwood Adams, Ohio
 Robert Perry, Michigan
 John F. Andrews, Ohio
 Robert L. Knapp, New York

C. B. Charles, New York
 Vincent Kennelley, New York
 Harold Dlugo, New York
 George Michael, New Hampshire
 Charles Garrison, Jr., New York
 A. J. Billig, Maryland
 Robert Richey, Indiana
 Don Smock, Indiana
 Joe Goldberg, Illinois
 Orison Seibert, Illinois
 Lowell Raber, Illinois
 Jim Trunk, Illinois
 James Gilliland, Illinois
 *George A. Lamb, Colorado
 Paul Owens, Idaho
 George Hand, New York
 Paul Knoll, Nebraska
 Lloyd Yates, Illinois
 Leon Joy, Iowa
 Don Bennett, Iowa
 Ray Reams, Kentucky
 Thomas M. Watson, Kentucky
 W. H. Owens, Kentucky
 Walter Fritts, Kentucky
 E. E. Bach, Kentucky
 Cecil Johnson, Kentucky
 Edward H. Sutherland, Kentucky
 Billy Arbaugh, Kentucky



This will bring nostalgic memories to many a general auctioneer. Scenes like these were once a part of every day life for the auctioneers in rural America but are only memories to most today. Would you believe—this picture was taken in 1970, in southern Ohio. With the thermometer standing at ten degrees above zero, this span of mules brought \$325.00. Bob Ruggles, Manchester, Ohio, and Bill Holton, Ripley, Ohio, were the auctioneers.

Melvin Conley, Kentucky
 Wallace McCord, Kentucky
 Aleck Gribbins, Kentucky
 Howard Staton, Kentucky
 David Bailey, Kentucky
 C. E. Schreiger, Kentucky
 Joel Sullivan, Kentucky
 Elbert J. Smith, Kentucky
 Edward Maupin, Kentucky
 Jack Gray, Kentucky
 Edwin Freeman, Kentucky
 Hazel Brooks, Kentucky
 George Swinebroad, Kentucky
 Charley Shelton, Kentucky
 J. H. Barnard, Jr., Kentucky
 Bill Patterson, Ohio
 Pamela Moore, New York
 Wendell Knudson, Illinois
 George Roman, Ohio
 Owen Thomas, Virginia
 Larry P. Carlon, California
 Harold Vaughn, Ohio
 Vernon Cole, Michigan
 Mary Cole, Michigan
 George Gartner, Virginia
 Eddie Douglas, Oklahoma
 W. F. Artrip, Jr., Virginia
 C. Eugene Phillips, Indiana
 Paul L. Good, Ohio
 Lou Stambler, Hawaii
 Ralph Vandervlucht, Ohio
 Emil J. Konesky, Ohio
 Abe Cantor, Illinois
 Juel Burling, Washington
 Walter Hartman, Ohio
 Horace B. York, Jr., North Carolina
 C. A. Morrison, Oregon
 Clarence Mitchell, Virginia
 Richard R. Seibert, California
 L. J. Guidotti, Ohio
 William Lee Holton, Ohio
 A. L. King Solomon, Florida
 *John Saylor, Indiana
 Pete Younger, Missouri
 Carl W. Busby, Illinois
 Gordon Clingan, Illinois
 Robert L. Sutton, Missouri
 Don M. Johnson, California
 John DiBello, New York
 Harold Henry, California
 Donald Steinke, Ohio
 Harry Chrisco, Illinois
 Kenneth Aycock, North Carolina
 Clarence Latham, Ohio
 *David Fishbaugher, Wisconsin

*Earl Culp, Wisconsin
 *Jack Reynolds, Wisconsin
 *Harley Marks, Wisconsin
 John Leibel, South Dakota
 Myron Berman, Massachusetts
 Edward Rogers, Jr., Florida
 Gene Wilson, Illinois
 Ronald J. Moore, Delaware
 Dorothy Knapp, New York
 William Hosey, Indiana
 Alvin Kohner, Minnesota
 J. Hardy Ward, Idaho
 Robert Payne, New Mexico
 *Earl Cousins, California
 G. E. Sparling, Illinois
 *Ivan Hickey, Illinois
 Marshall Lashway, New York
 George H. Wenmoth, West Virginia
 Joseph Rosenberg, Illinois
 Anthony J. DiBenio, New York
 Ben G. Hoffmeyer, North Carolina
 Clinton Garner, North Carolina
 Jerry J. Vaughan, Georgia
 Gerald Sterling, New Jersey
 Lester Martin, Indiana
 Dale Dean, Michigan
 Gary W. Cain, Ohio
 T. Lynn Davis, Georgia
 Coyte D. Carpenter, North Carolina
 Earl Bland, Virginia
 Joe Beck, South Dakota
 Robert D. Moore, West Virginia
 T. J. Moll, Illinois
 Herbert L. Beitzel, Ohio
 Donald Perry, Georgia
 Richard Byer, Ohio
 *Lonnie Wilson, Jr., Arkansas
 Charles Switzer, Kentucky
 Rex Proffitt, Kentucky
 Art Roberts, Kentucky
 Ira Potter, Kentucky
 Norman B. Hudson, Kentucky
 Donald V. Cady, Kentucky
 H. D. Darnell, Kentucky
 Johnnie Taylor, Kentucky
 Perry Poe, Kentucky
 Kindell Keaton, Kentucky
 Arthur Everman, Kentucky
 C. M. Carter, Sr., Kentucky
 J. C. Carter, Kentucky
 *Frank E. Durbin, Kansas
 *Harvey Moore, Jr., Kansas
 *Kent Friskup, Kansas
 L. L. Peninger, Kansas
 Tom Nero, Ohio

Donald F. Kennedy, Oregon
 *Edwin M. Sitzman, Florida
 Leo Grindley, Indiana
 Donald Zandbergen, Michigan
 Elbert L. Allyn, Indiana
 Wallace Plueger, Missouri
 Thomas A. McCowan, Arizona
 James E. Jones, South Carolina
 Maury Riganto, Virginia
 Mardie Ingersoll, Florida
 Blaine Pinkston, Illinois
 Robert Losey, Sr., Washington
 William A. Moran, New York
 Stanley King, Virginia
 Gil Moran, Michigan
 Larry Willman, Arizona
 Alphonse Tirella, Connecticut
 Bob Newton, Ohio
 *Richard Pettit, Illinois
 J. L. Henderson, Mississippi
 A. A. "Jack" Alford, Mississippi
 Gary Ronnow, Illinois
 Al Dunning, Illinois
 William Woodworth, Indiana
 Art Thompson, Nebraska
 Norm Ahrens, Illinois
 David Gladstone, Virginia
 Jack Peoples, North Carolina
 Edward Ahrens, Illinois
 Keith Burns, Ohio
 C. M. Parrish, Virginia
 Jack Palmer, California
 Charles Stocks, New York
 *W. Wayne Austin, Michigan
 Clifford Swan, Maine
 Adrian Atherton, Kentucky
 Manuel Staton, Kentucky
 Raymond McConnell, Kentucky
 John L. Cummins, Kentucky
 Lenzie Beck, Missouri
 J. O. Briggs, Kentucky

*Denotes new membership

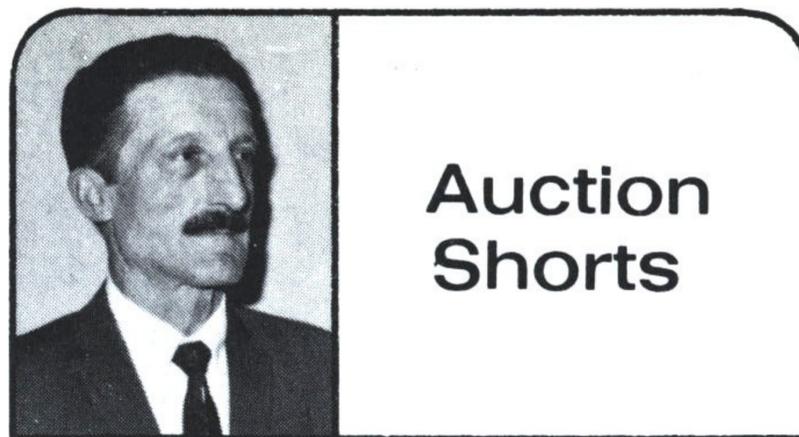


WRONG KIND?

An unhappy looking young man entered the registrar's office. "Are you sure," he asked, "that was a marriage license you sold me last year?"

"Of course. Why do you ask?"

"Because I've led a dog's life ever since."



February is the birthday month for two great Americans. George Washington, the father of our Country and Abraham Lincoln, 16th President. Both are entitled to every tribute every American citizen can give them for the great responsibilities they had in making our nation the great nation as we know it today.

After reading POP'S PONDERINGS in the January Issue, I just leaned back in my chair and began pondering about all the PONDERINGS by Col. Pop Hess, we as members of the National Auctioneers Association have had the privilege to read for all these years.

Pop informs us that it will be four score and ten years from the day that he was born, on his next birthday. He also tells us that it is now three score and ten years that the first sale bill was displayed with his name on it as Auctioneer.

Pop, as a member of the National Auctioneers Association and a reader of the AUCTIONEER, I would personally just like to say thanks a million for your continued contribution to the AUCTIONEER.

Your PONDERINGS, *without a doubt* have been and will continue to be an inspiration to all Auctioneers. I personally admire the wonderful down to earth way you present your many experiences and your advice proven by experience as to what to do and not to do in our everyday auctioneering duties.

A reporter once asked a President of a large company, what he looked for when hiring an Executive. Answer—can he get along with people.

HENRY BUSS
 Columbus, Nebraska

The President's Letter

I am writing this as I am returning from the Directors Meeting in Denver, Colorado. There was a very good turn out of the Board with the main reason for those not attending being attributed to bad flying conditions. Many commercial and private planes could not secure clearances on the 17th day of January due to snow and fog. I want to thank those Directors in attendance for taking time out from their busy schedules to be at this meeting and also appreciate the fact of why some of the others did not attend, as the weather is one thing we can do nothing about whether it be flying or selling an auction in the great outdoors.

With the good representation we did have, present business was conducted and I can assure you each man surely searches his own mind before voting or making decisions. To me, it is a very rewarding experience to see and know how very serious and conscientious each Board Member takes his position as Director of the National Auctioneers Association.

Our meeting was quite lengthy and we really had to hustle to be able to get out to the Colorado Auctioneers Evening Banquet held at the Red Slipper, where the Colorado boys had so graciously invited the National Board of Directors and wives to be their guests. The Colorado Auctioneers report a very good day of convention activities for their state association. These men are a real enthusiastic group and good boosters of the auction profession and the National Association.

After the banquet, the majority of the NAA Directors ventured out to the Denver Stock Show Rodeo and Horse Show, which is always a thrill no matter how many times one attends, all held in a large coliseum with top cowboys and contestants.

This has been quite a weekend for me, acting as your President, as I was invited to attend the Michigan Auction-

eers Meeting which was held January 17th, at Lansing. There was a good attendance at this meeting. These men are very dedicated to the auction business and are striving to better the auction business in their area. They are making plans for Auction Week which will be in April.

Just a bit about "Auction Week" which was voted on at the National Convention, which will be the week of April 6th. May I encourage each of we auctioneers to promote this in our own localities. I hope to do this in my area by getting all the business selling by the auction method to go together in one advertising campaign for that week. Probably some of you have other and better ideas on this. If you do, I would really appreciate hearing your ideas.

This note would in no way be complete if I did not give mention of the Florida Auctioneers Association meeting which I attended in Orlando, in December. Here's a group of auctioneers really hep to the auction business and promoting it, by planning on an Auction Booth at the State Fair and many other ideas. Also, I want to thank them for voting to contribute \$1,000.00 to the Building Fund so their state association's name can be listed among the FOUNDERS who donated toward the Building Fund.

Here's wishing each of you auctioneers well and hoping you continue to conduct Bigger and Better Auctions.

JIM MESSERSMITH

FULL HOUSE

"Your boy friend, Bill, just asked me for your hand in marriage and I consented," dad told his daughter.

"But, father," she cried, "I don't want to leave mother!"

"I don't want to stand in the way of your happiness," father answered, "Take mother with you!"



HOPELESS

The manager of the baseball team got so angry at the shortstop for making errors that he went out to show the fellow how to play the position. When he bobbled the first ball hit to him, he got madder than ever.

Completely frustrated, he yelled: "You idiot, you've got this position so messed up that nobody can play it!"

IN SIMPLE TERMS

Son: "Daddy, what's an opera?"

Dad: "That is where some guy gets stabbed in the back and instead of bleeding, he sings."

REALLY BIG

"Open wide!" demanded the dentist as he began his examination of a new patient. "Good Grief!" he exclaimed, "you've got the biggest cavity I've ever seen—the biggest cavity I've ever seen!"

"You didn't have to repeat it!" snapped the patient.

"I didn't," said the dentist, "THAT was the echo."

NO WONDER

A famous man who retained all his vigor in old age was the Irish novelist, George Moore. Asked for the secret, Moore explained simply, "I never touched liquor, tobacco, or girls until I was almost 11-years-old."

WELL?

Junkman: "Any rags, paper, old iron?"

Pop: "No, go away; my wife is in Florida for the winter."

Junkman: "Any empty bottles?"



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This is the group that braved deep snow and cold weather to attend the 1970 Convention of the Pennsylvania Auctioneers Association.

Pennsylvanians Meet In Annual Convention

By CHARLES L. MOYER, Secretary

Penn Harris Motor Inn, Harrisburg, was the site of the Pennsylvania Auctioneers Convention, January 9-10. The meeting opened on Friday evening with the introduction of Mr. Bernard Hart, our National Secretary, by PAA President, James Lieby.

Our first seminar was conducted by Ken Brown on, "Auction House Operations." Ken went into detail on marking, display, methods, book work and included the cataloging of special antique sales.

Next, Quinton Chaffee answered questions on collection of the Pennsylvania Sales Tax. Many questions on certain types of auctions were asked in regard to determining when sales tax should be collected.

Elmer Murry, with assistance from Sanford Alderfer, spoke on, "Unpays and How to Handle Them." This subject was prompted by the fact that buyers at some auctions had been using fraudulent or false credentials, making purchases and leaving the premises with the articles without bothering to settle with the cashier. Discussion centered on identification methods and the possible use of cameras at auctions.

Completing the Friday evening program was a question and answer period with officers of the PAA being panelists.

Saturday's meeting was opened by President Lieby and continued throughout the day. Mervin Adams, Millersburg, was elected President for 1970; Henry Brooks, Wilkes-Barre, was elected Vice President; and Charles Moyer, Center Valley, was re-elected to the office of Secretary-Treasurer.

Following the evening Banquet, Dr. Stephen Mazepa spoke on "Indian Relics." He displayed a fine collection at the speaker's table. Later, Henry Brooks showed a movie of a previous auctioneers' meeting which was enjoyed by all.

Date for the 1971 Convention was set as January 8-9, to be held in the Harrisburg area.

NAA Member Elected To Top Moshe Post

Leonard Sheinfeld, Boston, Mass., has been elected President of Temple Bnai Moshe, Brighton. He has been affiliated with the Temple for over 30 years. He was twice President of the Brotherhood, in 1951 and 1961, and is now Honorary President and Life Member of the Brotherhood.

Mr. Sheinfeld is also President of the Massachusetts Auctioneers Association and is a member of the National Auctioneers Association. He has conducted many charity auctions to help raise funds for worthy organizations. He has served as Chairman of the Heart Fund for Brighton, and has also been Marshall for the Israel Bond Drive and was active in Cancer and Cerebral Palsy campaigns.

Sheinfeld is a graduate of Suffolk University Law School with a degree of Doctor of Jurisprudence and for the past ten years he has been a member of the Selective Service Board and was personally cited by President Eisenhower for his dedicated service.



VIRTUE

A man was describing his brother to a friend. "He doesn't smoke, drink or gamble. He has absolutely nothing to do with women. He's hard working, quiet and obedient. He doesn't attend night-clubs, movies nor prize fights. He's in bed early every night and rises with the dawn. He goes to chapel every Sunday without fail.

"He's been like this for two years now," he continued, "but just wait until next week—when they let him out of there."



The Pennsylvania Auctioneers Association has maintained a Booth at the Farm Show, held each year in January, at Harrisburg. Representatives of the various Chapters alternate responsibilities in manning the exhibit. The group, above, represents the Western Chapter and are, from the left: Ray Patterson, Mrs. Ken Burrows, Mrs. Henry Brooks, Mrs. Margaret Berry, William Boes and Henry Brooks.

Pa. Western Chapter Has Christmas Party

Friday evening, December 12, members of the Western Chapter of the Pennsylvania Auctioneers Association held their annual Christmas Party at the New Galilee Fire Hall, New Galilee, Pennsylvania. Turkey dinner was served to 55 adults and 33 children.

Santa gave gifts and candy to all the children. Ladies received corsages and each man received a gift. Many door

prizes were awarded. A NAA lapel button was given to the retiring President, Harry Wolfe. Funds making the Party possible were derived from an auction. Everyone enjoyed dancing from 8:00 to 11:00 P. M.

1970 President is William Barton and Margaret Berry is Secretary-Treasurer.

All of us from the Pennsylvania Western Chapter wish everyone a Very Prosperous 1970.

MARGARET BERRY

Board Member Resigns

The attached letter of resignation was submitted January 23 to the National Auctioneers Association President, Jim Messersmith, by Board Member, B. L. Wooley, owner of B. L. Wooley Auctioneer and Associates of Little Rock, Arkansas and Dallas, Texas.

Wooley served as Association President in 1966-67. He served one year as 1st Vice President, one year as 2nd Vice President and was, until his resignation, serving in his fifth year on the NAA Board of Directors. Wooley is also a past President of the Arkansas Auctioneers Association.

January 23, 1970

Mr. Jim Messersmith, President
National Auctioneers Association
R. R. 2
Jerome, Idaho

Dear Jim:

This letter is to formally confirm my offer of resignation from the National Auctioneers Association Board of Directors that was verbally submitted on January 17, 1970, in the Aspen Room of the Denver Hilton Hotel, at the conclusion of the Denver mid-year meeting.

I cannot conscientiously support the decision of a quorum board, comprised essentially of Junior Directors, on a particular matter that suddenly received an affirmative vote after so many years of receiving a negative vote. This particular matter has been discussed each year by former National Officers, Directors and Board Members, in official meetings, and each year those truly concerned with the future of the Association, have responded soundly with a negative vote. These were the same men that commanded the greatest respect and admiration. These were the builders and organizers . . . the caliber of men that made the Association the great organization it is today. These were the men that put the Association first—their operations and personal gain second.

I have great respect for all Officers and Directors of the Association. As a loyal member, I will abide by their decisions, both past and present—the majority rules. I simply feel that I can no longer serve the Board effectively in the capacity of Director.

My seven years of Board and National activities and duties will always be remembered among the greatest experiences I've known and my term as President of the National Auctioneers Association was, is and always will be the finest honor ever bestowed upon me.

In order to remain true to my conscience and convictions, with regard to the National Auctioneers Association, I respectfully submit this letter of resignation.

B. L. WOOLEY

BLW:b

cc: Dean Fleming
Grover Howell
Bernard Hart

Auction Respected Profession

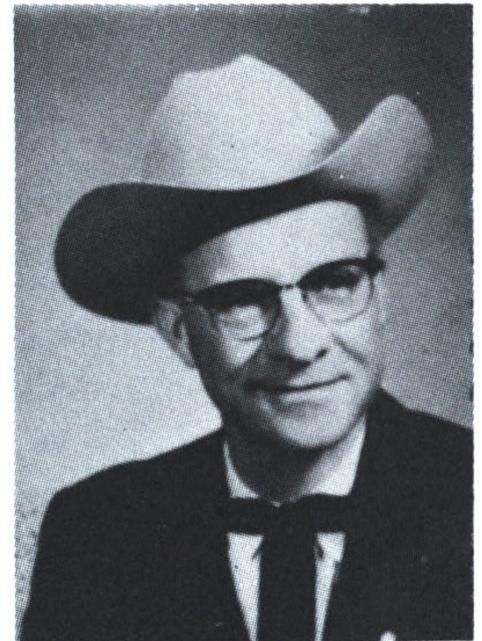
By COL. JOHN R. FISHDICK, Eagle River, Wisconsin 54521

Auctions are older than Christianity. In principal they are much the same today when objects of art are sold via Early Bird Satellite (2.5 million dollar Rembrandt—sold in 5 minutes) as they were when Babylonian maidens were sold in the street. Auctioneers have upgraded—especially in the past fifteen years. Education, National Association of Auctioneers, state associations—all these are weeding out the unscrupulous “fast buck” artist.

Once upon a time an auctioneer used his gavel to nail a black wreath on the front door of a business or industry. That meant the end of jobs and sometimes a community. Today there is a new kind of auctioneer—he still may be the world’s business mortician, but often his gavel is a symbol of hope and new business life. About 95% of the one billion dollar annual tobacco crop is sold at auction—the auctioneer’s chant sells more than 60% of all livestock in the country and over 50,000 cars change hands each week in auto auctions. Yes, the lure of “instant cash” is what prompts the auction—no credit—no lay-aways—yes, immediate cash on day of sale and at a time and date you set.

Many people still think that selling at auction means distress selling—this is not necessarily true. In real property (real estate) where two or more parties are making approximately the same offer—auction is bound to obtain a higher price. Very often it is to the advantage of an estate to sell at auction, if there are many heirs, including minors—it avoids criticism of the trustees and for inheritance tax purposes, it is very effective in establishing a price recognized by the Internal Revenue Department as fair market value.

Large corporations like General Motors, Shell Oil Company, American Machine and others use the auction method to dispose of real and personal



property—it not only brings in cash, but terminates costly storage, taxes, etc. As an approved real property auctioneer for the General Services Administration, I have found the government gets fair market value on the overall surplus disposal and usually gets at least 5% more than on a sealed bid basis.

In any industry, business or profession, there are some who ply their trade to the detriment of others and those with a legitimate complaint might recall this quote, “When you’re right, no one remembers; when you’re wrong, no one forgets.”

Most Valuable Stamp Will Sell At Auction

The most valuable stamp in the world is going on the block. On March 24, New York auctioneer Robert Siegel will offer the 1856 British Guiana black on magenta for sale to the highest bidder.

Although the stamp sold for about \$50,000 when purchased in 1933 by its present anonymous owner, it now is insured for \$500,000 and it could bring much more at the March 24 sale in the Waldorf-Astoria Hotel, New York City.

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It's Old Stuff

By Dave Kessler

Miniatures

Although difficult to find, miniatures make an interesting collection for they are often one of a kind.

Most miniatures are exact replicas of items used in the homes of their period and a good collection of miniatures provides real insight into life in early America.

The discovery of a miniature brings many questions to mind and prominent among these are: Was it made as a child's plaything, or was it a salesman's sample?

Many proud parents found it practical to make toys and gifts for their children and many miniatures were originally birthday and Christmas gifts.

Children also occasionally received a miniature as a gift from a craftsman who had materials left over from a larger job. Many workmen enjoyed using these materials in the making of a pint-sized gift for their pint-sized friends. In fact, this was the greatest source of the many miniatures that collectors now enjoy.

Calling a miniature item a "salesman's sample" seems to be an almost magic method of raising its value and this is a tactic that is used quite liberally. However, it is true enough that many traveling salesmen carried miniature samples rather than the real thing.

Salesmen who plied their trade by horseback, wagon, river boat and rail found transportation to be very difficult at best, so a miniature sample of their product proved quite practical.

Nearly every item that was sold for use in the homes, and on the farms, of early America was made in miniature and it's an interesting challenge for collectors to try to accumulate as many of these as possible.



A miniature chest, measuring 21 by 24 inches, is an example of fine cabinet work. The wood is burl walnut and tiger maple. Stars in the center of the drawers were cut out of maple and inlaid in walnut.

Miniatures were also used as merchandise displays by early merchants and the hobby of collecting advertising miniatures is an interesting specialty.

Miniatures are found in many sizes and may be scaled down versions only a few inches tall that were used in a doll house, or they may be of a larger variety for older children to use in their own rooms.

This is a miniature that may have been used to win a prize at a county fair, or to win customers for the craftsman who built it, for it has been constructed in the precise manner of pieces meant for display. It is an excellent miniature and continues to win the admiration of those who view it today.



Generous men enrich themselves by giving, while the miser hoards himself poor.

IN UNITY THERE IS STRENGTH

Auto Auction Chain Plans L. A. Opening

Nation-Wide Auto Auction, an East Coast network of franchised retail auto auctions, plans to open a pilot dealership in the Los Angeles area early this year, announced company President Stanley Gordon.

Currently operating public auto auctions in New York, New Jersey, Pennsylvania and Florida, Nation-Wide features a complete disclosure program for the purchaser. Each car up for sale is electronically tested and a sticker is placed on the windshield showing an estimate of repair charges needed to put the vehicle in top condition.

Included in the package that Nation-Wide offers its franchisees is a complete training program, supply of used cars, assistance in site location and floor plans and promotional material.

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Ladies Auxiliary to the NAA



Dear Bernie:

Again it is time to send my check for 1970 dues. We are having winter in Iowa now with plenty of snow and cold weather. I hesitate to say this as I do not want to seem boastful, but the past year was one of the largest sale years we have ever had, with more than 200 auctions. Of course, there were all kinds of auctions sold, a few farms, a few houses, many furniture sales, several commercial sales and some antique sales. In fact, we sold about anything and everything that has been sold at auction. And then, of course, there were many small sales, as well as a few large ones.

Farm sales this year are very unusual. We have had many closing out farm auctions, but only a few very large ones. The majority of farm auctions are either an estate sale or for a man reaching retirement age and has been using out of date equipment and it has come to the point, where he must buy new equipment or retire, so naturally he retires, because one new tractor would cost much more than all his present equipment brings.

Of course, there are fewer farm auctions as there are fewer farmers, and I make this prediction, that not too far in the future a farm auction will be small farmers and the larger farms will be in the hands of corporations and of course they will not have closing out auctions.

Another change in sales that has taken place is the fact that now we clerk most all our auctions, even farm

sales, and we sell by numbers even our farm sales. Since I started in the auction business in 1913, I have seen many changes in the auction business and I'm sure there will be many more in the future. I also know that there are more auctions of all kinds of merchandise, equipment, real estate, than ever before. If I were to live my life over again, I would still be an Auctioneer.

Sincerely yours,

LEON E. JOY
Ames, Iowa

Dear Bernie:

Enclosing my check for dues and the Booster Page. I wish you and your family a very healthy and prosperous 1970.

You might be interested in knowing that I made a television commercial in New York, in color, for Spec-T throat troches made by Squibb. I really enjoyed making the film and I hope you will be able to see it. I have only seen it once, although the phone rings constantly with friends telling me that I have just missed it on such and such a channel.

I am determined to try and get to the National Convention one day . . . I wish it was in the winter. It is a pleasure to belong to an organization that is alive.

Sincerely,

PAMELA MOORE
Woodbourne, New York

Dear Bernie:

I am herewith enclosing check for \$15.00 to pay my dues for 1970 and for the Booster Page.

Hope that all is well with you there. We in Oklahoma, I think, have enjoyed one of the best years ever in 1969.

Our membership is down a little from a year ago, but the National Convention aided us last year in reaching persons whom we had not reached before. We receive a new application or a membership renewal about every day, so hope by the end of our fiscal year, May 1, we will be larger than ever.

We have had some good meetings this year and now plan one for January 25, here in Alva, Oklahoma.

Wishing you and auctioneers everywhere a prosperous 1970, I am,

Yours truly,
CLYDE JONES, Secretary
Oklahoma Auctioneers Assn.
Alva, Oklahoma

Dear Bernie:

I don't know what I'll say, but I'm loaded. First, I was glad to see you and shake your hand at the Tennessee Auctioneers' Meeting the other day in Music City, U. S. A., Nashville.

I don't know how to express my opinion on this mixed up license law except the way I put it at our meeting in Nashville. I bought a certain make car awhile back and had to take it back to the dealer because they changed so many things trying to make it tops. I couldn't get anywhere in it because it had so many bugs. I was going down the Interstate Highway and it started pulling hard and the smoke commenced to roll. By the time I pulled to the shoulder the wheels locked without applying the brakes. I was out there from nowhere, stranded. This was the first of a series of problems it caused me over the next several weeks. My experience with it makes me nervous when I hear this mixed license law being discussed by our faithful servants. Seems to me every time we get a law changed, it has more bugs and the loop-holes stretch.

Mr. Johnson sure helped mix things up proper by beating around the bush. I hope this beating-around-the-bush stuff gets straightened out. But let us never forget the faithful crew that originated and built the National Auctioneers Association. It was their thinking that has made the business better and more sound for the good and honest auctioneers. Many of these men have gone to rest and they must have made Heaven a better place.

I notice there's not a big count of Tennessee auctioneers on the Building

Fund list. Maybe everyone can't give \$1,000 but any of you out there can give something. I'm thankful to my Maker. You know I almost lost my health a few years ago, but now I've had the greatest year of my life in the auction business. The Lord has blessed our 14 little McCarters, my wife and myself.

One of your faithful readers,

The old mountain plowboy,
C. B. McCARTER
Sevierville, Tennessee

Dear Sir:

Enclosed is my check for the 1970 membership dues, plus \$5.00 to support the Booster Page. It is always a pleasure to receive the Auctioneer each month and read the interesting article, "Across the Country."

Wishing you a happy holiday and a prosperous New Year.

HERMAN F. WELCH
Downers Grove, Illinois

Dear Bernie:

Please find enclosed annual dues and fees for the Booster Page. I also would like to report that I have had to retire from work due to my physical condition. I have just put in too many hours working and this old body could take no more of it. As you know, I have had several heart attacks, also have been suffering from Emphysema for a few years. Just recently I have been taken to the hospital by emergency, in fact, three times in the past sixty days. I am now at home and doing fair. I haven't been to the office since October but hope to gain strength soon so that I can go over for a short time anyway.

Alma is taking care of our office, and referring any business to some of our good friends and associates.

Bernie, I would like to plead with my many friends in the Auction Profession, if you smoke, please stop. Don't burn the candle at both ends by forcing yourself to

work and worry more than your body can take, Money isn't everything, you owe it to yourself and your Profession, your family, and loved ones to have a good healthy body. After all, you can have all the money in the world and if your health is gone, it can do you no good, because you can't take it with you.

I hope, with the help of the Good Lord and the prayers of my many friends, I will regain enough of my health to be with you at Convention time in Milwaukee this year.

To all my hundreds of friends in the Profession, I will remember you in my prayers and hope you do the same for me.

If any of you care to write, I would enjoy hearing from you as it is rather confining staying indoors and that is about all I can do.

Sincerely yours,

V. K. "Doc" CROWELL
P. O. Box 14099
Oklahoma City, Oklahoma

Dear Bernie:

I have enclosed five glossy pictures that go along with some of the columns you now have. A brief description is typed on back of each picture to aid in getting them with proper column.

A check in the amount of \$45.00 is enclosed in payment for another full page ad. New advertising copy is attached and I would like to have it appear in the next issue if possible.

We enjoyed our brief visit at the Ohio Auctioneers meeting and hope that you had safe traveling after it was over. Your remarks were very appropriate and should win friends for you and the N. A. A.

See you in Milwaukee, if not before.

Thanks sincerely,
DAVE KESSLER
New Paris, Ohio

Dear Bernie:

Enclosed please find my check for my dues and money for the Booster

page, also a small donation for the building fund. My wife and I both enjoy reading "The Auctioneer," all we can add is "keep up the good work." It certainly is stimulating to learn new methods in this business and we feel that your magazine is a necessary tool of this trade.

We are happy to report that business gets better each year that we are in business and 1970 sure looks like a fine year ahead.

Sincerely,

JOHN ANDERSON
Lafayette, Indiana

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Across The Country

BY BERNARD HART



In this issue we have two news items regarding NAA members being appointed to important bank positions. For those who doubt the type image created by members of the auction profession this news should, at least, lessen the degree of doubt. For every auctioneer it is good news to learn that members of the profession are qualified for these jobs.

In my opinion it is really the banking institutions that are the real winners. Where else can they find men in their respective areas who are so close to the pulse beat of the community? We salute those banks who have chosen to add the wisdom of auctioneers to their august bodies.

While this month's items mention "Ces" Emrich and Stanley King, we know that we have many members who have been similarly honored. Right now we recall Ken Brown, of Pennsylvania, and Elias Frey, of Ohio, have been so honored in the past few years and there are many more NAA members across the country who are officers of financial institutions.

We probably would never have known it from other sources, but when I attended the Ohio State Convention in January, I learned that Owen Hall had been elected President of the Ohio Association of Realtors. A few issues back we reported that Lyle Erickson had been elected to a like post in Iowa.

Both these men possess the necessary leadership qualifications. Lyle is a former President of the Iowa Auctioneers Association and a strong supporter of that organization as well as the NAA. Owen has served in a like position with the Ohio Auctioneers Association, was NAA convention Chairman in 1963, and

served a three year term on the NAA Board of Directors.

Our cover story this month brings to attention once again the glamour attached to hotel liquidation auctions. While not every hotel has a room where a U. S. President slept, all have their share of history and nostalgia. With the tremendous expense of remodeling, many older hotels are liquidating and building entirely new plants rather than fix up the old. This is a real bonanza for members of the auction profession. If you haven't sold a hotel auction we suggest you survey the situation in your area. A gold mine may be awaiting you.

The same is true with county court houses. Many of our court house facilities have become obsolete. A new building generally calls for new furnishings to match the new decor. Prices paid at auction by these left behind items will make believers of the skeptics. We learned this in our own experience here in Lincoln, when we sold hinges off the court room doors for as much as \$18.00 per pair. And there are no limits to the items you can sell including the old-style wainscoting on the hallway walls, the tile from the floors, even the signs above the doors. In many ways a court house auction is more exciting than a hotel auction. Both of them create news for the newspapers, television and radio stations and this free advertising is hard to measure in dollars and cents.

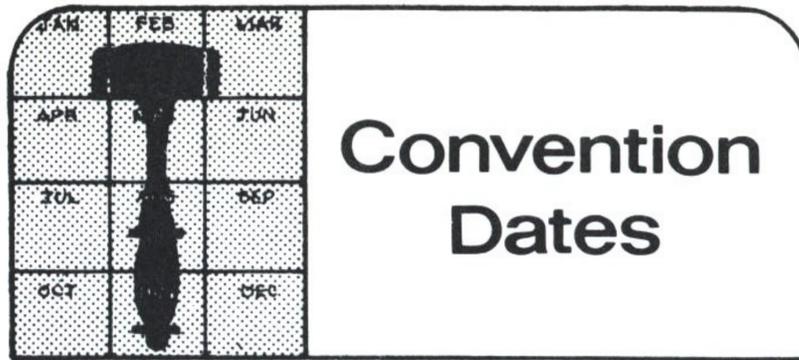
This issue of THE AUCTIONEER carries one real disturbing note. Never in the history of the NAA has a Board Member resigned before his elected term has expired, until now. To me, it is a cause for alarm. Only a few have made the personal sacrifices and at the same time provided the leadership to this organization as has Brad Wooley over

the past ten years. He is one of those persons who are so rare today, a man who studies the situations and renders his own decisions, letting the chips fall where they may. In this day and age of the so-called "silent majority" we particularly notice a man of this type. I remember once hearing a minister say, "Evil prevails when good people do nothing." We see many examples of the truth of this statement both within and without our own organization. I did not attend the Denver meeting of the Board of Directors and have not seen a copy of the Minutes as I write this, but my only consolation is in believing this would never have happened had the six absentee Board Members been present.

GRACIOUS LIVING!

I don't want a lot of money;
I'd

I don't want a lot of money;
I'd be satisfied, I vow
If I could just afford to live
The way I'm living now!



- April 5-6—Kentucky Auctioneers Association, Seelbach Hotel, Louisville
- April 12—Illinois State Auctioneers Association, Aledo
- May 3—Nebraska Auctioneers Association, The Villager Motel, Lincoln
- May 3—Oklahoma State Auctioneers Association, Oklahoma City
- May 23-24—Kansas Auctioneers Association, Hutchinson
- June 5-6—Texas Auctioneers Association, Corpus Christi
- June 9-10—Wisconsin Auctioneers Association
- June 12-13—South Dakota Auctioneers Association, Aberdeen
- June 28-29—Tennessee Auctioneers Association, Mountain View Motel, Gatlinburg
- July 30-31 and Aug. 1—N. A. A. National Convention, Pfister Hotel, Milwaukee, Wisconsin



**MISSOURI AUCTION SCHOOL REAL ESTATE CLASS, DECEMBER, 1969
KANSAS CITY, MISSOURI**

Front row, left to right: Paul Calkins, New York; Richard W. Dewees, President, Missouri; Delbert Winchester, Instructor, Oklahoma; Jack Stolman, New Jersey.

Second row, left to right: Dan S. Baldwin, Arkansas; Wendell Christopher, South Carolina; Tom Baier, Ohio; Sheldon F. Good, Illinois; Rex Fleming, Illinois; Harry W. Fisher, Pennsylvania.

Membership Stands At 2723 At Completion Of Year

It was certain to happen but we didn't know when. The year just ended is the first time since 1956 that the National Auctioneers Association did not show an increase in membership. We finished the year with 12 less members than we had a year earlier although with 626 more than the same date five years ago.

Illinois continues to hold the lead in membership with 186 and an increase of seven members during the year. Ohio is next with 172 and Tennessee continued their climb to hold third spot with 160 members.

Nebraska is fourth largest with 147 members followed by Indiana, 140; Kentucky, 127; and Pennsylvania, 123. Completing the leading ten states are Iowa, 105; Wisconsin, 103; and Kansas, 99.

A study of the following table of membership by states gives some clues as to why we have lost in total membership. A few states that experienced a "mush-room" type growth in membership failed to hold the attraction of many of those new members. The membership is listed as of December 31 each year.

STATE	1964	1968	1969
Alabama	9	12	10
Arizona	9	12	8
Arkansas	49	72	49
California	51	80	84
Colorado	43	55	45
Connecticut	6	14	16
Delaware	3	5	5
District of Columbia	1	3	2
Florida	25	63	53
Georgia	18	40	36
Hawaii	2	3	3
Idaho	16	16	10
Illinois	151	179	186
Indiana	146	138	140
Iowa	90	119	105
Kansas	91	99	99
Kentucky	91	135	127

Louisiana	10	14	14
Maine	4	8	9
Maryland	28	28	34
Massachusetts	32	27	36
Michigan	58	76	82
Minnesota	22	25	30
Mississippi	6	18	14
Missouri	72	90	90
Montana	22	46	46
Nebraska	125	135	147
Nevada	0	1	3
New Hampshire	3	11	14
New Jersey	36	63	53
New Mexico	19	18	19
New York	67	96	96
North Carolina	25	50	61
North Dakota	26	29	27
Ohio	148	177	172
Oklahoma	23	58	57
Oregon	20	26	27
Pennsylvania	121	126	123
Rhode Island	6	5	5
South Carolina	13	15	15
South Dakota	26	30	27
Tennessee	78	155	160
Texas	81	108	97
Utah	3	1	3
Vermont	3	4	6
Virginia	46	57	69
Washington	19	28	26
West Virginia	16	42	42
Wisconsin	92	91	103
Wyoming	18	13	17
Australia	2	1	1
Canada	25	24	20
Thailand	0	1	0
West Indies	1	0	0
Totals	2097	2735	2723

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The expensive fellow was "Waverly Noel D. Manso," which was bought jointly by Dr. F. W. Stone, of Stanley Park, Wandoan, Queensland and the Innes Pastoral Company, Gin Gin, Queensland. It was sold by the Stranbroke Pastoral Company, Waverly, Queensland.

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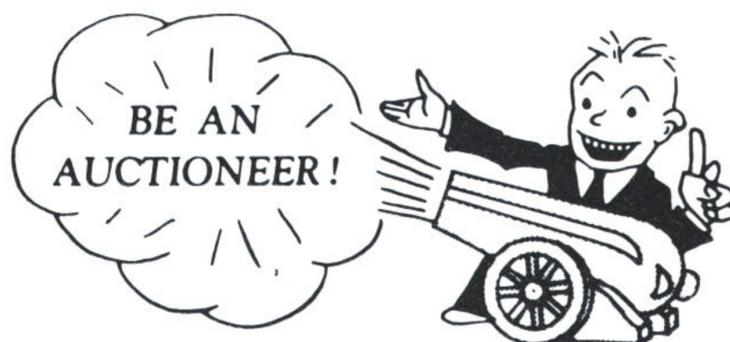
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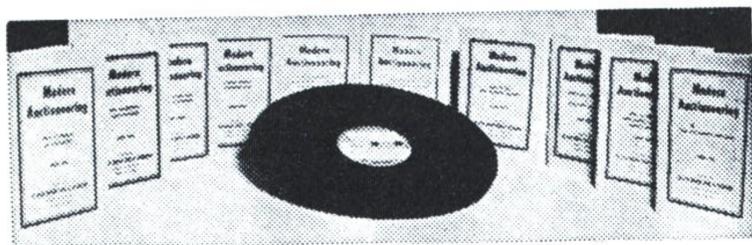
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8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.

\$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 3-59.

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

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

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

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

BUYER CARDS . . . Form No. BC-69

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

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

FINAL SETTLEMENT FORMS . . . Form FS-69

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

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

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

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

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

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

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

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

PERSONAL PROPERTY AUCTION CONTRACT

. . . Form No. PPC-69

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

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

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RETURN THIS COUPON WITH YOUR FIRST ORDER and we will mail you 3,600 CT-12 "Clerk-Saver" Clerking Tickets, one pad of Buyer Registration Forms, one pad of Final Settlement Forms and 1,000 shirt pocket size Buyer Cards for only \$10.

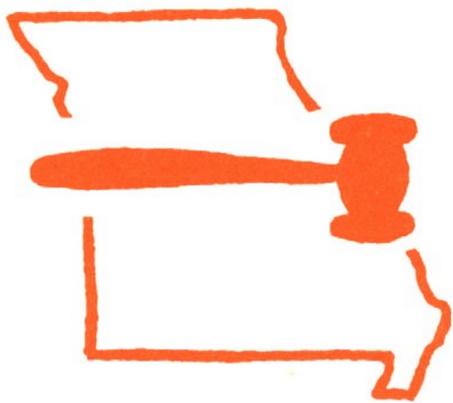
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