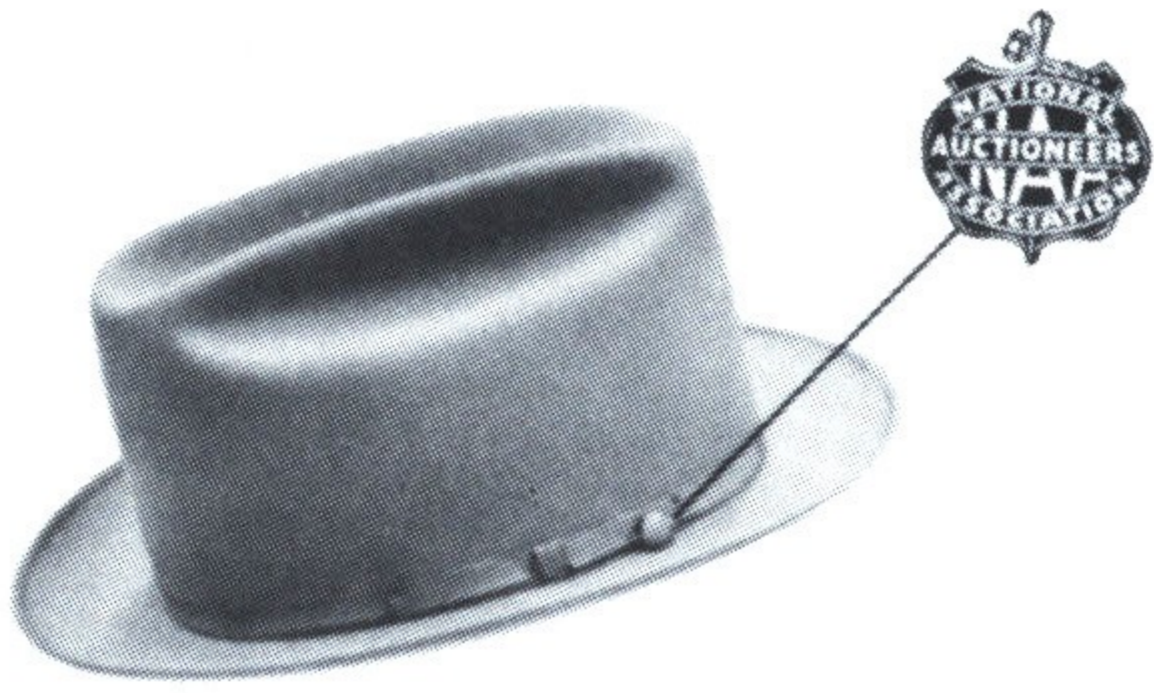


VOL. XXIV NO. 1 JANUARY, 1973

THE **auCTIONeer**

*Happy
New Year*





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

Start the New Year right by wearing the beautiful “Auctioneer” hat. Designed and manufactured especially for the Auctioneer. The winter felt is Silver Belly in color with red satin lining and has the Auctioneer Emblem stamped in the lining in gold. The summer straw is cream colored and they both come in brim widths of 2”, 2 3/8” and 2 5/8”. Now that the Stetson people are no longer in the hat business, we are the only people we know of supplying this style hat.

Quite a few ladies purchased the gold tie tacs for their husbands for Christmas. I would like to take this opportunity to congratulate you men for having such wonderful wives!

These tie tacs make wonderful gifts for birthdays, anniversaries, Valentine or just because you love someone. Give him one and watch his eyes light up!

The gavel itself is 14 K “Solid” Gold
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HATS

Felt (Silver Belly Color)\$12.95
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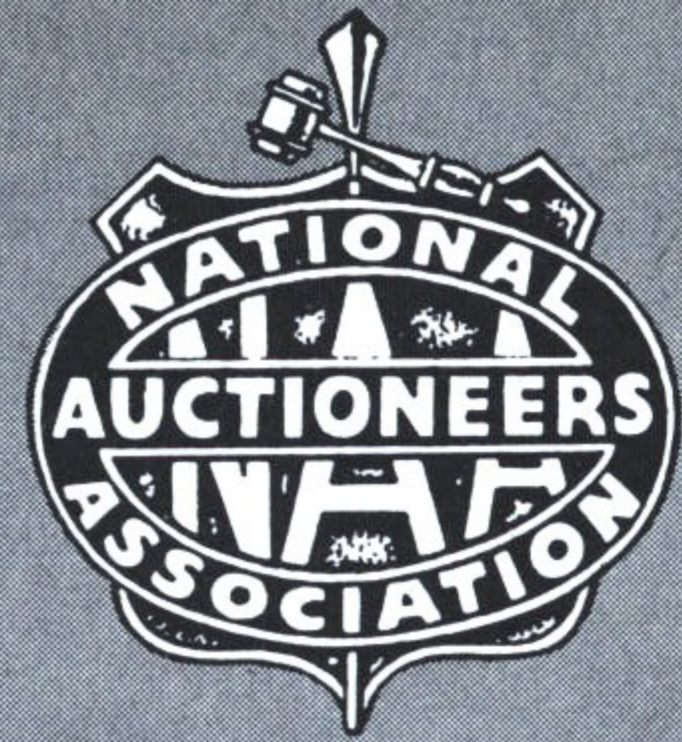
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THE AUCTIONEER

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

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Tennessee Auctioneers Hold Fall Meeting In Nashville

By Hubert D. Songer, Secretary

One of the finest meetings we have ever had! This was the comment of many who were in attendance at the Fall Meeting of the Tennessee Auctioneers Association on Monday, December 4, 1972, at the Hilton Airport Inn in Nashville.

Sixty auctioneers were in attendance plus eleven of the fairer sex—members of the Tennessee Auctioneers Association Auxiliary. We were saddened by the inability of President Clive Anderson to be with us. Clive recently underwent open heart surgery and is now going through recuperating stages. We also missed Colonel Bill Lynch who is also hospitalized. We wish each of these gentlemen a speedy recovery.

We were delighted to have Colonel John Horton, President of the Alabama Auctioneers, and Colonel Rex Proffitt of Tompkinsville, Kentucky, with us and to serve as judges in our auctioneers and apprentice auctioneers bid calling contests. Speaking of these contests, Colonel Marvin Alexander of Martin, Tennessee, was the winner of the auctioneers bid calling contest after a run-off with Colonel Max Puckett of Nashville and Colonel Billy Howell, Jr. of Madison. In the apprentice bid calling contest, Colonel Clint Keel of Nashville was the winner. Beautiful wall plaques were awarded to each winner.

A few of the interesting highlights of the meeting were as follows:

- A) A reverse panel discussion in which Colonels Buford Evans, Bob Keller, Jim Stevens, C. B. Arnette, Ralph Masengill and Wayne Holly asked questions spontaneously of members of the assembled auctioneers.
- B) A very interesting talk by Colonel Jim Stevens on "The Hazards of An Auctioneer After A Successful Auction."
- C) A very informative talk by Mr. Jack Phillips, Classified Advertising Manager of the Nashville newspapers.

The location committee headed by Colonel Fred Ramsay recommended Paris or Nashville, Tennessee, for our

15th Annual Convention and the dates of the convention to be June 17 and 18, 1973. By vote of the members, it was decided to return to the Hilton Airport Inn in Nashville for the 1973 Annual Convention.

We want to encourage all of our members to make plans now to attend and to bring the entire family. We are sure they will enjoy the many attractions in Nashville along with the convention. Also, we encourage members to plan now to attend the N.A.A. Convention next summer at St. Petersburg, Florida.

Plans Completed For Real Estate Seminar

All signals are go for the first NAA sponsored seminar. A group of NAA members seeking to improve their techniques as real estate auctioneers will assemble at the Holiday Inn-O'Hare West near Chicago's O'Hare Airport, on Tuesday, January 23, 1973. Seminar is under the direction of Terry Dunning, Chairman of the Membership-Promotion-Education committee. Seminar leaders will be Delbert Winchester, Enid, Okla., and Jim Stevens, Nashville, Tenn.

Those registered for the seminar are:

Edward Bilbruck, Chicago, Ill.
A. E. Angle, Logansport, Ind.
G. W. Croddy, Madison, Ind.
Charles A. Foster, Jr., Wichita, Kans.
George A. Kurtz, Sturgis, Ky.
Jane Kurtz, Sturgis, Ky.
Arthur L. Good, Mason, Mich.
Garth Wilber, Bronson, Mich.
Peter J. Faith, Whitewater, Wisc.
Clayton Dykema, Morrison, Ill.
Harold D. Cole, Flint, Mich.
James W. Haldene, Waverly, Ohio
Kenneth P. Erickson, Decorah, Ia.
D. J. Prochaska, Cresco, Ia.
Rex B. Newcom, Whitewater, Kans.
David A. Norton, Coldwater, Mich.
James J. Nebel, Imogene, Ia.
Fred Schneider, Yorkville, Ill.
Roy B. Johnson, Buffalo Center, Ia.
Robert E. Penfield, Bowman, N.D.
Richard M. Brewer, Mt. Hope, Kans.
Herbert A. Bambeck, Dover, Ohio

Wylie S. Rittenhouse, Uniontown, Pa.
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 Roy L. Crume, Kokomo, Ind.
 James Quick, Aurora, Ill.
 Jim Graham, N. Palm Beach, Fla.
 Fred G. Quick, Aurora, Ill.
 Emmet R. Gemme, E. Hartford Conn.
 D. D. Meyer, Vincennes, Ind.
 James L. Marshall, Hillsville, Va.
 Joseph J. Maas, Plainsview, Minn.
 Raymond E. Haynes, Bement, Ill.
 Edward L. Belcher, Marshall, Mich.
 Dale A. Dean, Coldwater, Mich.

Florida Meeting Zeros On National Convention

Members of the Florida Auctioneers Association gathered at the Hilton Hotel in St. Petersburg, December 10, for their Annual Meeting. As one would guess, chief subject discussed was the coming National Convention, next July. Meeting at the same Hotel that auctioneers and their families from all parts of the country will gather in a few months made a perfect background for the occasion.

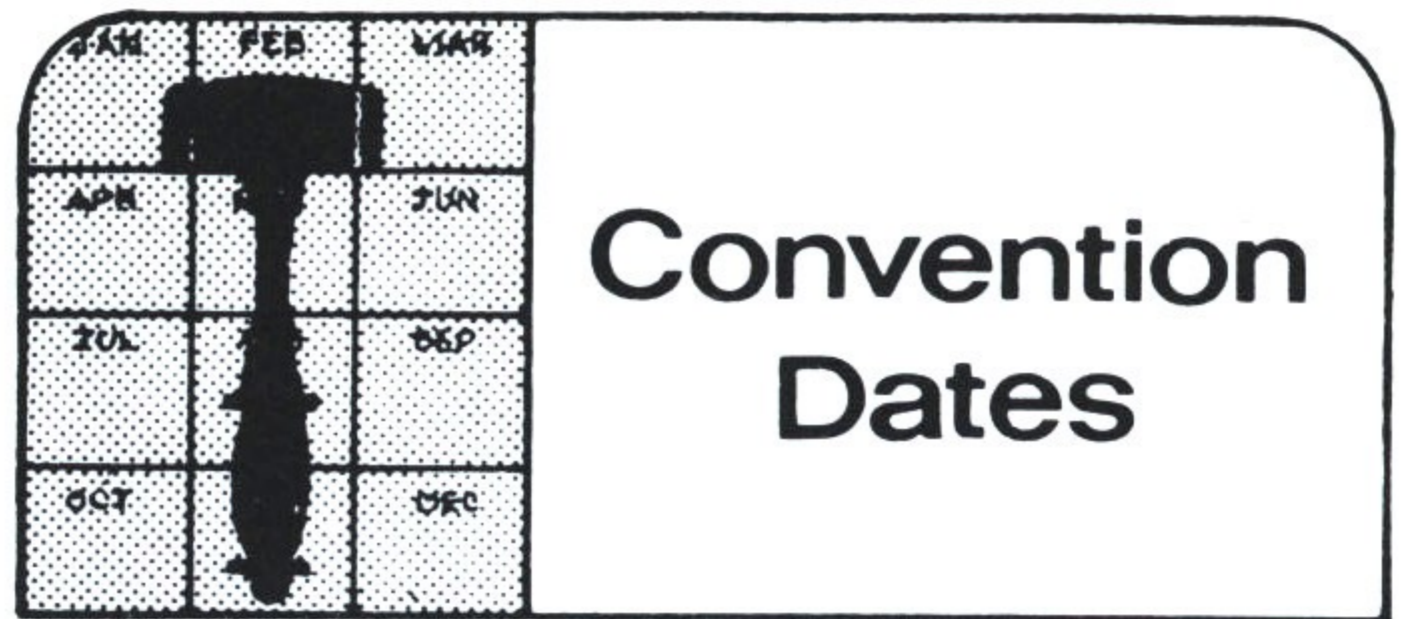
Present for the meeting were: Morris Fannon, NAA President; Mrs. G. T. (Nan) Gilbert, NAA Auxiliary President; Bernard Hart, NAA Secretary; and Marty Higgenbotham, 1973 Convention Chairman. Each addressed the group briefly, advising of the various items that would become their responsibilities as host state auctioneers. Several committees had already been appointed and they made their preliminary reports.

Jim Graham, North Palm Beach, was elected President for 1973, succeeding Vince Simmons, Lakeland. A. R. Mac McGowan, Brandon was elected Secretary.

All indications, as expressed by those present, are that Florida auctioneers and their wives are planning for the greatest of all national conventions and enthusiasm is building toward the event.

In an updated Monopoly game, the player who buys all four railroads goes bankrupt.

IN UNITY THERE IS STRENGTH



- January 7-8 — Indiana Auctioneers Assn. Inc., Holiday Inn East, State Rd. 100 & I. 70, Indianapolis, Ind.
- January 12-13 — Pennsylvania Auctioneers Association, Hershey Motor Lodge, Hershey.
- January 13-14 — Ohio Auctioneers Association, Imperial House North, Columbus.
- January 28-29 — Minnesota State Auctioneers, St. Cloud.
- February 4 — Mississippi Auctioneers Association, Jackson.
- March 2-3 — North Dakota Auctioneers Assn., Holiday Inn, Bismarck.
- April 8 — Illinois State Auctioneers Association, Springfield.
- May 5-6 — Oklahoma State Auctioneers Assn., Hilton Inn West, Oklahoma City.
- June 12-13 — Wisconsin Auctioneers Association, LaCrosse.
- June 17-18 — Tennessee Auctioneers Assn., Hilton Airport Inn, Nashville.
- July 19-20-21 — NATIONAL AUCTIONEERS CONVENTION, St. Petersburg Hilton Hotel, St. Petersburg, Fla.

Canadian Horse Sale Tops \$100,000 Mark

The open doors permitted chilling breezes to sneak into the CNE Horse Palace but it did little to cool the enthusiasm of some of the bidders.

They were there for the 10th annual mixed sale of the Canadian Standardbred Horse Society. And when the auctioneer's hammer fell for the last time, 133 trotters and pacers of all ages had been sold for \$101,450.

The doors were open as new purchases were led out of the building and into vans for journeys to new homes, and a change in equine life.



Sailing boats moored on Tampa Bay with the St. Petersburg Hilton Hotel, site of the 1973 National Auctioneers Convention, in the background. The floodlights atop the poles in the upper left of the picture illuminate the baseball field where the St. Louis Cardinals train in the spring. The ball field is immediately adjacent to the Hotel.

Come Be Our Guests

In The Sunshine State

Happy New Year!! and a warm welcome to the beautiful "Sunshine State" of Florida!!

We have just held our Convention meeting last weekend and had a very enthusiastic turnout. All committees are working in preparation for having each of you in the state of Florida for the 1973 NAA convention.

The dates for this convention will be July 18-19-20-21, however, July 17, we are going to have a deep-sea fishing trip and the 18th we will have the first National Auctioneers Open Golf tournament at one of our local golf courses.

The Hotel you will be staying in is the St. Petersburg Hilton in downtown St. Petersburg. The Hilton is located right across the street from a private airport for any of you coming in by private plane and also across from the yacht mooring docks overlooking beautiful Tampa Bay. All of the Florida auctioneers, city and government officials are looking forward to having you with us in July. We are hoping to make this one of the biggest conventions ever held by the NAA.

If I can be of any service to you in any respect, I would like to hear from you individually.

Martin Higgenbotham,
Convention Chairman

REFLECTIONS

As I pause and reflect back over 1972, it must have been the mountain top experience of my life.

This past year has to have been one of the best we have experienced in the auction business. During my travels around the country, never have I seen more auctions advertised, and the auctioneers I have talked to at state meetings have all reported this to have been one of their best years.

There must be a reason for this growth in the auction way of selling. Has the public renewed its faith in our profession? Have we conducted our sales in ways that have proven to Mr. Public that we are professional people who do their job in a businesslike and honest way? Have the state and national associations had any influence on this growth? Have the auction schools and their staffs helped to prepare the young auctioneers better?

I believe we can answer yes to all of these questions and many more that would show the steady growth we now are enjoying in our chosen vocation as we welcome in the new year.

Let each of us renew our faith in our

profession and resolve that we will do a better job in 1973 than we did in 1972, and let those who have received so much from and contributed so little to this profession stop and say as one of the disciples did, "Is it I?"

To all the members of the National Auctioneers Association and their families across America, I extend my sincere best wishes for a prosperous and happy 1973.

Sincerely,
MORRIS F. FANNON

If all the sleeping folk will wake up
And all the lukewarm folk will fire up
And all the dishonest folk will confess up
And all the disgruntled folk will sweeten
up
And all the discouraged folk will cheer
up
And all the depressed folk will look up
And all the estranged folk will make up
And all the gossipers will shut up
And all the dry bones will shake up
And all the true soldiers will stand up
THEN YOU CAN HAVE A REVIVAL.



The Ladies Auxiliary

Hi Gals,

The Holiday Season is one of the happiest of the year, and from our family to each of you and yours, may we wish you health, happiness and prosperity!

Our troops are all home for Christmas — Cindy and her husband from Broomfield, Colo., and Lindy and her husband, with their new daughter, Caroline Beth, born the day after Thanksgiving. Of course, we think she is the prettiest baby we ever saw!! This little lady has four grandparents, seven great grandparents and one great-great grandfather to help spoil her.

Dick and I flew to Hawaii in October and had such a lovely time. We took in all the islands and were entranced with their beauty. With all the ice and snow we've been having, I'm ready to return as quickly as possible.

We're already planning to be in Florida for the National Convention next summer, and are looking forward to meeting you all there.

Sincerely,
Virginia Brewer,
Mt. Hope, Kans.



Officers of the Ladies Auxiliary to the Iowa Auctioneers Association, from the left: Mrs. Earl Thies, Ames, Chaplain; Mrs. Lamont Swanson, Sac City, Publicity Chairman; Mrs. Jay Arnold, Mallard, Secretary-Treasurer; Mrs. Jack Johnson, Webster City, 2nd Vice President; Mrs. Mike Bloomer, Glenwood; Mrs. Harold Van Syoc, New London; and Mrs. J. R. Hoyer, Hillsboro, President.

Iowa Ladies Enjoy Festive Fall Meeting

The fall meeting of the Ladies Auxiliary to the Iowa Auctioneers was held at the Sheraton Motor Inn at Mason City, Iowa on October 28 and 29.

On Saturday afternoon the ladies had a tour of the Handicap Village at Clear Lake, and upon their return to the Motel, the ladies had coffee and cookies for all, including the men.

At the Sunday afternoon business meeting, Lou Peterson, President, introduced the officers of the auxiliary and then each one present introduced herself. Mrs. Bernard Hart, wife of the National Secretary, was also introduced by the president. Elinor Hildebrand, chaplain, led in prayer. Minutes were read and approved, treasurer's report was read and approved.

The following officers were elected for the coming year:

President — Mrs. J. R. Hoyer

1st Vice-President — Mrs. Harold Van Syoc

2nd Vice-President — Mrs. F. E. Bloomer

Secretary-Treasurer — Mrs. Jack Johnson

Publicity Chairman — Mrs. Jay Arnold

Historian — Mrs. Lamont Swanson

Chaplain — Mrs. Earl Thies.

Directors:

3 Years — Mrs. Clint Peterson

2 Years — Mrs. Warren Collins

1 Year — Mrs. John Swartzendruber

The ladies then had a "Match the Baby Picture" with a 1st and 2nd prize. There was also a drawing for three door prizes. Janice Winegarden, Pocahontas, is holding the bulletin board with Baby pictures of Auctioneers and Wives which we played "Guess Who".

We are now looking forward to 1973 and the one day convention in April under the direction of our new President, Mrs. J. R. Hoyer.

Mrs. Arnold Hexom
Publicity Chairman



Janice Winegarden, Pocahontas, holding display of baby pictures of Iowa auctioneers and their wives at the Iowa meeting.

Rare Faberge Is Sold For A Lofty \$2,700

At a recent auction at Browner Antiques & Gallery, Inc., on New York's lower East Side, a fine example of Faberge was sold at auction, amidst a flurry of fierce bidding, for \$2,700. This unique, rare piece was a rock crystal heart-shaped box, mounted in 18K gold with enamel applique, set with Rose Diamonds and a pidgeon blood ruby clasp. This most unusual item was originally presented to Russian Royalty at the turn of the century.

Another outstanding highlight of the sale was a signed A. Rodin bronze bust which realized the top bid of \$4,000. This bronze sculpture entitled, the bust of "The Crouching Woman" is illustrated in the Museum of Modern Art's book, "RODIN" by Dr. Elsen on page 179.

Also a large and fine collection of art and cameo glass, bronzes, Mettlach steins and signed Tiffany lamps were featured at the Gallery and record breaking prices are being obtained for this type of high quality objects d'art.

Browner Antiques & Gallery, Inc. is

run by Arthur Browner and is located at 832 Broadway, between East 12th and East 13th Streets in New York City. Their next auction will feature Art Nouveau and Art Deco.

IT'S AMAZING HOW MANY LIE DETECTORS THERE ARE in the United States. Some are called polygraph machines. All the rest are called voters.

AND, SPEAKING OF ELECTIONS, did you hear about the politician who got a practical lesson in how to win friends and influence people? Somebody handed him their kid . . . backwards!

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1972-1973

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(TERMS EXPIRING 1974)

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Mrs. Don (Eileen) Standen, N.
Ridgeville, Ohio

Mrs. Lee (Mary) Hickman,
Okla. City, Okla.

(TERMS EXPIRING 1973)

Mrs. Dick (Virginia) Brewer,
Mt. Hope, Kans.

Mrs. Curtis (Violet) Cunningham,
Greenwood, S.C.

Mrs. Bud (Dorothy) Chapman,
Seattle, Wash.

Mrs. Romaine (Ruth) Sherman,
Goshen, Ind.



Pop's Ponderings

22 Consecutive Years

By COL. POP HESS

The column I am presenting in this publication, "The Auctioneer", will be one I am happy to write. I will each month be talking about the Auctioneers of today, on the years past and my point of view on the future.

When the first copy of the Auctioneer came to my desk, last July, I commented this publication is one that is needed for one of the most responsible professions of all time. Auctioneering is a business for income and maintenance of man. Throughout the years of a full century, selling at auction has been one procedure of converting real and personal property into cash, with the operating person named the auctioneer. The profession was opened for all those who set out to become a public sale crier, under the name auctioneer.

Nearly all professions were begun in the same way. A man or woman took what was natural ambition and followed it through. Soon came the need for colleges to educate and prepare students for the work they had chosen. Then laws and rules were established for the safety of the public they would serve. The auctioneering profession has not followed this pattern so closely. The auctioneer has always been a public servant. Many times throughout each year he has had the final word in converting the life's work of many men and

women into cash. The total result of the sale is theirs to accept. It has been a profession unbridled and unorganized for years, but with good results given a lot of credit for the honest effort put into his work, and I will venture to say that throughout the entire time, from the beginning of the century to date, ninety per cent did just as good a job as if under control.

EDITOR'S NOTE— The foregoing paragraphs are a reprint of Pop Hess' first column in THE AUCTIONEER. This was the issue of January, 1952. This issue, exactly 22 years later, is the second time, to the best of my knowledge, that Pop Hess has not written a column for this publication. I have often made the comment, and it has been reflected by others, that Pop Hess' columns have carried a trademark of common sense. This in itself is a virtue too often neglected, especially in the present era when we have so many writers and speakers that are inclined to go off the deep end with hare-brained ideas and schemes.

Please share with me, the number of words that Pop has written for readers of THE AUCTIONEER, bearing in mind that he has written 11 articles per year for 22 consecutive years. Then, let me remind you that he did not begin writing for this publication until AFTER HE HAD BEEN AN AUCTIONEER FOR 50 YEARS! What have the rest of us been doing for our profession the last 22 years? How much influence on the growth of the NAA has Pop Hess contributed? It really makes our own efforts and deeds look mighty feeble doesn't it?

While most of us have just passed through the most festive season of the year these days have been far from pleasant for Pop Hess. Pop was in the Hospital at Thanksgiving time, in fact he became ill right after mailing his column for the December issue. Mom Hess,

CORRECTION

Pop Hess has requested that we print a correction to a statement he made in his November column in which he credited Ohio with having the largest State Membership. His apology goes to the Indiana Auctioneers Association and their 652 members as compared with Ohio's state membership of 540. Ohio leads all states in NAA membership which led Pop to believe they also had the largest state organization.

who has lain helpless in a nursing home for 39 months, passed away December 9. John E. "Eddie" Hess, Pop's only son, lies in a Hospital with terminal cancer.

Pop Hess will be 93 years old on February 6, 1973. I believe all of us believe that if we are fortunate enough to remain active for that many years, they should be years of pleasure. You can each make Pop's life more enjoyable if you will write him a note between now and his 93rd Birthday. His address is
Col. Pop Hess
401 Ontario Ave.
Bellefontaine, Ohio 43311

ARMILDA BIDWELL HESS

Mrs. C. M. "Pop" Hess was born in Auglaize County, Ohio, February 20, 1896. She departed this life from a Bellefontaine Nursing Home on December 9, 1972, where she had been a patient for 39 months following a paralytic stroke. Funeral services were held December 12, at Lakeview, Ohio, with interment in the New Hampshire, Ohio, cemetery.

She is survived by her husband, C. M. "Pop" Hess, two sons and two daughters

by a former marriage, one step-son, two brothers, two sisters, her grandchildren and great-grandchildren.

JOHN E. HESS

As we go to press with this issue a phone call from Mrs. Peggy Biehl, Pop Hess' housekeeper, brought us the word of the death of Eddie Hess in a hospital in Columbus, Ohio, on December 18. He was Pop Hess' only son and had retired from his position with the Federal Government two years ago. Since then he had been spending considerable time with his father and had been assisting in editing Pop's monthly column. He did not discover his fatal illness until late November.

A social climber was giving her first big party. The woman's maid, who had been with her employer many years, was given last minute instructions.

"There'll be dozens of terribly important socialites here, not to mention a couple of dukes. Do be careful, Mary, and don't spill anything!"

"Don't worry," replied Mary. "I won't say a word." — Baltimore Sun.



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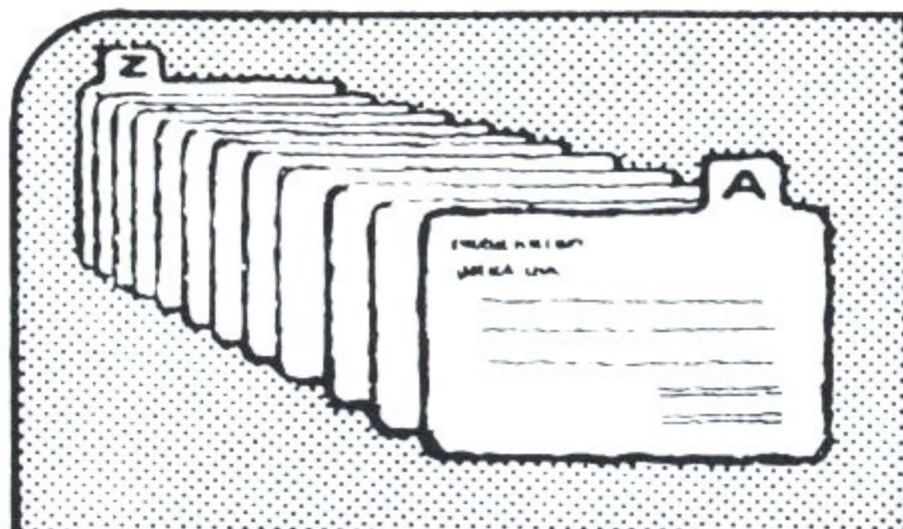
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 * Will Wright, Kentucky
 * Herbert C. Spear, Colorado
 M. S. Pennington, Alabama
 Terry Beutler, Nebraska
 Albert O. Maas, Minnesota
 * Jim Stone, Michigan
 * Michael Stone, Michigan
 Warren Vander Voorde, Arizona
 Marvin Harris, Illinois
 * Denotes new member

Ohio Sales Tax Info

During the past several months, Ohio auctioneers have been more or less in a state of confusion in regard to their responsibilities in collecting the Ohio state sales tax. Following is a copy of a letter that the Secretary of the Ohio Auctioneers Association has sent to auctioneers within the state. We are reprinting it here as a warning to auctioneers in other states where collection requirements are more lenient in order that they may guard against changes in current procedures.

SUBJECT: SALES BY OHIO AUCTIONEERS

The Ohio Supreme Court held in the case of Garth Oberlander v. Porterfield (28 Ohio St. 2d 171) that an auctioneer who effects a transfer of title or possession, or both, of tangible personal property, is a vendor under the Sales Tax Law even though he does not actually transfer title to or possession of that property.

Auctioneers are therefore responsible for the collection and remittance of the sales tax on all sales made by them except (1) where the owner of goods sold at auction at the **owner's place of business** is engaged in the business of selling tangible personal property in which case the auctioneer is deemed to be the agent of the owner and the owner is responsible for collection of the tax on each transaction or (2) casual sales of household goods from the residence of the owner. For the purposes of settling estates the latter category includes the sale of household goods from not more than two estates provided that such sale is made from the former residence of one of the deceased.

Auctioneers are required to have a vendor license for each of their fixed places of business and also obtain a ven-

dor license from any other counties in which they are engaged in making sales. Auctioneers operating from other than a fixed place of business shall obtain a vendor license in each county in which they make sales. A vendor license may be purchased at the respective county auditor offices for \$1.00.

The law presumes that all sales are subject to the tax until the contrary is established. Therefore, the tax should be charged on all sales of tangible personal property unless the item transferred is never subject to the tax or the purchaser claims a statutory basis for exemption and issues a validly executed exemption certificate.

The tax to be collected on all sales of tangible personal property depends upon the auctioneer's method of settlement. If the auctioneer collects for each item when purchased the tax is computed on each individual sale. However, where an auctioneer waits and collects for several items under a final settlement the tax shall be computed upon the total value of the items sold.

Vendors are required to maintain records as set forth in Section 5739.11 of the Ohio Revised Code and Rule TX 11-02.

Oklahoma Auctioneers Get \$6,200 For Lions

Twenty-four members of the Oklahoma State Auctioneers Association participated in the Oklahoma City University Lions Club Charity Auction December 2. The proceeds of some \$6,200 will be used by the Club for their many worthwhile projects.

Merchandise was contributed and donated from throughout the state. Lee Hickman served as chairman of the auction. He is a member of the Club and a former president of the Oklahoma State Auctioneers Association.

Jim Thompson, Lawton, association president, conducted a meeting of the group the following day at the Hilton Inn West, in Oklahoma City. A great amount of enthusiasm was displayed by the members in attendance and a committee is already planning the next quarterly meeting to be held in Lawton, February 18.

GLEN D. GIVENS, PR Director



Reppert School Of Auctioneering

Pictured opposite is the Class of November 27 to December 15, 1972 at the Reppert School of Auctioneering, Decatur, Ind. Following is their identification by rows reading from left to right in all instances:

TOP ROW: Ron Mumma, Springfield, Ohio; G. Michael Witson, Westminster, Md.; Kris Q. Goslee, Skidmore, Mo.; Michael A. Conover, Westminster, Md.; Marvin R. Mosier, Muncie, Ind.; Sidney Marks, Knox, Ind.; Oscar W. Bell, Independence, Ky.; William Van Spanje, Jr., Cherry Valley, N.Y.; James W. Jean, Terre Haute, Ind.; E. Don Wilson, South Salem, Ohio; Ted Lapekas, Decatur, Mich.; Raymond E. Sternberg, Holland, Mich.

FOURTH ROW: Ron Bucher, Nevada, Ohio; Michael R. Amelio, Chicago, Ill.; Gary Keith Wilson, Mansfield, Ohio; Floyd W. Vaughn, Decatur, Ala.; William A. Black, Beamsville, Ontario; Noel B. Robertson, Mississauga, Ontario; Garvis D. Wood, Decatur, Ind.; Lewis E. Bayman, Huntington, Ind.; Norbert A. Polus, Nashville, Mich.; Ray C. Probst, Willow Street, Penn.; Dean Stevenson, Galesburg, Ill.; Melvin L. Christensen, Brainerd, Minn.

THIRD ROW: David F. Wible, Marion, Ohio; C. J. Rance, Logansport, Ind.; John S. Modica, Chicago, Ill.; J. Kenneth Doty, Rosedale, Ind.; Roman J. Damewood, Lynn, Ind.; Ralph E. Gingerich, South Hutchinson, Kans.; Danny Kent, Hinsdale, N.Y.; James Cochran, Rohrerstown, Md.; William T. Hayes, Mill Spring, N.C.; Rhett Weisner, Greenville, S.C.; Welby R. Simpson, Roann, Ind.; Jerry J. Weese, Royal Centre, Ind.; Sid Michael, North Adams, Mich.

SECOND ROW: Francis A. Daly, Rockton, Penn.; Dennis J. Plunkert, Littlestown, Penn.; Robert L. Vaughn, Kankakee, Ill.; Lonnie D. Rayburn, Scotland,

Tex.; Burnell L. Buchen, Manheim, Penn.; Richard E. Mozock, Fort Wayne, Ind.; Marc W. Miller, Pine Hill, N.Y.; Paul E. Stowers, Louisville, Ohio; Barnard J. Hinken, Jenison, Mich.; Gordon Koehler, Columbiana, Ohio; Ludwig Appel, Hometown, Ind.; S. Clarence Criswell, Wilkinson, Ind.; Norman V. Root, Hiram, Ohio.

FIRST ROW: Betsy Bandfeldt, Cazenovia, N.Y.; Linda F. Miller, Pine Hill, N.Y.; Berneice Brandstad, Kensett, Iowa.

Seated in the front row are some of the Instructors with Dr. Roland Reppert, President of the School

Commercial Cow Sale Sets Possible Record

A special cow sale at Shasta Livestock Auction, Cottonwood, Calif., Nov. 3, set what may have been a record one day sale of commercial cattle in California. The 4674 head sold brought \$1,100,000.

One group of 105 black-whiteface calvy cows sold for \$435; 300-400 pairs sold from \$425-475; 93 Hereford calvy cows \$417. A large volume of cows sold in the \$350-400 range. At the same sale a large volume of 300-450 lb. feeder calves brought 54-60¢.

AUCTION FOR SALE

One of the northern California's leading and best antique and general auctions is being offered for sale due to the fact that the owner has terminal cancer. This auction is presently operating and tax returns will be shown to interested principles only. It is a real money maker. It could be very easily operated even if you are not an auctioneer as we presently employ three more auctioneers. There are no residency requirements for obtaining licenses. Principles only write:

P. O. Box 19174
Sacramento, California 95819
Please include your telephone number.



ZIP CODE 22901 AREA CODE 703

WRITE General Material & Brochures

Buyers From 10 States Attend Michigan Sale

This six session sale scheduled turned into an eight session sale, beginning October 10, and ending on November 10, at Parma, Mich., dispersing the Antique Collection of the late Ardale Milligan. Over 10,000 pieces made up the collection that was stacked and boxed in a nine year old ranch type home. It was known to be a sizable collection, but no one realized its volume nor its value.

Large crowds attended each event. Registrations encompassed all parts of Michigan, and out of state buyers came from New York, Pennsylvania, Ohio, Indiana, Kentucky, Tennessee, Illinois, Colorado and Louisiana.

An insulated and heated 50' x 80' tool shed across the road from the house made a very adequate and comfortable "Gallery" to hold these sales. The whole affair will be talked about and discussed in this area for a long time.

Howard Milligan, her husband, owned and operated a large dairy farm in addition to his slaughter house and farm meat market. He did not share her interest in collecting; however, he was saddened when the last sale was over.

The sale was managed and auctioneered by Everett R. Miller, of Rives Junction, Mich. Several sales were cancelled by Mr. Miller after these sales were scheduled so he and Mrs. Miller could devote their entire time managing them in a manner conducive to its quality.

Now for some prices: 2 piece cut glass punch bowl, \$725, Thorn handle glass basket \$575; leaded lamp shade \$525; Gilbert mantle clock \$425; Regina music box and records \$400; Carnival water set \$335; art glass water set \$325; custard compote and sauces \$325; 2 - 30" Tulip lamp shades \$270 each; blue historical platter \$270; 2 GWTW lamps \$260 each; red carnival bowl \$250; Galle' vase \$225; pair bisque figurines \$220; rose medallion bowl \$200; about 100 pieces of good color and pattern carnival glass were sold, many selling from \$100 to \$200.

The doll sale on Friday night produced the following results: Bru \$725; 36" wax \$250; 17" Jumeau \$330; 17" bisque \$300; 2 boy dolls \$250 and \$240 each; 17" china \$240; 18" bisque \$235; 24"

and 15" bisque \$230 each; 2 bisque turn heads \$220 each. The Dionne quintuplets at \$180. This sales represented 263 sales in 4½ hours, with 18 selling from \$200 to \$300 and 41 selling from \$100 to \$200.

Arnaman Presents Brehe Advertising Award



NAA Director, H. Willard Arnaman, Unionville, Mo., presented Reuben Brehe, Owensville, Mo., the recognition certificate that was awarded him at the 1972 NAA Convention, Dallas, Texas, in the black and white sale advertising contest.

Mr. Arnaman accepted this in Dallas for Mr. Brehe and as a complete surprise to Mr. Brehe, made the presentation before a large crowd, including the Brehe family, at the Osage County Feeder Pig Sale, Linn, Mo.

Mr. Arnaman sells this sale and Mr. Brehe is a consignor to the sale as well as a ringman.

\$58,500 For Building

A modern multi-purpose business building containing 6,550 sq. ft., located in Stillwater, Okla., brought \$58,500 at auction on Dec. 11. It was the former office and shop of the Clint Cooke Construction Co.

Auctioneers were Tom D. Berry and Charles Clark, members of the National Auctioneers Association.

Wife to husband as they were leaving home for a party: "If Junior's old enough to ask for a blonde baby-sitter instead of a brunette, it seems to me he's old enough to stay by himself."

BUY BELOW WHOLESALE

"OUR PRICES CAN'T BE BEAT"

BEST In Service-Price-Quality

THE WINNER'S CIRCLE

SAVE TIME — SAVE MONEY — ORDER AT ONCE FROM THIS AD
 ALL MERCHANDISE SHIPPED WITHIN 24 HOURS
 WE ARE IN 1ST PLACE FOR THE LAST 20 YEARS

WATCHES 'n JEWELRY

MEN'S GOLD WATCH WITH EXPANSION BAND—Boxed	Ea. \$3.50
Ladies' Gold Watch with Expansion Band	Ea. \$ 4.50
Men's Calendar Watch with Matching Band	Ea. \$ 4.00
Ladies' Pennant Watches, Deluxe Styles	Ea. \$ 4.00
Men's Diamond Jim Brady Watch with Band	Ea. \$ 4.75
Men's "Skin Diver" Watch with Calendar	Ea. \$ 6.00
Ladies' Deluxe Round Face Watch with Band	Ea. \$ 6.00
Ladies' Nurses Watch with Band	Ea. \$ 5.25
Ladies' Square Face Watch with Suede Band	Ea. \$ 5.25
Men's Deluxe Water Proof Watch with Band	Ea. \$ 5.00
Men's Automatic Watch with Calendar	Ea. \$10.00
Men's Day and Date Deluxe Calendar Watch	Ea. \$ 7.50
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$ 9.00
Men's HELBROS Watch, Beautifully Boxed	Ea. \$ 9.50
Ladies' HELBROS Dress Watch—Deluxe	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$ 8.50
Men's HELBROS Dress Watch—Gold or Silver	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch	Ea. \$17.50
Men's 17-JEWEL DAY-DATE DRESS WATCH	Ea. \$ 8.50
Ladies' BRILLIANT CUT—HAND SET	
173 STONE WATCH	Ea. \$12.50
WALTHAM Ladies' Sport Watch w. Suede Band	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$ 9.25
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$23.00
HILTON Ladies' 4-Diamond Dress Watch	Ea. \$16.50
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 6.00
Men's Auto. Day-Date Dress Watch with Band	Ea. \$12.00
JAMES BOND 007 SPY WATCH WITH HOUR WINDOW	Ea. \$ 3.00
Ladies' HEART SHAPED DRESS WATCH	
Gold or Silver	Ea. \$ 6.50
Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
Match Mate Ring Set—12 in 1	Ea. \$ 2.00
Men's Waltham Electric Watch—Waterproof	Ea. \$25.00
Cronel "400" Skin-Diver Watch	Ea. \$10.00
Men's or Ladies' Raincoats with hood	Doz. \$ 1.00
Louis D'OR Perfume—\$20.00 Retail	Doz. \$ 5.00
Spray Perfume, Boxed—1000 Sprays	Doz. \$ 2.90
10 Pc. French Perfume Set, \$20.00 Retail	Per Set \$ 2.00
TIFFANY Perfume—2 oz.—Gift Boxed	Doz. \$12.00
Glamorous FILIGREE Spray Perfume	Doz. \$ 5.90
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$12.00
4 pc. RUSSIAN LEATHER Cologne Set	Ea. \$ 1.75
2-oz. ORIENTAL JADE Men's Cologne	Doz. \$ 3.90
2-oz. Men's RUSSIAN LEATHER	Doz. \$ 3.00
Ladies' Wallets with 40 Windows, Boxed	Doz. \$ 3.90
Men's Wallets, Boxed	Doz. \$ 4.80
Ladies' Deluxe Clutch Purse	Doz. \$ 7.20
Trucker's Cowhide Wallet with 5 Compartments	Doz. \$17.50
Necklace and Earring Set, AURORA	
BOREALIS, Asst. Colors	Doz. \$18.00
Men's ROYAL STAR WATCH	
'250' WITH 36 STONES with Calendar	Ea. \$ 7.50
AURORA BOREALIS ACORN Necklace	Doz. \$ 5.90
AURORA BOREALIS HEART Pendant	Doz. \$ 7.20
NITE 'N DAY Reversible Necklace—	
Pearl and Rhinestone	Doz. \$ 9.00
Deluxe 4-pc. Pendant & Choker Set w. Earrings	Set \$ 2.00

APPLIANCES 'n HOUSEWARES

ELECTRIC CAN OPENER—AUTOMATIC	Ea. \$4.25
Elec. Can Opener—Knife Sharpener—Btl. Opnr.	Ea. \$ 6.00
Electric Portable Hand Mixer	Ea. \$ 5.75
2-Slice Automatic Toaster—NAME BRAND	Ea. \$ 6.25
4-Slice Automatic Toaster—NAME BRAND	Ea. \$10.00
2-Speed Blender—PROCTOR-SILEX Heavy Duty	Ea. \$ 9.50
Giant European Cut—Hand Decorated Beer Stein	Ea. \$ 9.50
Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea. \$ 5.90
2 Pc. Deluxe Oven Proof Gourmet Set	Set \$ 3.00
Electric Mixer on Stand with Bowl	Ea. \$ 9.50
MIRRO Automatic Perk.—9 Cups	Ea. \$ 5.00
10-pc. Hard TEFLON-II Set—NAME BRAND	Set \$ 7.50
7-pc. Hard TEFLON-II Set—In Avocado Only	Set \$ 9.00
6-pc. Avocado ROYAL CHEF Alum. Cookware	Set \$ 5.90
49-pc. Cook-N-Serve Ensemble—Guaranteed for 5 Yrs. Also Ovenproof	Set \$ 7.50
Lite-Up Mirror w. Travel Case—Just Turn On	Ea. \$ 3.75
Small Floral Pitcher & Bowl Set	Doz. Sets \$ 7.20
Beaut. Mahogany Dancing Doll Jewelry Chest	Ea. \$ 3.50
Musical Beer Stein—Large Size	Ea. \$ 3.50
19-pc. Decorated Handle—Sheffield, England	
Cutlery Set	Set \$ 6.50
15-Pc. Decorated Handle Cutlery in Book Chest	Set \$ 3.50
50-pc. Stainless Steel Flatware Set, Gift Boxed	Set \$ 7.50
EVERSHARP 3-pc. Stainless Steel Carving Set	Doz. \$ 9.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz. \$ 9.80
5-pc. Kitchen Knife Set—in Wooden Display Rack	Set \$ 2.00
21-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$10.00
14-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$ 7.50
6-pc. Steak Knife Set—in Display Box	Doz. \$ 8.00
Beautiful Ass't. Kitchen Cloaks	Doz. \$30.00

TOOLS

50 FT. DROP CORDS—ALL COPPER WIRE	Doz. \$15.00
20-pc. Socket Wrench Set	Ea. \$ 1.75
7/8" ELECTRIC SAW — BY RAM	Ea. \$14.50
1/4" ELECTRIC DRILL — BY RAM	Ea. \$5.90
14-pc. Up to "1 1/4" Industrial Open End or Box Wrench Set	Set \$11.50
11-pc. Industrial Open End or Box Wrench Set	Set \$ 6.50
8-pc. Heavy Duty Open End Wrench Set in Clp.	Set \$ 3.50
7-Pc. Irwin Screwdriver Set	Per Set \$ 1.90
7/8" Black and Decker Electric Saw	Ea. \$18.50
16-oz. Steel Hammer	Doz. \$ 6.25
19" Deluxe Tool Box with All Metal Tray	Ea. \$ 2.75
Deluxe Carded Wrench Key Chain—Hot Seller	Doz. \$ 2.50
6" Slipjoint Pliers	Doz. \$ 3.00
29-pc. BLUE TEMPER Drill Bit Set	Set \$ 5.90

RADIOS 'n NOVELTIES

6 TRANS. RADIO WITH CARRYING CASE & BATTERY	Ea. \$2.25
Beautiful Wooden Spice Rack Radio	Ea. \$12.00
Large Size AM/FM Radio Battery/Electric #2019	Ea. \$ 9.00
TOILET SEAT RADIO "JOHN"—Ass't. Colors	Ea. \$ 6.50
Deluxe 5-Band—Police—AM/FM Radio	Ea. \$13.50
9-Band Solid State Deluxe Multi Zone Radio	Ea. \$38.00
Beautiful Plush Poodle Radio—Ass't. Colors	Ea. \$ 4.50
DELUXE CHARGER RADIO—#1 SELLER.	
AM/FM RADIO—BATTERY/ELECTRIC	Ea. \$10.00
Walkie Talkie Set—Solid State—Complete	Set \$ 9.00
4 Speaker AM/FM Mahogany Table Radio	Ea. \$22.50
Men's 2-pc. Deluxe Sweater Set	Per Set \$ 5.00
Disposable Butane Lighter—Display Boxed	Doz. \$ 5.90
MEN'S WINDPROOF LIGHTERS—	
Carded or Boxed	doz. \$ 2.00
12" Black & White Television Set	Ea. \$60.00
8-Track Deluxe Car Stereo with 2 speakers and wiring	Ea. \$24.00

LAST MINUTE SPECIALS

15 XMAS TREE LITE SET	Doz. \$6.00
3-PC. BEADED BAG SET	Doz. \$7.20
DELUXE CARDED SPONGES—12 PER CARD	\$1.00
45-pc. Dinnerware SET — Unbreakable	Set \$ 4.80
Deluxe Beacon Blanket—72"x90"—Ass't. Colors	Ea. \$ 2.50
Men's Deluxe Tee Shirts—Top Quality	Doz. \$ 4.50
Cannon Towels—Giant Size	Doz. \$ 6.90
3-pc. Ladies' Luggage-Tote Bag Set	Set \$ 6.90
Matching Umbrella and Bag Set	Doz. Sets \$13.00
8-Track Auto Stereo Tape Player with 2 Speakers and Bracket—Complete Set	Set \$25.00
Old Fashion Large Size Kerosene Lamps	Doz. \$24.00
Giant Stained Glass Kerosene Lamp, Boxed (10x50) Binoculars with Leather Carrying Case	Ea. \$ 2.00
PLAY-POKER SLOT MACHINE—DEALS A NEW HAND EVERY TIME YOU PULL THE HANDLE... FASTEST PITCH ITEM ON THE MARKET TODAY—TROUBLE FREE — Made in Japan	Ea. \$1.75
Large Size Ass't. Plush Toys	Doz. \$16.00
DELUXE ALL SWISS 12 WATCH ASS'T.	
12 WINNERS—All Boxed	\$60.00
Men's Stretch Socks — 1st Quality	doz. \$ 2.50
10 Page Photo Album	doz. \$16.50
ANTIQUE WOOD — SPICE RACK RADIO	Ea. \$12.80
BEAUTIFUL LADIES' HEAD SCARFS — Ass't. Colors	Doz. \$ 1.90
SPAULDING GOLF BALLS	doz. \$ 3.90
PANTY HOSE — 1st QUALITY	doz. \$ 3.90
Pre-Recorded 8 Track Cartridge Tapes— Ass't. Top Tunes	Ea. \$ 1.75
3-pc. Men's Wallet and Keycase Set	Set \$ 3.00
Beautiful Ass't. Pendants and Earrings—Boxed	Doz. \$ 2.00
Draw Poker Slot Machine	Ea. \$ 2.25
Large Size Electric 3-D Picture	Ea. \$ 6.00
The Original "DRINKING BIRD"	Doz. \$ 3.90
2-pc. Philippine Hand Carved Wooden Spoon and Fork Set	Set \$ 2.00
Beautiful Crystal Look Mod Keychain	Doz. \$ 1.90
Large Musical Pewter Decanter Lantern	Ea. \$ 3.90
Beautiful Kerosene Lamps — Ass't. Colors	Doz. \$ 6.00
Ladies' Wallets with 100 Vue Windows	Doz. \$ 6.90
Ladies' Bubble Umbrella—Ass't. Colors	Doz. \$12.00
Men's Watch Bands	Doz. \$1.50
Beautiful Ladies' Sweaters—Italian Design	Ea. \$ 4.00
Deluxe Friction Toys—Ass't. Kinds	Doz. \$ 6.60
Large Size Grandfather Clock	Ea. \$ 7.00

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Bring your truck or car and take advantage of 1000's of bargains available for cash buyers at tremendous savings. Order from ad by sending Money Order, Bank Draft or Certified Check only. NO PERSONAL CHECKS. 24 hour Service. Send \$1.00 for complete CATALOG on Hundreds of items at terrific savings. Money back guarantee if not 100% satisfied. Everything shipped F.O.B. Chicago. All merchandise sold for resale purposes only—wholesale only. Minimum order accepted \$50.00. ORDER FROM THIS AD! Send Postal Money Order or Certified Check. "SPECIAL SALE EVERY SUNDAY"—DON'T MISS THIS SALE. "OUR PRICES CAN'T BE BEAT." ALL MERCHANDISE IN STOCK.

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 PHONE: (312) 267-6570
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\$377,150 Raised In Auction For Minneapolis Fine Arts Society

The English auctioneer stepped to the lectern in the board room of Northwestern National Bank in Minneapolis and made two announcements concerning the black-tie, reservation-only art auction he was about to open.

First, "When bidding, please raise your hand or shout out, or whatever you like." (He didn't mention that gesturing to a friend could be dangerous, as discovered by a gentleman whose motion was interpreted as a \$2,600 bid and who was surprised to find himself the owner of a contemporary painting.)

Second, "I'm afraid the purchase is applicable to state sales tax." (Which can make a difference when the bids are in the tens of thousands of dollars.)

Bidding was begun. Precisely an hour later, 68 items were sold for a total of \$377,150 in the Heritage Gala fund-raiser for the Minneapolis Society of Fine Arts. The low price for an item was \$300, the top price, \$75,000, for "Landscape," an oil painting by the French 19th century artist, Gustave Courbet.

Other prices included \$6,500 for a crayon drawing by Pablo Picasso; \$33,000 for "Mother and Child, Ellen" by Mary Cassatt; \$7,000 for Roy Lichtenstein's "Modern Sculpture with Intersecting Arcs"; and \$12,200 for Pieter Mondrian's "Village."

Bidding was quiet and unemotional. By the casual wave of the hand or nod of the head, the few hundred observers topped each other's offers. Auctioneer Peter Wilson (chairman of Sotheby and Co. of London and Sotheby Park-Bernet, Inc., of New York, one of the world's leading art houses) pushed no one to buy and made no rave comments about the items.

For example, his entire monologue on the painting that brought the top bid: "Lot 56, Gustave Courbet's Landscape." Bidding will open at \$50,000. Do I hear \$55,000? \$55,000. \$65,000. At \$65,000. \$70,000. At \$70,000. \$75,000. Sold \$75,000."

Wilson banged his gavel to confirm the sale. Well, actually he banged a small metal film canister filled with sand. He had forgotten his auction hammer in London.

While Wilson went on to lot 57, the purchaser of the Courbet wasn't forgotten. An auction assistant, a young woman in a long black gown, handed a card to the high bidder for name and address. She didn't demand a check or charge card or 10 percent of the \$75,000. Purchasers are to present payment Tuesday when the art works will be released from the vault of the Northwestern bank.

Names of the purchasers were not disclosed by the auctioneer and most refused to identify themselves. "You've got to understand," said a young man who had just bought a hand-woven wool tapestry by Paul Klee for \$1,500, "our neighborhood has a break-in every other night."

Several hundred persons paid \$25 each for the privilege of bidding or at least watching the bidding Saturday night. The women wore evening gowns and the men wore tuxedos and frilly shirts. Many sipped drinks from plastic glasses and one woman munched on a soda cracker she had pulled from her golden purse.

It was Charles H. Bell, a director of General Mills, Inc., who bought the painting by mistake — a \$2,600 mistake — but he said afterward that it was a painting he liked. It is "All My Life is Spring" by Walasee Ting, an American contemporary artist. The oil painting has a green background with splatters of blues and pinks in the upper left corner.

"I figured it would go for \$3,300 and so I think it's a good buy," said Bell, who added that the painting would become part of the General Mills collection.

Profits for the Society of Fine Arts were not computed over the weekend. Some of the paintings were donated to the society by the artists or dealers. Varying percentages of the other works were to go to the society.

—Minneapolis Tribune

One little boy to another: "I didn't spoil my record at summer camp. I underachieved there, too."

McCutchen Elected To State Legislature

James M. "Jim" McCutcheon, NAA member from Parkersburg, W. Va., has been elected to the House of Delegates, representing Wood County. He is a graduate of the Iowa School of Auctioneering, Ames, Iowa, owner of McCutcheon Galleries and the Jim McCutcheon Livestock Company.

Jim has always been active in civic and community projects. In 1970 he received the Outstanding Rotarian of the Year Award from the Parkersburg Rotary Club. He has served as Chairman of the Urban and Rural Affairs Committee and is presently a member of the Board of Directors of the Parkersburg Club.

McCutcheon has held the office of Vice President of the Jefferson School PTA and President of the Worthington Creek Improvement Association. He is a member of Parkersburg Elks Lodge, the Wood County Farm Bureau and serves on the Wood County Fair Board.

In addition to his NAA membership he is a member of the National Livestock

Dealers Association, the National and State Associations of Watch and Clock collectors. With his wife, Rebecca, son Dan and daughter, Stephanie, they are an active family in the First United Methodist Church, of Parkersburg.

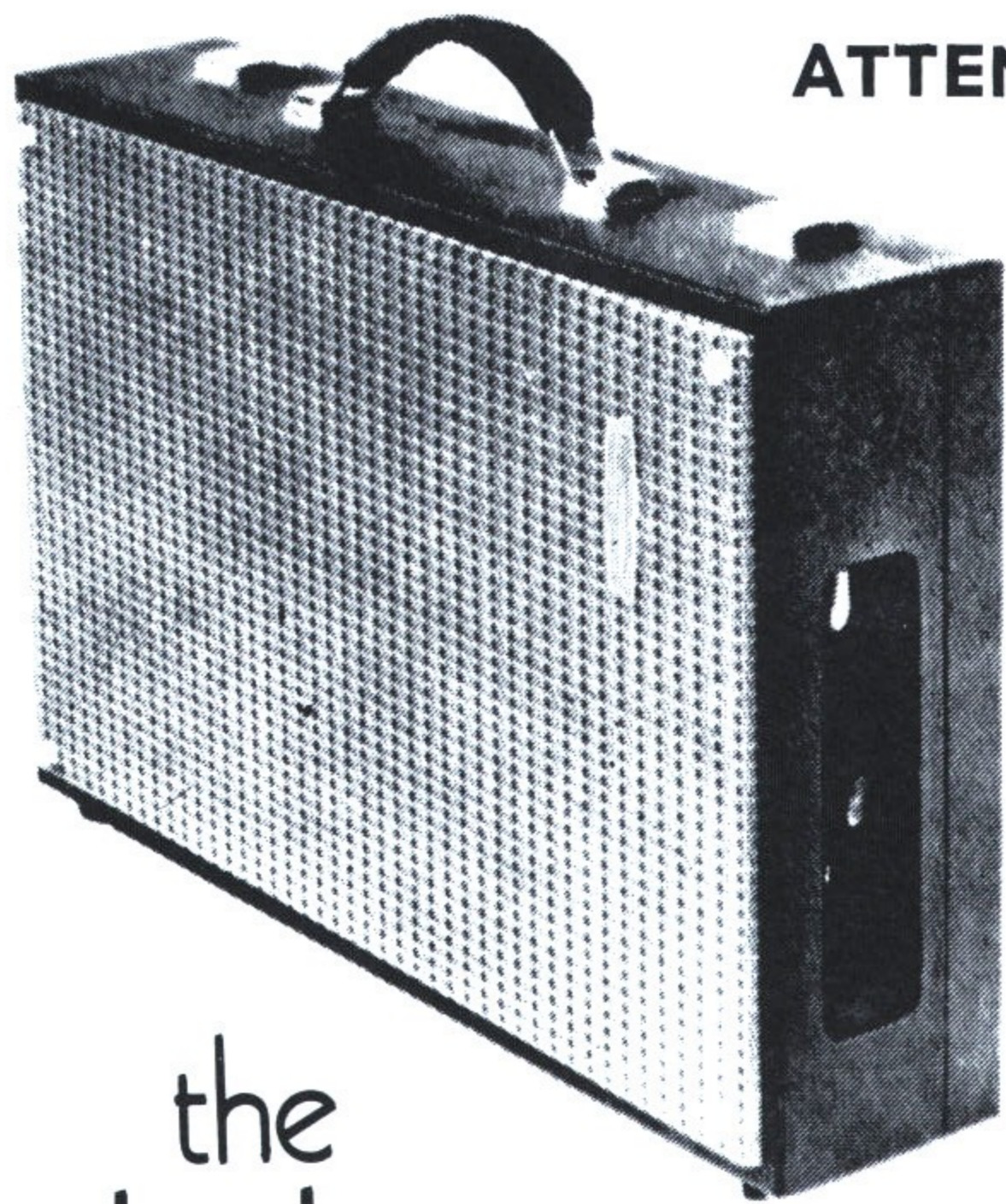
\$385,000 World Record For An Emerald Ring

New York — A 34-carat emerald ring sold for \$385,000 — believed to be a world auction record for a colored gem — at a \$3.2 million sale of the jewels of Mrs. Enid Annenberg Haupt.

The total sales figure at New York's plush Sotheby Parke-Bernet Galleries also broke the record for an American jewel auction and established emeralds as the world's most sought-after stone.

A 38.7 carat emerald brooch brought \$300,000 and a pair of emerald earrings totaling 32.6 carats \$240,000.

Most of the 75 items in the sale were bought by dealers who refused to reveal their identities. The emerald ring and earrings went to an American dealer and the brooch to a European.



the
diplomat
a complete
PA system in an
attache case

ATTENTION AUCTIONEERS

Specifications

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Albert Maas Celebrates 50 Years Auctioneering

Over 750 persons gathered at the Millville, Minn., School auditorium on November 12 to honor Albert Maas, veteran auctioneer, on his 50th anniversary of entering the auction business. Visitors attending were treated to lunch and entertainment supplied by the Mazepa High School Band and the Sod Busters.



Mr. and Mrs. Albert Maas, Millville, Minn., greet some 750 well wishers on the occasion of the celebration of Mr. Maas' 50th anniversary as an auctioneer.

A program was held during the afternoon and evening, with Joe Maas, Albert's nephew and associate, as toastmaster. During the program several area bankers and long time associates and friends honored Maas for his participation in civic and church programs and for his diligence and honesty in the conduct of his business.

A billboard was in the front of the auditorium, posted with a cross section of auction bills that described Maas' auctioneering career. Included was one for his first farm sale in 1922, a bill for

an 11 day sale in Iowa, in 1929, his first sale in North Dakota in 1924 and his first in Wisconsin the same year.

Maas is a native of Millville. He is a veteran member of the NAA and has attended several of our National Conventions. During his 50 years as an auctioneer he has successfully conducted auctions in a five state area.

Russell Kiko Named To Bank Director Post

Russell Kiko, well known Canton, Ohio, auctioneer, has been named to the Board of Directors of the Minerva National Bank. Mr. Kiko is president of Russ Kiko Associates, Inc., an auctioneering firm engaged in the sale of chattels and real estate at public auction.

Kiko is president of D. V. R. corporation, a land development company; secretary of Spring Hill Investment, Inc., a land investment company; and vice president of The Everhard Corporation, Inc., a commercial land and development firm.

Russ is a life member of the National Auctioneers Association and served a three year term on the NAA Board of Directors (1966-1969). He is also a member of the National Institute of Farm and Land Brokers.

Red Poll Records

Two bulls and a cow and her calf, all consigned from the Pinney-Purdue Agricultural Center Red Poll herd, have established sales records for the breed. The animals were sold at the 29th National Red Poll sale at Tupelo, Miss.

Pinpur Broadcaster, an Indiana performance tested bull weighing 1,407 pounds when a year old, brought \$4,200 from James Kitchen, Nashville, Tenn. Pinpur Broadcaster and champion bull in the show, was sold for \$3,100 to Texas Gulf Citrus and Cattle Co., Edinburg, Texas.

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STUDENTS NOT PICTURED: John Barnett, Tx.

INSTRUCTORS NOT PICTURED: Charles Cumberlin, Co.; Verlin Green, Ks.; Wayne Allen, Mo.; and John Wood, Mo.

Hanover Hill Holstein Sale Makes History

Holstein excitement reached fever pitch at the Hanover Hill Holsteins Sale held November 10 and 11 at Amenia, N.Y., as breed history was written with a huge international crowd on hand.

A fantastic \$1,144,735 total was attained on the 287 head offered for a great average of \$3,989. The climax of the two-day event was the selling of Johns Lucky Barb and her family whose eight members totaled \$350,500. Barb's daughter, Tara Hills Pride Lucky Barb (EX-94), set a new world's record for a Holstein female at auction when she was struck off at \$122,000 to open the second day's selling. A syndicate of Canadian breeders was the buyer with Oak Ridges Farm, also of Canada, contending. Pride Barb's Telstar bull calf went for \$60,000 to ABS and her yearling Pride Admiral daughter sold for \$33,000 to an Indiana syndicate.

Barb herself, looking great, sold for \$55,000 to Oak Ridges and her Astronaut

yearling heifer went for \$51,000 to the same Indiana group.

Other sale highlights included the \$30,000 price for Glenafton Citation Gay, the February '72 daughter of Citation R from Hilltop Ivanhoe Gaiety (3E-92). The choice of New York breeder Ceylon Snider, she was number 13 in the catalog and was sold last on the first day, a bit of strategy that had the crowd buzzing.

Opening the sale at 26,000 was the star of the Hanover Hill show-string this year, Rosemere Fury Iva, first 4-year-old and Grand Champion at the Eastern National and winner at Madison as well. E-L-V Apache of Ranch Michigan was the successful bidder.

Auctioneers were Harris Wilcox and William Kent, NAA members from Bergen, N.Y., assisted by Robert Shore, Glanworth, Ont., and Henry "Sonny" Bartel, Sheboygan, Wis.

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Fannon To Speak At Indiana Convention

The Indiana Auctioneers Association Inc. has completed plans for its 1973 Annual Convention which will be held January 7 - 8th., 1973 in Indianapolis, Indiana. Convention site will be the Holiday Inn East, Junctions of State Road #100 & Interstate I-70, at the east edge of Indianapolis, Indiana.

Highlighting the Convention program are three outstanding speakers, the "1973 Indiana Auctioneer of the Year Award" and a message from the President of the National Auctioneers Association, Morris F. Fannon of Pennington Gap, Virginia. The Sunday noon luncheon speaker will be Don J. Odle, who is in his 25th year as basketball coach at Taylor University, Upland, Indiana. He has been the recipient of many awards including the "Joe Boland Award", as the person contributing the most to the Indiana Youth.

Leading the evening program will be Charles Criswell King, Jr. of Hollywood, California, formerly of Princeton, Indiana. Mr. King is well known for his predictions into the future and has appeared on a number of National TV shows including the Johnny Carson Tonight Show. The Sunday night program promises to be an unforgettable evening.

Monday's program features noon luncheon speaker, William S. Gordon, Jr., Huntington, Indiana. Mr. Gordon is President-elect of the Indiana Bar Association. His talk, comments and remarks, I am sure, will be of most interest to Indiana Auctioneers. We are looking forward with enthusiasm to his talk.

This year's "Indiana Auctioneer of the Year" program, under the guidance of Chairman, Tom M. Dunlevy, will be held in connection with the fun auction. The Program is scheduled for Sunday afternoon, the winner of the award will be determined by written ballot. Voting will take place after each nominee has given his autobiography and has participated in the Fun Auction. This should be a very interesting program.

Sunday's afternoon program includes a talk by National Auctioneers Association President Morris F. Fannon of Pennington Gap, Virginia. With his exper-

ience in the selling of tobacco, purebred livestock, general auctioneering and his affiliation with the National Auctioneers Association, I am sure will prove to be of most interest to us in the auction field.

Also included in the Convention Program are Auctioneers who are specialist in the field of selling Antiques, Real Estate, Automobiles and Furniture.

All Auctioneers are invited to attend the 1973 Convention. For detailed brochure, contact Everett E. Corn, Secretary-Treasurer, 118 North Main Street, Fairmount, Indiana.

Great Convention For Virginia Auctioneers

With the leadership of President H. Layton Laws, Jr. and Jon Cook serving as Convention Chairman, members of the Virginia Auctioneers Association enjoyed one of the best conventions of any state organization. It was held at the Natural Bridge Hotel, in Natural Bridge, December 2-3.

Activities got under way early in the afternoon of Dec. 2, with a review of the year's activities by President Laws. Clarence Marshall, Hillsville, gave an informative talk on selling livestock at auction with emphasis on the weekly livestock auction markets. Robert Ritchie, Richmond, talked about real estate auctions and the confusion existing regarding licensing requirements for auctioneers to sell real estate in Virginia. "Sonny" Laws closed the afternoon seminar with his discussion of methods of handling antique auctions, especially the consignment type.

In the evening a social hour was enjoyed followed by a Buffet Dinner. Brief comments were made by Morris Fannon and Bernard Hart, President and Secretary, respectively, of the National Auctioneers Association. Both told of the 1973 National Convention to be held in St. Petersburg, Fla., July 19-21. It was announced that plans are already under way to charter a bus for the Virginia Auctioneers Association to travel to the convention as a group. J. E. Sutphin and Mrs. Carl McNeil were named co-chairmen of this project.

A successful Fun Auction, followed by dancing, completed the first day program.

The following morning saw a panel discussion, covering all phases of the auction profession, led by Clarence Marshall. A humorous talk by Ross V. Hershey, "The King of the Shaggy Dog Story," and a business meeting completed the convention with adjournment at noon.

Carl McNeil, Christiansburg, was elected President for '1973. Jon Cook, Staunton, was elected Vice President and Phil Porter, Rural Retreat, is the new Secretary-Treasurer, succeeding Earl Bland. J. E. Sutphin, Newport, and Howard Dawkins, Winchester, were elected to the Board of Directors.

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Interesting Program At Illinois Fall Meeting

Members of the Illinois State Auctioneers Association held their Fall Convention November 4-5 at the Pheasant Run Lodge and Country Club, St. Charles, Ill. James Quick of Aurora served as Convention Chairman.

GAZEBA, starring Craig Stevens, was enjoyed by those present on Saturday evening for the Dinner-Theatre. The following day saw a morning business meeting, luncheon and a group of local singers. Red Blanchard, Chicago, radio and TV personality, entertained in the afternoon.

Norman D. Roth, Morton, was elected to the office of President for the coming year. Elwood Stagen, Paxton, is the new Vice President and J. C. Kornbrust, East Moline, was re-elected Secretary-Treasurer.

Serving on the Board of Directors with Ted Stumpf, Mascotah, immediate past president, are: J. E. Russell, Peoria; Melvin Haak, Polo; Edward H. Ahrens, Staunton; Howard McAnly, Rochelle; Mike Fahnders, Pekin; Edward Bilbruck, Chicago; James G. Quick, Aurora; James Sims, Thompsonville; Gail Cowser, Glasford; and Bill Sweeney, Bloomington.

Spring convention date is April 8, and the meeting will be held at Springfield.
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 Col. Tom Fredrick—Walworth
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 Col. Roger Roe—Whitewater
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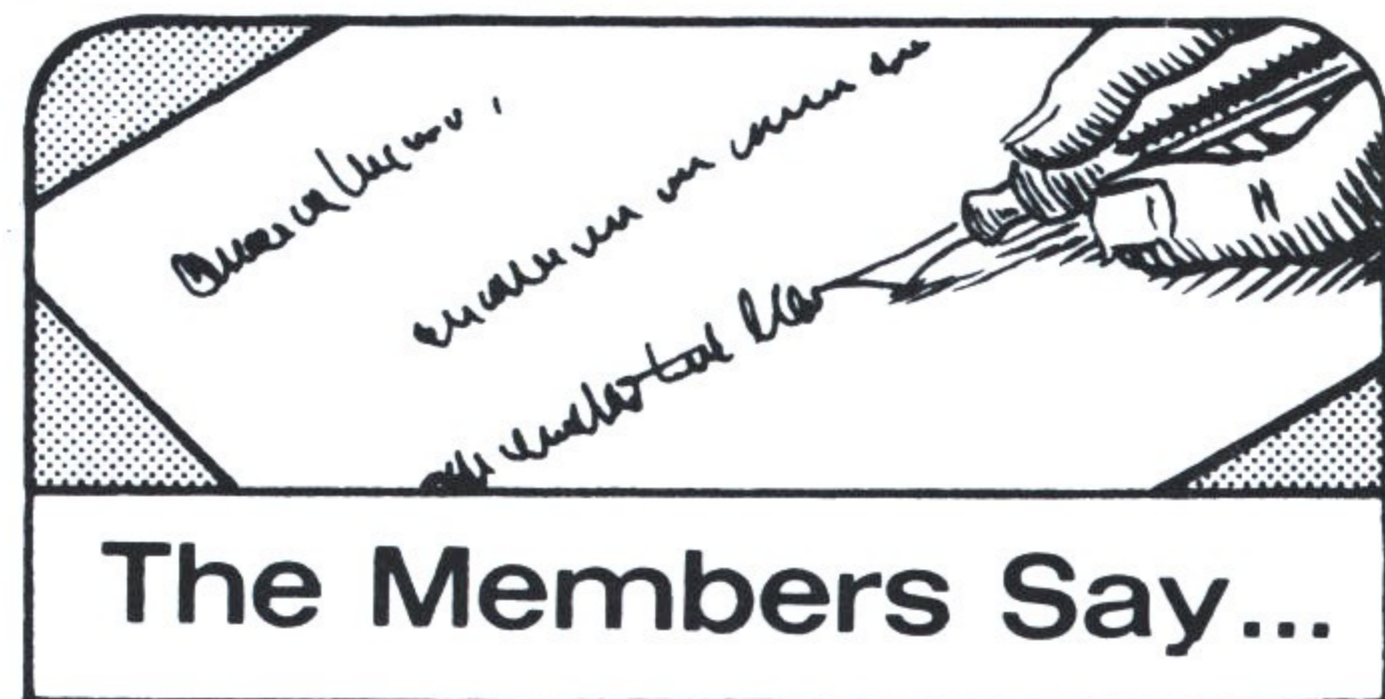
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 Col. Ralph C. Neely—London, Ont.
 Ladies Auxiliary to the NAA



Dear Bernie:

Enclosed is check for my yearly dues and also \$5.00 for the Booster page. I want to say that my wife, four children and I enjoyed the NAA Convention in Dallas. Our first convention we attended was at Lincoln last year. I thought it may be a drag for the family but I was wrong. On our way home from Lincoln, they wanted to know if we could plan on going to the next convention in Dallas. The whole family enjoyed both of the conventions we attended.

We are looking forward to the next convention here in our home state of Florida. I want to take this opportunity to say to all auctioneers and their families to start making plans to attend the next convention here in Florida. There is much to see and should be a lot of fun, educational and something for everyone.

I started out in the auction business here in Tampa a little over two years ago. I want to say to any new auctioneer or veteran auctioneer if a newspaper calls and ask questions and wants to know about the auction business welcome them to come out. The Tampa Tribune and Tampa Times called me and

asked me how the auction business was. I told them very good. They said you are the one we want to talk to. They had called another auctioneer before they called me and he told them the auction business was dead in Tampa.

The reporter came out and gave me a write up in their paper in June. Then two months later, the Business and Finance section of the Tribune called and they came out in August and wrote up an article for that section. There is no way to measure the benefit I got from these articles, but I could tell by the increased phone calls and people attending our sales that the article was a good boost to our auction way of selling. If I had to pay for that size of an ad in the Tampa Tribune and Tampa Times it would have cost several hundreds of dollars and I am sure this type of article is read more than a paid ad.

We have a family auction going here. My wife, Nina, cashiers the sales, Debra, our 17 year old daughter clerks and also auctioneers the sales, my son Keith, age 15, has been up and auctioned a couple of times, but he said he would rather bring articles up to the auction block. My other two daughters, Kathy 13 and Sheryl 11, help to take back clerk sheets and help the auctions and to clean up. So everyone is busy.

I will enclose the two articles that were in the paper and will enclose some past sale bills I make up for my sales.

Also, have donated our time to three benefit auctions here in our auction area for volunteer fire departments to help raise money for equipment in two small towns. I have a long way before I catch Col. John Fishdick on benefit auctions. I did get the idea from his articles in the auctioneer magazine.

We enjoy the auctioneer magazine very much. When I get it out of the mail box I generally read it through before I put it down. Keep the good work up Bernie.

Will close and want to add a big welcome to all and hope you can make it to the convention here in Florida. If any of you get this way drop by our little auction building here at the south edge of Tampa on US 41. We like to put fellow auctioneers on the block and to visit with you.

I also want to send \$10.00 for the membership to the NAA for an auctioneer that works for me. His name is Clyde E. Casto.

Yours truly,
Neil L. Hoopingarner
Tampa, Fla.

Dear Bernard:

My membership in the National Auctioneers Association will expire January 1, 1973. Enclosed is my check for \$15.00, for renewal and also for renewal for the auctioneer "Booster" club.

My 50th Anniversary as an auctioneer was observed on November 12, in my home town. Enclosed you will find a few newspaper clippings and pictures.

My first auction for 1973 will be on January 6. This is a real estate auction. I have always pushed real estate auctions. It takes an auctioneer to sell real estate auctions, this is not a side line or hobby deal. The tools for a successful real estate auctioneer is a thorough knowledge of values, advertising, promotion, and above all you must be honest and have the confidence of John Q. Public. Don't take a sale unless you know you can sell the property. Too many auctioneers are missing the boat in this particular field. The harvest is ripe and the laborers are few.

Wishing you all the Joys of Christmas and the best of everything in the coming New Year.

Sincerely,
Albert O. Maas
Millville, Minn.

Dear Bernie:

Enclosed is my check for the annual dues to a great organization. Keep my "Auctioneer" magazine coming as I feel it is one of the best aids I have found for auctioneering.

Good luck to you and your staff in the coming year.

Yours truly,
C. H. "Bud" Anderson
Bellefontaine, Ohio

Dear Sirs:

Would just like to take this time to announce the birth of my first grandchild, a fine boy, weighing 8 lb. 14 oz. He was born on May 20, 1972.

We are raising a family of auctioneers and future auctioneers and I thought this little story may be of interest to readers of THE AUCTIONEER. My eldest son, Jack, is a Colonel and my second son, Gary, Tony's father, is also a Colonel.

On July 23rd we auctioned the con-

tents of a local antique shop and Tony joined us for the day. My daughter-in-law, Nancy, is our cashier and Tony helped his mother by being a very good boy and chatting with the buyers.

It's a pleasure for me to see the family together doing something we all enjoy, auctioneering!

Sincerely yours,
Joseph Sartor
Towaco, N. J.

Gentlemen:

Please find enclosed an order for merchandise and check for same.

We have just successfully liquidated the Blood Hardware Company of Dayton, at auction. This sale lasted for three days. We had three buildings to sell from. Included were many old tools from a half century ago. We had bidders from all over the U. S. A. Some of the articles were sent to a museum in Germantown, Ohio.

After 56 years of business, with the coming of urban renewal, the owner decided to close the store. I cried the entire sale and just barely made it to the end without losing my voice.

Regards,
E. Fidler
Xenia, Ohio

Dear Bernie:

Enclosed is an article that appeared in the society section of the Grand Rapids Press on Thanksgiving Day about the Auction House in which I am a partner. Needless to say, we were very pleased with the publicity. The first sale we had after the article appeared was standing room only. We hope that you find it interesting.

I certainly enjoy the Auctioneer magazine and look forward to getting it every month. It alone is worth more than the dues for the association.

Sincerly yours,
Allen Vander Laan
Grand Rapids, Mich.

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Bill Lefty In Charge Of Smale Management

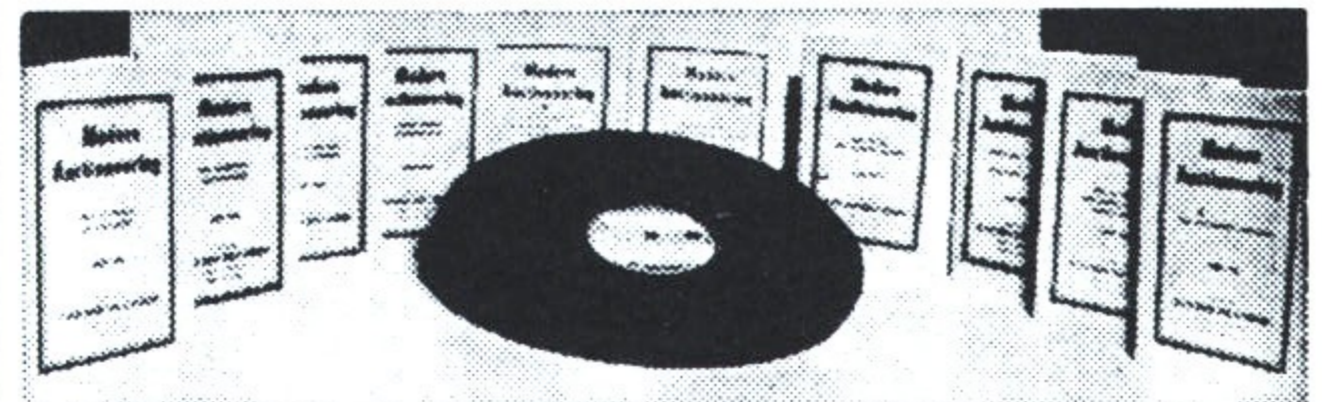
William F. "Bill" Lefty, owner of Far West Auction Co., Lincoln, Calif., has assumed the general management of the Bill Smale Sale Management firm. Bill Smale developed the first sale management organization for all breeds of light horses in the West.

Bill Lefty is well known as manager of some of the most successful registered cattle sales in the Western States for the past five years. He has become one of the leading auctioneers in his field and has managed a number of successful registered horse sales in California. He is a member of the National Auctioneers Association.

Smale managed his first Quarter Horse sale in 1942 and has built an enviable reputation in developing sales in the 11 Western States. He has established a long list of "firsts" in his sale management career.

Any man who thinks he's more intelligent than his wife is married to a smart woman!

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Know Your Director

Wylie S. Rittenhouse was born in Fayette County, Pa., 44 years ago and lived there his entire life. Prior to entering the Auction business, he was actively engaged in dairy farming, an enterprise which now is a commercial Angus operation.

Wylie attended Reppert Auction School in 1955 and since then has been actively engaged in the Auction business on a full time basis since 1960. The early years were a learning period with experience gained while working with many national auctioneer members. He stresses much importance in attending national conventions for the sound and worthwhile information that can be gained.

In the beginning, weekly sales were conducted along with sales for others. A period of time was spent in selling autos, however, sales of the general nature became more active and required full attention. At present, approximately 150 sales per year are conducted in a tri-state area and cover Real Estate, Farm and Cattle Auctions, Commercial and Industrial accounts as well as the bread and butter Household Auctions and Antiques. These sales are handled nearly 100% on a full service basis to the seller. 95% of the sales are handled on site of the seller with tent facilities available when warranted.

His auction business is a family operation as wife, Joan, usually handles the accounting while the three daughters handle registering, cashing and clerking.

Wylie was encouraged by a fellow national member and became a licensed Real Estate Broker which has assisted greatly in the successful sale of Real Estate at Auction. Additional schooling in appraisal of Real Estate has created a lucrative appraisal business and related Auction contacts.

Wylie has served as president of the Pennsylvania Auctioneers Association as well as president of the Western Chapter of that group. He is a past president of the Fayette Board of Realtors and is currently serving as treasurer of a local agriculture extension board and is a trustee of the Great Bethel Baptist Church of Uniontown, Pa.

He was recommended for membership



WYLIE S. RITTENHOUSE

in the National Auctioneers Association in July, 1956, by the late Tom Berry. The Rittenhouses have been familiar faces since that time at our annual conventions and those who attend regularly have watched the three daughters grow up. Wylie was elected to the NAA Board of Directors at the Roanoke convention, in 1969. At the expiration of his three year term, last July, he was elected to the office of 2nd Vice President.

The elephant requires a surprisingly small amount of sleep.

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Across The Country

BY BERNARD HART



My travels have resumed after a brief respite and I had a very pleasant trip to and from the Virginia State Convention. With non-stop service from Chicago to Roanoke, this is a much simpler trip than those days when folks were having trouble getting there for our National Convention in 1969. Virginia has a splendid group and they certainly enjoy the annual renewal of acquaintanceships at their state meetings.

I promised you last month I would tell you more about the 1973 Convention Site. The Florida State Meeting was held at the St. Petersburg Hilton Hotel which enabled me the opportunity to inspect the Hotel without making a special trip. Morris Fannon and I enjoyed a tour of the building with Mr. Taylor, the sales manager. We were well pleased with everything we saw and we think it will make a near-perfect place for our convention. While it is not a large hotel, the meeting rooms are spacious and we will be the ONLY group in the hotel during that week.

From our window, Morris and I could see the St. Louis Cardinal training field, immediately adjacent, and only a couple of blocks away was Tampa Bay with hundreds of sailing boats moored. A swimming pool, ample parking and nearness to the bus station where the tours to DisneyWorld originate were all to our liking.

Florida auctioneers are getting their thoughts toward the coming event and it looks like a convention that all will enjoy. Have you reserved the dates in your 1973 sale book?

An unforgettable 24 hours was spent with Pop Hess, enroute home from the Florida meeting. The fact that I had come for Mrs. Hess' funeral services prevented it from being the festive occasion I would have liked, but nonetheless, I never ceased to marvel at the alertness of Pop Hess, his uncanny memory of past sales and those he came in contact with and his quick and ready wit. Only a few men half his age can match him.

Date of the funeral services for Mrs.

Hess had been changed from the time Peggy first called me which was the reason for my arrival a day early, coming directly from St. Petersburg, but never has my time been so well filled. In fact I wished that there were not so many things at home demanding my attention in order that I might have stayed another day. Pop and I certainly did not complete our visit. If you are ever in Pop's vicinity, stop by for a visit - you'll be glad you did.

Just noticed an Associated Press story in the local daily, with a Lamar, Colo., dateline, describing an auctioneering course at the Lamar Community College. They report a dozen students in a non-credit course and the school says it may base a one-year occupational program on the course next year. We've long wondered when this would happen - do you suppose this is the beginning of a new era in auction training?

Tact is the art of building a fire under people without making their blood boil. — Beef Business Bulletin.



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The Lighter Side...

FAILURE

Nine-year-old came home from school with a failing report card and painfully took it to his parents. His father, a pro fullback, ranted and raved, and ended by saying that when he had been in school he had never come close to failing a grade.

"Well," philosophized the youngster, "let's not say I failed. Let's just say they failed to pick up my option for fourth grade."

PATIENCE

An oldtimer stopped in to see a movie for the first time. At one point in the feature a bevy of shapely girls dashed across the screen. They crossed a railroad track, reached a swimming pool and began to disrobe for the plunge. They had taken off their shoes and stockings, and skirts and blouses when a passing freight train sped across the screen and obscured the view. When it had passed, the scene showed the distant view of the girls in the water.

The oldtimer saw the show again and again. At length the usher tapper him on the shoulder. "Aren't you ever going home?" he asked.

"Oh, I reckon I'll stay a mite longer," he said. "One of these times that darned train's going to be late."

PREPARATION

One clever lady keeps her hat and coat draped across a living room chair all the time.

"It's for unexpected visitors," she explains. "When someone I don't care for drops in, I point to the hat and coat and say, 'What a shame. I'm just on my way out.' But if it's someone I enjoy seeing, I can say, 'How lucky. I got home just in time.'"

ANSWER

A man returned from work one night

to find his whole house in a dreadful mess. Astounded, he asked his wife: "What on earth happened?"

"You're always wondering what I do all day," she snapped. "Well, now you know. I didn't do it today!"

CONFIDENCE

Two friends were confiding to each other about their social lives. "You know," said one, "I never even necked with my wife before we were married. Did you?"

"I don't know," answered the other. "What was her maiden name?"

HABIT

A woman was told by her doctor that she should stop taking sleeping pills. "Those pills are habit-forming," he warned. "If you continue to take them, they'll become an unbreakable habit."

"Nonsense!" snorted the woman, "I've been taking these same pills every night for nine years — and they're not a habit yet!"

MARKSMAN

An elderly farmer prevailed upon his minister to accompany him on a hunting trip. When the minister returned home his wife asked if his friend was a good shot.

The old minister puffed on his pipe awhile, then answered slowly:

"A fine shot he is, Martha, but it's marvelous how the Lord protects the birds when he's shooting."

REMEDY

As soon as the ship approached rough seas the Scotsman asked what he could do to prevent seasickness.

"Have you a shilling?" asked the helpful captain.

The thrifty Scotsman carefully pro-

duced the coin from the bottom of his long purse.

"All right," said the captain. "Now hold it between your teeth until we land."

SPELLING

Kindergarten teacher taught her class how to perform for a parents' day show. She had five pupils each carry a large placard spelling "HELLO," each with one letter. The greeting was the first act on the program.

After the five children marched out on parents' day, she heard a roar of laughter from the assembled parents. Peering from behind the stage curtain she saw the cause. The child carrying the "O" was first in line instead of last.

One unemployed man to another: "What really hurts is that I wasn't replaced by a computer . . . just one transistor."

A wealthy oilman cashed a huge personal check. It came back from the bank with "Insufficient Funds" stamped across the face.

Beneath the stamped words was the handwritten notation: "Not You . . .Us."

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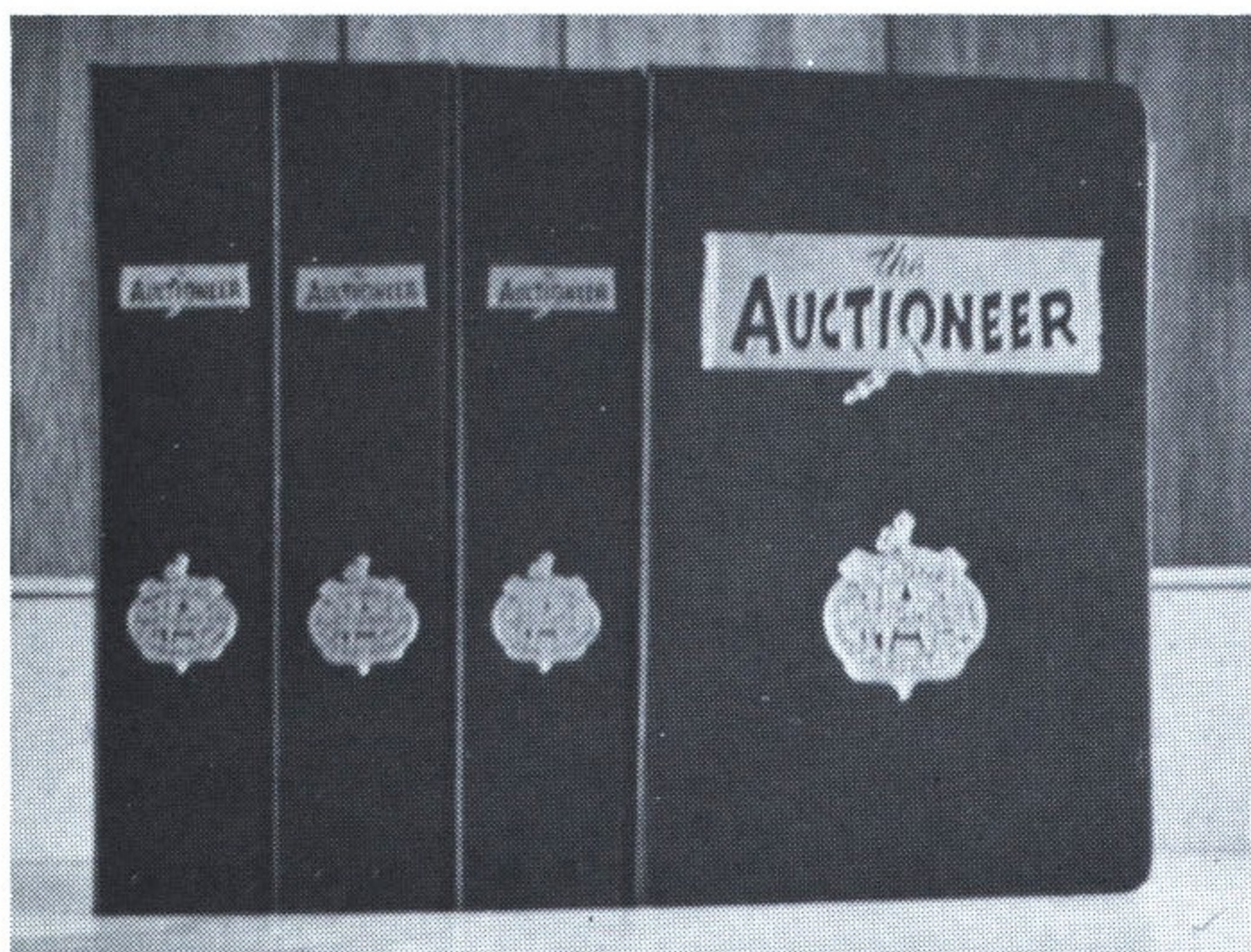
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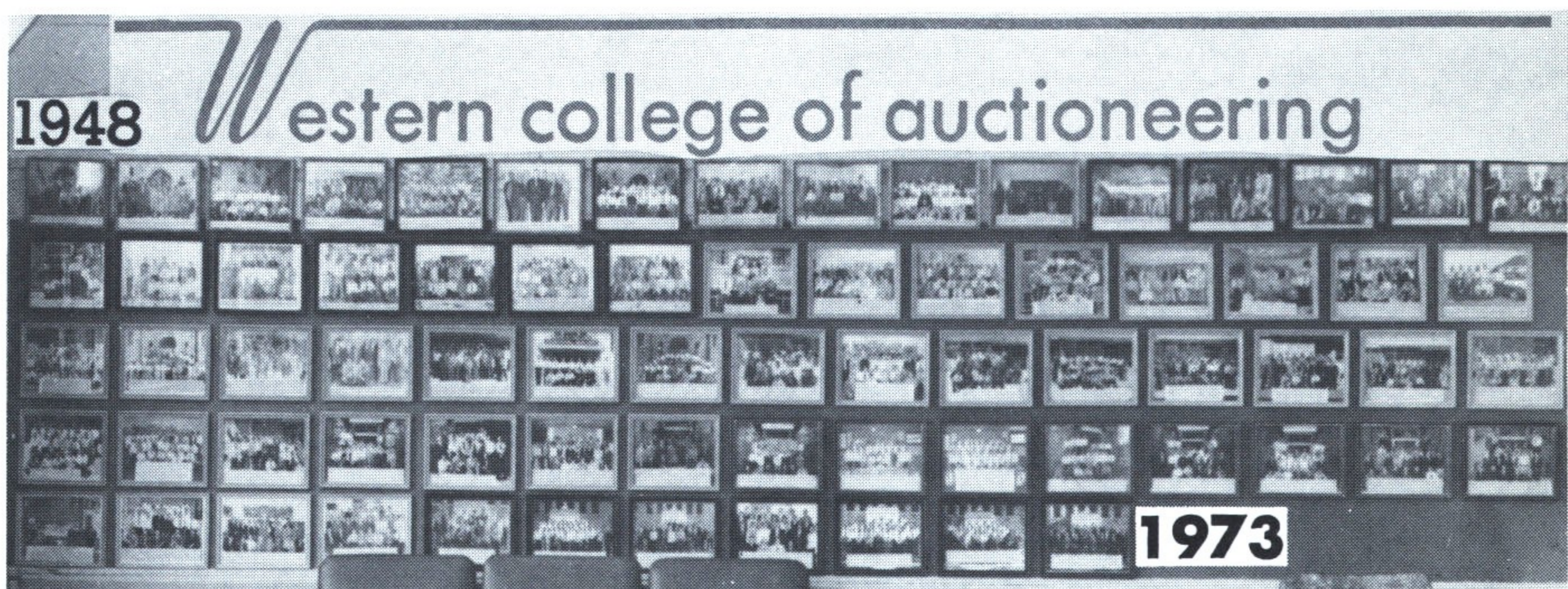
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STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.

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

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

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

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

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

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

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

BUYER CARDS . . . Form No. BC-70

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

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

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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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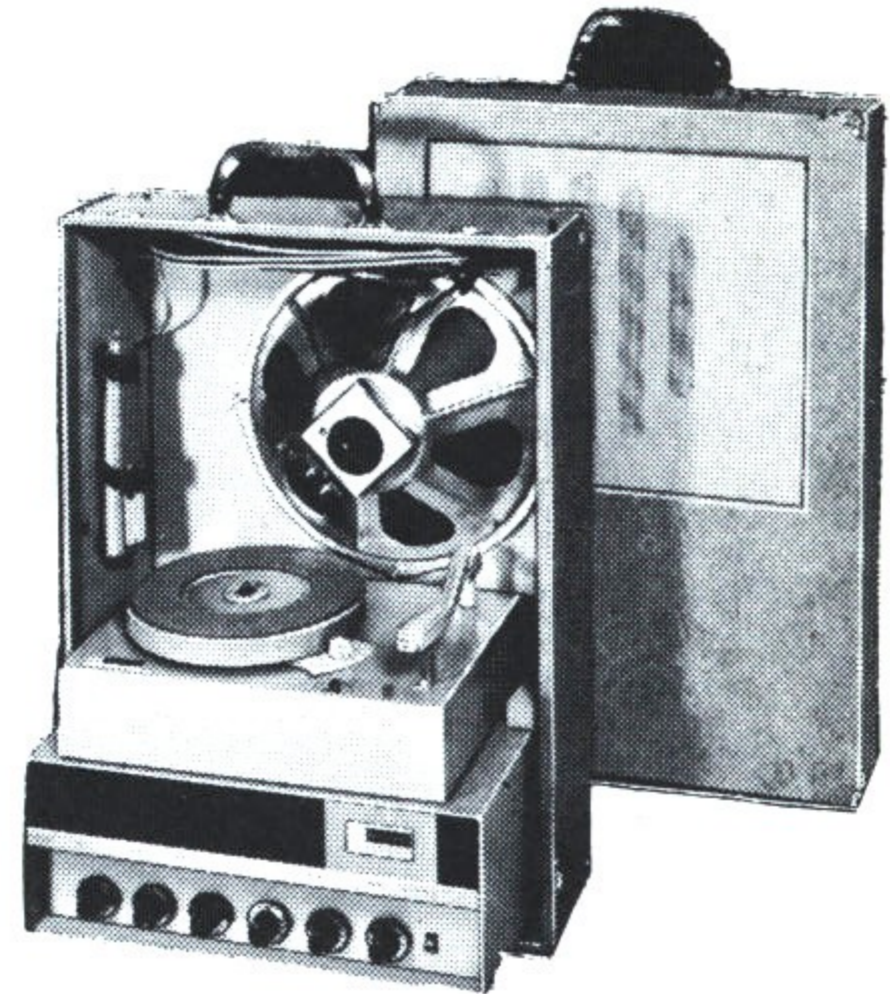
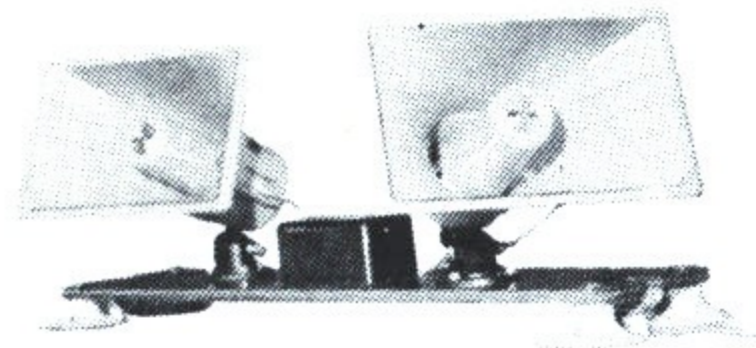
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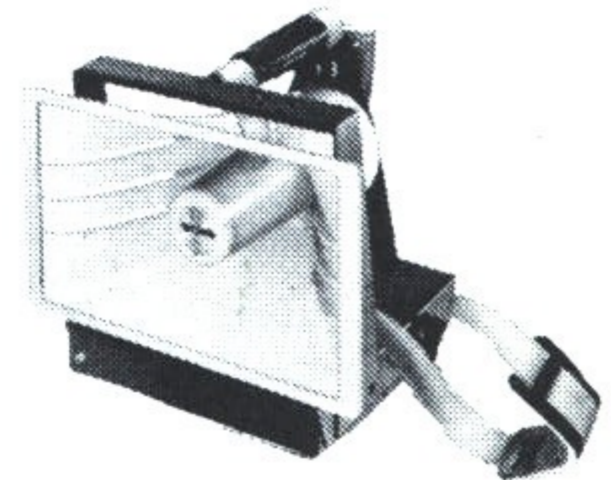
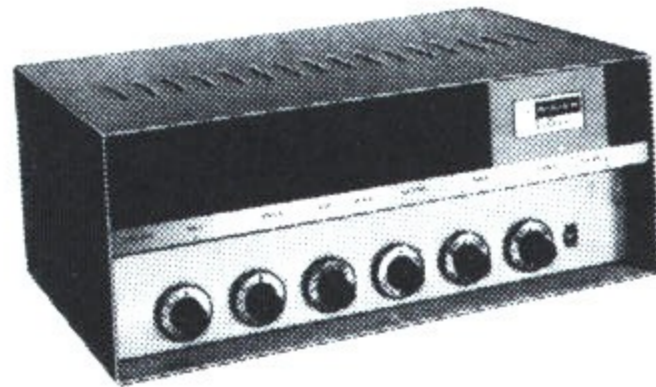
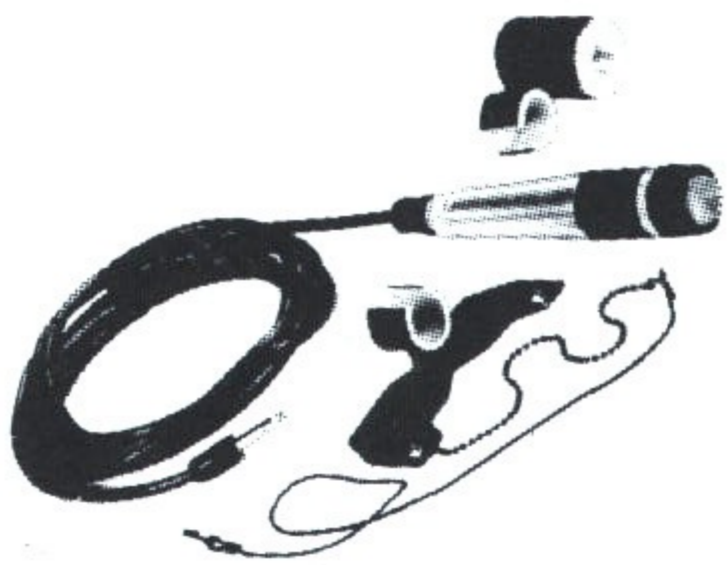
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