

Manheim auctioneer to compete in world championship

BY DICK ANGLESTEIN
MANHEIM — Like hundreds of other interested on-lookers four years ago, John Stauffer, of R6, Manheim, watched and listened attentively at the World Livestock Auctioneer Championship held at the New Holland Sales Stables in 1976.

But something special separated the 20-year-old youth from the remainder of the packed audience at the competition, which attracted the top auctioneers from throughout the U.S. and Canada.

"As I listened to the auctioneers, I told myself that in 1980 I want to go to it," Stauffer said.

"That's the goal I set for myself."

And, it was quite a goal for a young man only a few years out of high school who had as yet to conduct a sale of any type or auction off his first item.

But shortly after attending the 1976 championship, Stauffer began a four-year quest toward that goal, which will be attained when he takes part next Saturday in the 1980 championship competition at Templeton, Cal.

His initial step toward the goal was enrollment in

Reppert's Auctioneering School in Decatur, Ind. about a month after the 1976 championship. Since completing that instruction, he served his year's apprenticeship and has been auctioneering at various area livestock and car auctions, along with conducting some public sales.

Actually, Stauffer's interest in auctioneering goes back quite a bit earlier than the 1976 championship.

"I was raised on a farm near Conestoga," Stauffer said.

"I'd go along with my father to sales and just got more and more interested in them.

In the spring, there wouldn't be too many Saturdays that we didn't go to at least one sale.

"I just always liked sales and auctioneering. But it was attending the 1976 championship that was the final factor in deciding to become an auctioneer."

Stauffer works as a livestock auctioneer at New Holland Sales Stables on Mondays and Thursdays and at Vintage Sales Stables on Tuesdays and Saturdays.

On Wednesdays, he works the car sale at the National Auto Dealers Exchange in Bordentown, N.J. Also, he

conducts occasional public sales.

"All types of sales are interesting," he said.

"I enjoy working with cattle and other livestock because I was raised with them.

"But public sales are fun to conduct, too. I'd like to build up this part of the business in the coming years.

"Actually, anything is fun to sell as long as there are people who want to buy it."

In California, Stauffer will be competing against top auctioneers from throughout North America.

"I'm going there to compete and enjoy the competition," he said.

"It will be a chance to see how other auctioneers work and it will be good experience. It's something I decided to do and I'm looking forward to it."

The contestants will sell cattle consigned to a special sale arranged especially for the competition. A group of market owners and managers who sit throughout the audience will judge the competition.

"From what I remember from 1976, they sounded awful good and awful fast," Stauffer said.

He's not sure how many



Looking over program from 1976 World Livestock Auctioneer Championship held in New Holland are Mr. and Mrs. John Stauffer, R6 Manheim, with their daughter, Jennifer. Attendance at championship helped launch Stauffer into auctioneering career.

cattle each contestant will sell. It will likely depend on the number of contestants and the number of livestock consigned.

"I kinda hope we get a crack at two or three lots," he explained with a smile.

"That will give one lot to get your bearings, a second

to get unnerved and then a third to really get to selling."

Vintage Sales Stables is Stauffer's sponsor for the competition.

On a typical Tuesday there, he auctions his way through about 1200 head of cattle, starting with the bulls at 11 a.m. and ending up with

calves at about 9 p.m.

Since each animal is in the ring a half-minute or less, it's a continuous, fast-paced task for Stauffer.

The ringman starts the bid off and Stauffer works the price in 25-cent or even 10-

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Bid is acknowledged who will be participating

Manheim

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cent increments, his eye flicking from buyer to buyer.

In addition to the obvious vocal qualities an auctioneer must display, attentiveness is another important tribute.

Each buyer has an individual way of acknowledging a bid, which can range from a slight nod of the head to a twitch of a thumb.

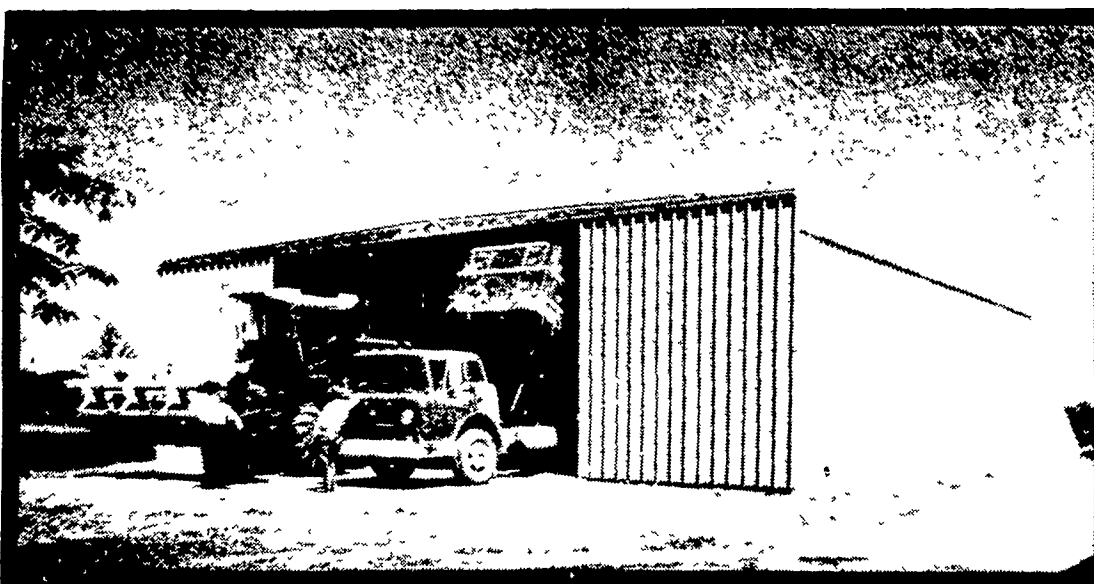
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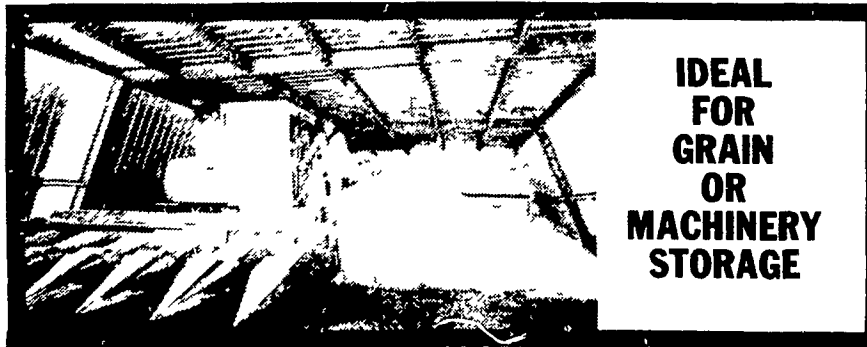
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