

THE **auCTIONeer**



AUCTIONEERING'S HIGHEST AWARD



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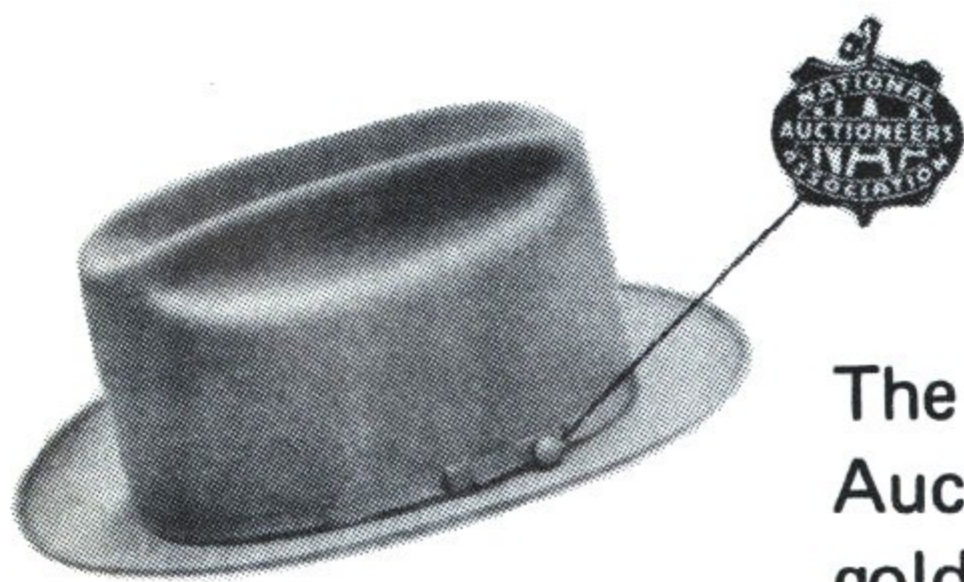
. . . applies in a flash, held in place by thousands of gripping magnets. This attractive red and black embossed sign carries the NATIONAL AUCTIONEERS ASSOCIATION emblem and displays your business without applying a permanent sign to your car door. Will not scratch or mar. See March issue for full ordering instructions.

CARS—8" x 20"

1 SET (2)—\$22.00 @ \$11.00 each—2 SETS (4)—\$40.00 @ \$10.00 each
6 SETS (12)—\$108.00 @ \$9.00 each.

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1 SET (2)—\$30.00 @ \$15.00 each—2 SETS (4)—\$56.00 @ \$14.00 each
6 SETS (12)—\$156.00 @ \$13.00 each.



NATIONAL AUCTIONEERS BLAZERS AND NATIONAL AUCTIONEERS HATS

The blazers are 100% all wool flannel with the National Auctioneers Emblem, beautifully handmade in felt with gold, red and black colors 4" x 3-3/4", attached to the left front patch pocket. Blazers come in Scarlet, Old Gold, Columbia Blue and Navy Blue (color sample in March issue) also comes in Black and Dartmouth Green. Sizes range from 32 to 50 in short, regular, long and extra long.

Winter hats are felt, Silver Belly in color and come in brim widths of 2", 2-3/8" and 2-5/8". The hat has red satin lining with NAA emblem in the crown. Summer hats are of the finest Milan Straw and come in same brim widths. Please state on your order who is to wear the hat as we put the name in the sweat band.

The "Auctioneer" Hats \$11.95 plus 4% sales tax

The "Auctioneer" Blazers \$35.00 plus 4% sales tax

COLONEL W. CRAIG LAWING

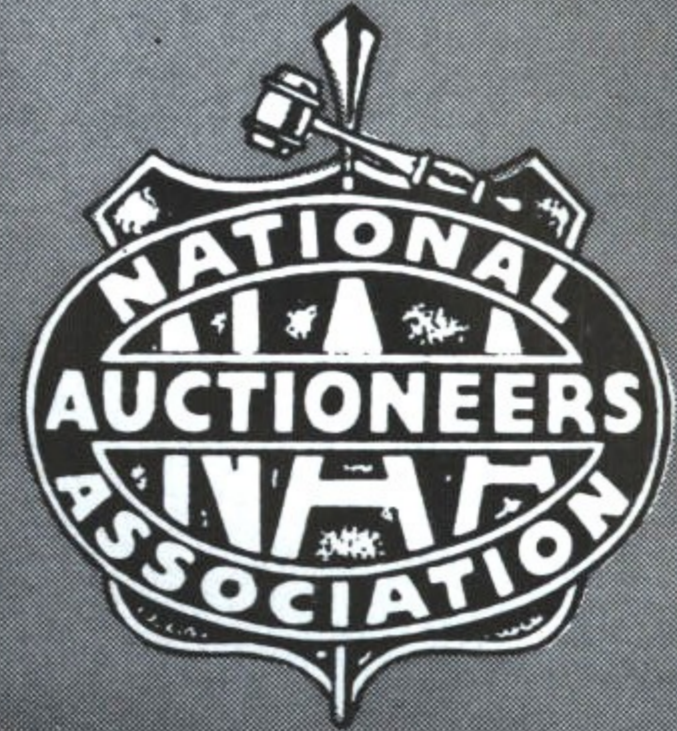
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Charlotte, North Carolina

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THE **auCTIONeer**

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3277 Holdrege St.
Lincoln, Nebr. 68503

Convention Registration

Tops All Previous Years

It was only fitting that the greatest year of the National Auctioneers Association should be climaxed by its greatest convention, and this is exactly what happened.

Auctioneers, their wives and families were present from 39 states and one Canadian Province, the greatest distribution of registrants we have ever enjoyed. The attendance was also a record when final figures indicated 587 people had filled out registration forms. This tops our previous record, set in 1963 at Cincinnati, when 574 persons were registered.

Oklahomans, while not being much on attending in the past, turned out strong and did a wonderful job as hosts for the meeting. They had 77 persons registered.

Illinois was second in registrations with 43, closely followed by Wisconsin with 41. Nebraska and Kansas were also well represented. A complete breakdown of registration by states follows:

ARIZONA—2

Mr. and Mrs. Braddock Ogle, Scottsdale

ARKANSAS—25

Mr. and Mrs. Howard Batterton, Hot Springs

Dale G. Brown, Fort Smith

Mr. and Mrs. Ervin Cripps, Gentry

Rex A. Curtis, Hot Springs

Mr. and Mrs. Jack B. Harris, and daughter, Hot Springs

Fred Hiatt, Rogers

Dittmann Mitchell, Fayetteville

Ed Nangle, Springdale

Mr. and Mrs. Monroe Robinson, Magazine

Delma L. Webb, Pine Bluff

Mr. and Mrs. James E. Wilson and three children, Hot Springs

Mr. and Mrs. B. L. Wooley, and three children, Little Rock

CALIFORNIA—10

Mr. and Mrs. L. "Limbo" Burleson, Bellflower

Mr. and Mrs. Charles E. Coulter, Whittier
Frank Knox Hollenbeck II, So. San Francisco

Ed Huisman, Galt

Ron Kavanagh, Herald

James Martin, Elk Grove

Mr. and Mrs. Charles B. Middleton, San Diego

COLORADO—11

Natte E. Austin, Ft. Collins

Mrs. Artie D. Baldwin, Denver

Mr. and Mrs. Chuck Cumberlin, Greeley

Tomi Ann Gottier, Denver

Mr. and Mrs. H. W. Hauschildt, Denver

Dick Heberlein, Burlington

Ray Larson, Greeley

Mr. and Mrs. Howard Roland, Grand Junction

CONNECTICUT—1

C. R. Cone, Jr., North Franklin

DELAWARE—1

Riley T. Jefferson, Lincoln

FLORIDA—4

Mr. and Mrs. Martin Higgenbotham and two children, Lakeland

HAWAII—3

Mr. and Mrs. Louis Stambler and daughter, Honolulu

IDAHO—2

Mr. and Mrs. Jim Messersmith, Jerome

ILLINOIS—43

Mr. and Mrs. Edward H. Ahrens and daughter, Staunton

Milt Culley, Jr., Schaumburg

Mr. and Mrs. Albert C. Dunning, Elgin

Mr. and Mrs. Terry Dunning and son, Elgin

Mr. and Mrs. William L. Gaule and four children, Chatham

Mr. and Mrs. Marcellus C. Hartman,
Waterloo
Michael M. Gordon, Chicago
Karl Heimke, Chicago
Mr. and Mrs. Edmund E. Kueker,
Waterloo
Mrs. Elaine Drake Madison, Plainfield
Pam Madison, Plainfield
Mr. and Mrs. John Modica, Chicago
Mr. and Mrs. Michael Modica, and son,
Chicago
Mr. and Mrs. Lyle M. Paddick, Delong
Mr. and Mrs. Fred Quick and son, Aurora
Mr. and Mrs. Virgil Scarbrough, Quincy
Mr. and Mrs. Lloyd E. Sitter, Anna
Mr. and Mrs. Ted Stumpf, Carlyle
Mr. and Mrs. Charles B. Wade,
Morrisonville
Mr. and Mrs. Robert L. Wuebbels, New
Memphis

INDIANA—24

Mr. and Mrs. Ron Biddle, Shelbyville
Leo M. Boatwright, Swayzee
Mr. and Mrs. James Buckley and son,
Shelbyville
Everett E. Corn, Fairmount
Roy L. Crume, Kokomo
Mr. and Mrs. Cecil Meier, Hanover
Mr. and Mrs. Kenneth A. Minor,
Madison
Mr. and Mrs. D. D. Meyer and three
children, Vincennes
Mr. and Mrs. Noble Ratts, Indianapolis
Dr. Roland Reppert, Decatur
Mr. and Mrs. Romaine Sherman,
Goshen
Mr. and Mrs. Meredith Richwine,
Brownburg

IOWA—29

Mr. and Mrs. Warren Collins, Jesup
Mr. and Mrs. James Donnelly, Ft. Dodge
Mr. and Mrs. Leland Dudley, Hampton
Mr. and Mrs. Lyle Erickson, Cresco
Howard B. Johnson, Story City
Leon E. Joy, Ames
Mr. and Mrs. Irving Leonard and two
children, Elkader
Mr. and Mrs. Bob Mallinger, Sigourney
Fred Neumeister, Dubuque
Mr. and Mrs. Wendell R. Ritchie,
Marathon

Our Cover

Plaque signifying "Auctioneer-
ing's Highest Award" is presented
to Col. Walter S. Britten (left),
Bryan, Texas, by NAA President,
Col. Ralph W. Horst. Bearing the
inscription, "IN APPRECIATION
OF HIS CONTRIBUTION TO THE
PROFESSION OF AUCTIONEER-
ING AND THE NATIONAL
AUCTIONEERS ASSOCIATION,"
two of these plaques are presented
each year to recipients designated
by the Board of Directors a year
earlier. This year's second plaque
was presented posthumously to the
late Col. Herbert Van Pelt,
Readington, New Jersey, and ac-
cepted by veteran New Jersey
auctioneer, Col. Watson Van Sciver.

Mr. and Mrs. Earl Thies and two chil-
dren, Ames
Mr. and Mrs. Harold H. Van Syoc and
three children, Mt. Union
Harold W. Vos, New Sharon

KANSAS—37

Mr. and Mrs. Boyd Ashlock and son,
Howard
Mr. and Mrs. Ted Augustine and three
children, Salina
Mr. and Mrs. Barney Baragary,
Leavenworth
Mr. and Mrs. Dick Brewer, Mt. Hope
Mr. and Mrs. Willis Darg, Bennington
Mr. and Mrs. Donald J. Godwin, Peck
Mr. and Mrs. Wilson S. Hawk, Effingham
Mr. and Mrs. Jim Husk, and three chil-
dren, Plains
Bruce McCleary, Wichita
Mr. and Mrs. Rex Newcom and three
children, Benton
Fred Sherlock and son, St. Francis
Ralph E. Smith and son, Iola
Mr. and Mrs. Wayne Willett, El Dorado
Roy E. Wood, Wichita
Milton Woody, Derby

KENTUCKY-22

Mr. and Mrs. Adrian Atherton,
Hodgenville
Mr. and Mrs. J. O. Briggs and son,
Stanton
J. C. Carter, Scottsville
Mr. and Mrs. John L. Cummins,
Cynthiana
Mr. and Mrs. Wayne Kessler and son,
Campbellsville
Mr. and Mrs. C. Roger Lewis and two
sons, Morehead
Mr. and Mrs. Rex Proffitt and son,
Tompkinsville

Mr. and Mrs. Charles H. Switzer and two
daughters, Cynthiana

LOUISIANA-9

Ike Hamilton, West Monroe
Bert Harper, Shreveport
Sherrod F. Mitcham, Leesville
Mr. and Mrs. Ray Wallace and four
children, Shreveport

MARYLAND-5

Calvin D. Johnson, Upper Marlboro
Hugh A. MacNeil, District Heights
Homer Snyder, Hampstead
Mr. and Mrs. George J. Wittstadt,
Cambridge

Dear Bernie,

Now that the 1968 convention is over, and I have had time to catch my breath, I would like to take this opportunity to thank each and every one that attended the National Auctioneers Convention here in Oklahoma City. To thank them for their presence and kind words, for it is they who attend that makes a Convention a success.

I want to thank the committee members of our State Association for their help in planning and taking a part in the various programs that is so important in a successful convention.

I want to thank the Governor, Dewey Bartlett, The Vice Mayor, John Smith, the Chamber of Commerce, the staff of the Sheraton Hotel, all the newspapers, radio and television stations, and other merchants who cooperated with us in making our convention plans come true.

The Oklahoma delegation was very enthused by the speakers and the program in general. I am sure that each and every member that attended the convention reaped a harvest of knowledge that will help them in their chosen profession. I feel that the attendance at the next convention in 1969 by the Oklahoma group will be much larger than ever before. I know of several that are already planning to go to Roanoke, Virginia, and I know that, if God is willing, Alma and I will be there.

P. S. The list I had of things I was to do for the members has been lost. If they will write me, I will try to help them. The party whose daughter left her camera on the bus tour, I have it. The lady who wanted the Indian drums and the gentleman who wanted the long horns and others.

V. K. "DOC" CROWELL
Convention Chairman
P. O. Box 14099
Oklahoma City, Oklahoma 73114

MASSACHUSETTS-1

Arthur Shachat, Malden

MICHIGAN-1

John M. Glassman, Eau Claire

MISSISSIPPI-2

Toxey T. Fortinberry, Water Valley
Lew Henderson, Gulfport

MISSOURI-26

Mr. and Mrs. Ken Barnicle, Ellisville
Mr. and Mrs. James E. Bell and two children, Imperial
Charles Bennett, Lancaster
Mr. and Mrs. Hugh Campbell, Chillicothe
Mr. and Mrs. Dean Cates, Kearney
Mr. and Mrs. Dick Dewees and son, Kansas City
Mrs. Leona Drake, Baring
Jim Hagel, Kansas City
W. A. Hagel, Kansas City
Irv Landolt, Defiance
Mr. and Mrs. Ray Sims and two children, Raymore
Mr. and Mrs. Wayne Ytell and two children, Carthage

MONTANA-4

Mr. and Mrs. O. S. Ellis, Roundup
Mr. and Mrs. William Hagen, Billings

NEBRASKA-38

Mr. and Mrs. E. A. Camfield, North Platte
Mr. and Mrs. Albert Christensen and two children, Pawnee City
Charles Corkle, Norfolk
Mr. and Mrs. Mack P. Cosgrove, Omaha
Billy Day, Loup City
C. O. Emrich, Norfolk
Mr. and Mrs. Dean Fleming and two children, Atkinson
Mr. and Mrs. Marvin Grubaugh, and two children, Rising City
Mr. and Mrs. Bernard Hart, Lincoln
Mr. and Mrs. Albert Helzer, Cairo
Mr. and Mrs. Don Jensen, Verdigre
Mr. and Mrs. Duane Jensen, Newman Grove
Dick Kane, Wisner
Stacy McCoy, Arapahoe
Jan Merritt, Lincoln
Henry Rasmussen, St. Paul
Mr. and Mrs. Glenn Schwarz and two children, Grand Island

Congratulations to ALL the members of the Oklahoma Association. Every year the conventions get harder to beat, but this was one that will be next to impossible to beat.

Many things were resolved that will help make the Auctioneers Association better in many respects. Thanks again for such a nice time. This is from myself and the Pennsylvania Association.

MARGARET BERRY
Secretary-Treasurer

Jim Walker, Omaha
Mr. and Mrs. Mylen Wegener, Cornlea

NEW JERSEY-4

Gerald R. Hall, Vincentown
E. Allen Nixon, Pemberton
Mr. and Mrs. Watson Van Sciver, Burlington

NEW MEXICO-9

John Alfred Cleator, Questa
Mr. and Mrs. John Overton, Albuquerque
Mr. and Mrs. James Priest, and four children, Clovis

NEW YORK-9

Paul W. Calkins, Peru
William Kent, Bergen
Mr. and Mrs. Pete Murray and daughter, Ballston Lake
Craig Wilcox, Bergen
Harris Wilcox, Bergen
Alfred V. Zogg, Jr., and son, Cortland

NORTH CAROLINA-12

Mr. and Mrs. Bob Cline, Statesville
Mr. and Mrs. G. Teague Gilbert, Lincolnton
Mr. and Mrs. Charles Heavner, Lincolnton
Mr. and Mrs. W. Craig Lawing and daughter, Charlotte
Mr. and Mrs. Kenneth W. Teague, Burlington
J. D. Thomas, Winston-Salem

NORTH DAKOTA-22

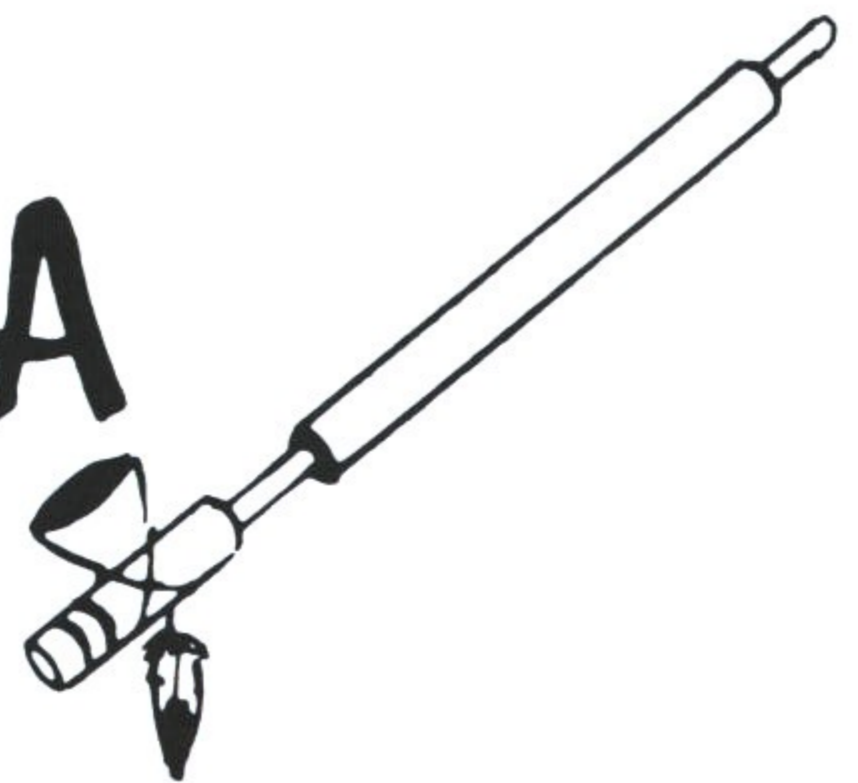
Mr. and Mrs. Norman Aldinger and four children, Cleveland



INDIAN TERRITORY OF

OKLAHOMA

HOME OF THE RED MAN



WELCOMES COL. BOB PENFIELD,
PRESIDENT OF THE NATIONAL AUCTIONEERS
ASSOCIATION, AND ANY MEMBERS OF HIS
TRIBE WHO ARE KNOWN IN THE NAME OF



ONO - PELI - TUN - SPA - OKA

MEANING - IN THE CHOCTAW LANGUAGE -
AS MEN WHO TALK FAST.

BY ORDER OF CHIEF LU-JAPE OF THE
OTO TRIBE HE SHALL BE KNOWN AS

E - CHEE

NAU - GAU - NAU - JAY



OTOE NAME FOR MAN WHO TALKS FAST

Mr. and Mrs. Harold Ellingson and four children, Edgeley
F. E. Fitzgerald, Bismarck
Mr. and Mrs. Lester Lien, Harvey
Mr. and Mrs. Bob Penfield and two children, Bowman
Mr. and Mrs. Robert Steffes, Arthur
Charles Wilkes, Park River

OHIO-18

Cloyce Bradford and Ray Frank, Worthington
Mr. and Mrs. Russ T. Kiko, Canton
John Kireta, Damascus
Clem D. Long, Dayton
Mr. and Mrs. Albert L. Rankin, Alger
Mr. and Mrs. E. M. Rickey, Decatur
Mr. and Mrs. Neil Robinson, Mansfield
Mr. and Mrs. Don W. Standen and son, N. Ridgeville
Jim Wagner and two daughters, Lorain

OKLAHOMA-77

Cecil Abernathy, Oklahoma City
Paul Alford, Ada
Mr. and Mrs. Andy Anderson and son, Oklahoma City
Mr. and Mrs. Ivan L. Argo, Hollis
Mr. and Mrs. Jay Blodgett, Velma
Mr. and Mrs. Donald Briscoe, Olustee
Leo F. Brown, Clinton
Joe Burgert, Ponca City
Lewis Campbell, Wyandotte
Mr. and Mrs. Wayne Casteel, Lucien
L. Mahlon Clancy, Del City
Mr. and Mrs. V. K. "Doc" Crowell, Oklahoma City
Mr. and Mrs. Bob Curry and two children, Spencer
Philip L. Easterly, Alva
Mr. and Mrs. Orvall Free, McAlester
Mr. and Mrs. Joe Frizzell, Oklahoma City
Ray Goetsch, Midwest City
Mr. and Mrs. Bob Goss, Carmen
Mr. and Mrs. Jerry Gwartney, Alva
B. L. Hickman, Oklahoma City
Mr. and Mrs. Ray Hinkle, Oklahoma City
Jim Hooten, Oklahoma City
Ralph J. Jacob, Stillwater
Mr. and Mrs. Lee Johnson and two children, Eva
Mr. and Mrs. Clyde Jones, Alva
Mr. and Mrs. Glenn Jones, Wapanucka

Ruth Kessler, Oklahoma City
George W. McKiddie, Del City
Mr. and Mrs. David E. DeMoss, Oklahoma City
Mr. and Mrs. Clay Powell, and two children, Oklahoma City
Mr. and Mrs. Jim Richards, Spencer
Mr. and Mrs. Paul H. Riley, Norman
George Shults, Enid
F. E. "Red" Springer, Red Oak
Ronald Sutton, Meeker
Darrel Thedford and two children, Perry
Mr. and Mrs. Bob Thorp and daughter, Oklahoma City

Dear Bernie:

As I sit here at home on this very balmy August day I have had time to think of the Convention. I don't believe I was ever treated so nicely by everyone concerned. Such response from the Governor, on down the line, everything was perfect.

Words fail me in writing about the Oklahoma folks, they were so grand. It will be hard to call Indiana the land of hospitality from now on. Maybe it was because I had a small part in it but if I did one auctioneer some good I was well repaid.

Just closed a new furniture sale in Berrien Springs, Michigan, \$24,000 in five nights. It was all there was as this man was quitting due to bad health. He had tried for two years to get out so I feel I helped him in closing his store and, last but not least, helped myself.

Good luck to all—hope I can be of help again. I am looking forward to next year's convention.

LEO M. BOATWRIGHT
Swayzee, Indiana

(The only town named
Swayzee in the world)



Oklahoma's Governor, Dewey Bartlett, made a great hit at the National Convention. Following his welcoming address he auctioned his lapel pin and necktie, turning the money over to the Building Fund. Col. J. C. Carter, Scottsville, Ky. (left) commissioned the Governor a Kentucky Colonel. Carter is a nationally known auctioneer as well as a State Senator. Doc Crowell, convention chairman, is the man seated.

Mr. and Mrs. Bill Turnbow, Bethany
 Emanuel (Vick) Vickery, Oklahoma City
 Mr. and Mrs. Ed Vierheller, Claremore
 Mr. and Mrs. G. B. Wiley and daughter,
 Hollis
 Mr. and Mrs. Delbert Winchester, Enid

PENNSYLVANIA—23

Margaret Berry, West Newton
 William Boes, North Apolla
 Mr. and Mrs. Henry Brooks and Heather,
 Wilkes-Barre
 Mr. and Mrs. Ken Burrows, New
 Wilmington
 Q. R. Chaffee, Towanda
 Emma J. Dick, New Wilmington
 Mr. and Mrs. John T. Ensminger,
 Harrisburg
 Mr. and Mrs. Ralph Horst and three
 children, Marion
 Mr. and Mrs. Russell E. Kehr, Hanover
 John M. Lindley, Prosperity

Raymond H. Patterson, Eighty-Four
 Wayne R. Posten, Stroudsburg
 Mr. and Mrs. Wylie S. Rittenhouse,
 Uniontown

SOUTH CAROLINA—3

Mr. and Mrs. Curtis E. Cunningham,
 Greenwood
 Fred Mullis, Lancaster

SOUTH DAKOTA—7

Mr. and Mrs. Vernell Johnson and three
 children, Hartford
 Mr. and Mrs. Robert Peterson, Brookings

TENNESSEE—9

Mr. and Mrs. E. B. Fulkerson and
 daughter, Jonesboro
 Mr. and Mrs. Fred Ramsay, and two
 children, Old Hickory
 Jim Stevens, Nashville
 Bob Winton, Winchester

TEXAS-29

Mr. and Mrs. Howard "Frog" Adams
and two children, Corpus Christi
Bob Askew, Houston
Mr. and Mrs. Walter Britten and son,
Bryan
Mr. and Mrs. Dub Bryant, Big Spring
Arthur Bunnell, Marble Falls
Phil Bunnell, Marble Falls
Preston Bunnell, Marble Falls
Mr. and Mrs. Keith Carey and son, Big
Spring
K. L. Espensen, Tyler
O. L. Henson, Abilene
Mr. and Mrs. Grover Howell and two
children, Dallas
Henry A. Ismonde, Houston
Edwin E. Kenedy, Amarillo
J. O. Lawlis, Houston
Lanham H. Nelson, Amarillo
Mr. and Mrs. Donald E. Patterson,
Plainview
John W. Wilson, Amarillo

VIRGINIA-10

W. R. "Bill" Cox, Richmond
Mr. and Mrs. Morris F. Fannon and two
children, Pennington Gap
Mr. and Mrs. Clarence L. Marshall,
Hillsville
J. E. Sutphin, Newport
Mr. and Mrs. Ronald I. Tull, Annandale

WASHINGTON-7

Mr. and Mrs. Robert F. Losey, Sr.,
Renton
Mr. and Mrs. Ray S. Brock, Burbank
John M. Mullen, Toppenish
Bruce Mullen, Toppenish
Wes Wendt, Granger

WEST VIRGINIA-4

Mr. and Mrs. Jim McCutcheon and two
children, Parkersburg

WISCONSIN-41

Mr. and Mrs. Jim Appleman and three
children, Cashton
Mr. and Mrs. Ronald Bodart and four
children, Seymour
Mr. and Mrs. Robert Brandau, Wilton
Mr. and Mrs. Joseph Donahoe,
Darlington
John R. Fishdick, Eagle River
Mr. and Mrs. Ernest Freund, Fond du
Lac

Mr. and Mrs. John L. Freund, Omro
Mr. and Mrs. James Gavin and Pat,
Reedsburg
Mr. and Mrs. Ray Gevelinger, Dodgeville
Mr. and Mrs. James Heike, Mondovi
Mr. and Mrs. Walter Heise and three
children, Oconto
Mr. and Mrs. Ernie Kueffner and son,
Hartford
Mr. and Mrs. E. J. McNamara, Lancaster
Mr. and Mrs. Walter A. Zeck and two
children, Eau Claire

WYOMING-2

R. A. "Dick" Mader, Gillette
R. H. Stoddard, Douglas

CANADA-1

Charles Benovoy, Ottawa, Ontario



Breakfast Meet for Wisconsin Ladies

The Association of Wisconsin Auctioneers held their annual convention in Milwaukee on June 11th and 12th. At this time the auxiliary scheduled a 9:00 a.m. Breakfast Meeting. The attendance was very good as all the ladies were interested in our president's choice of topic for discussion - antiques.

Several members brought a nice selection of their favorite items and gave a short history of each. It was most enlightening for many of us who have little knowledge of antiques. We all agreed to pursue the same subject next year, with each member bringing something old or unusual.

Election of officers was held with the following ladies taking office: Mrs. LeRoy Teske, Berlin, President; Mrs. Art Doede, Rosholt, Vice President; Mrs. Ernie Kueffner, Hartford, Secretary-Treasurer.

A short business meeting followed. Membership dues were collected and several new members were received into the group.

HELEN O'BRIEN, Reporter





The Ladies Auxiliary



Kay Deweese (left) hands the gavel of authority to her successor, Alma Crowell. This was a part of the festivities of the Ladies Auxiliary at the National Convention.

Oklahoma City Was Truly "Fun City"

This is a simple note of thanks to all the ladies who did so much to help our Auxiliary have such a "Fun" year. First of all, thanks Heaps (as we Indians say) to all the Oklahomans who did everything imaginable to guarantee us a fine stay. Alma Crowell, Gladys Free, Louise Jones, Mary Louise Turnbow, Ethelyn Boren, Jenny Blodgett are a few names that pop in my mind. But there were ever so many more and thank you to them, too.

Then there were Mr. and Mrs. Draper who were in charge of the bus tours and they were simply tremendous. They worked so tirelessly so we could relax and enjoy ourselves.

Next, the work of the Nominating Committee consisting of Mrs. Russ Kiko of Ohio, Mrs. Jim Wilson of Arkansas, and Mrs. Goldye Overton of New Mexico was appreciated. The Auditing Committee was excellent also and consisted of Mrs. Irene Erickson of Iowa and Mrs. Bob Penfield of North Dakota. Fortunately, the least busy committee we ever have is our Grievance Committee, but Jean Fleming and Betty Wooley agreed to serve, and were unneeded.

Our Board of Directors worked in every way to assist the Oklahoma Ladies in helping make it a grand time for all. It was just fun to be President of the Auxiliary with all this excellent help. It

Dear Ladies:

It was indeed a pleasure so many of you were able to attend the Convention in our Fair City and State.

It makes everyone's efforts much more worthwhile, when all contribute for a successful convention, renewing memories and pleasures with others of our outstanding profession.

The Auxiliary is an important part of every convention. Its success depends on the efforts of all.

The hospitality of Virginia will offer much to be looking forward to in 1969. Plans are already in the Hopper for your pleasure.

ALMA CROWELL
Auxiliary President

was truly a pleasure to be your President this year.

KAY DEWEES



Judge: "Couldn't this have been settled out of court?"

Defendant: "Your Honor, that's exactly what we were doing but a couple of policemen butted in and stopped the fight."



Roanoke In 1969

Roanoke, Virginia, has been selected as the site of the 1969 National Auctioneers Association Convention. The dates will be July 10-11-12. This will be the Twentieth Annual Convention of the NAA. The first convention of the NAA was held in Roanoke, in 1950. Prior to 1950 the National Conventions were under the auspices of the National Society of Auctioneers, forerunner of our present NAA. Headquarters will be the picturesque Hotel Roanoke. You will be hearing more regarding this beautiful Hotel and other convention features as the months pass.

Col. Gynelle M. Jones—Franklin
 Col. Harry W. Kerns—Urbana
 Col. Richard T. Kiko—Canton
 Knotts Auction School—Gallipolis
 Col. O. L. Lansaw—Middletown
 Col. James A. Luggen—Cincinnati
 Col. Mearl Maidment—Bowling Green
 Col. James A. Marlowe, Sr.—Warren
 Col. Harley O'Day—Columbus
 Col. Chester Rector—Akron
 Col. George Roman—Canfield
 Col. Dean C. Smith—Marietta
 Col. Steve Steinmetz—Springfield
 Col. Ralph VanderVlucht—Perrysburg
 Col. R. Dale Washburn—Morral
OKLAHOMA
 Col. Cecil Abernathy—Oklahoma City
 Col. Lewis W. Campbell—Wyandotte
 Col. V. K. Crowell—Oklahoma City
 Col. R. C. Hinkle—Oklahoma City
 Col. Clyde Jones—Alva
 Col. George McKiddie—Del City
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for 'toting when back home.

Friday night the Indians and their dances and costumes were the hit of all ages! We had dancing (by ourselves and with the Indians). Some thought the square dancers were pretty square and some others requested the lights be turned up higher as it was a pretty funny floor show.

Saturday morning was another terrific day. We all piled in the air conditioned buses and headed for a day of fun and education, first to the Oklahoma Zoo, which has more unusual animals than any zoo in the U. S. and then on to the world famous Cowboy Hall of Fame. This is so dear to all with any livestock or any pioneer background, and it makes the trail west really come to life.

There was a Rodeo section and Pioneer life section and when our group reached the Indian and western Art section the guide was startled by the intelligent questions that were asked about the value of the paintings. The wives of the Auctioneers who deal in Art added to the lecture with their comments.

Next it was Frontier City and the rest of the afternoon was spent watching and riding and enjoying everything from a gunfight to a stagecoach ride. What a day we had!

And unbelievably, we still had energy left for the grand banquet and a wonderful jazz band and more dancing!

There's so much more to add about the great fun . . . the buffalo barbeque, the swimming pool . . . if it were all mentioned this would have to be written as a serial, with endings such as "watch for Next Installment". Instead, we'll just repeat. "What a year the Auxiliary has had! We were so happy to see everyone who came and next year . . . please all of you other Auctioneer's families and wives . . . won't you please join us?"

KAY DEWEES



You can't plow a field by turning it over in your mind.

● *IN UNITY THERE IS STRENGTH*

Auction Scatters Oceanside Toys

SANTA MONICA, Cal.—The two thousand persons who gathered on the beachfront boardwalk listened to eight hours of bidding.

After it was over, the huge old roller coaster, the loop-the-loop, the pile driver, the merry-go-round and the sky ride had been sold.

It was an auction to sell all equipment of the bankrupt Pacific Ocean Park, an amusement center for 73 years.



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Pop's Ponderings

Politics and Weather Make Days Interesting

By COL. POP HESS

This writer is happy to be invited back for the N.A.A. publication column for the new term, September issue 1968, through July issue, 1969. This adds another year for my column, thus making this the 16th year of publication. I may say, I have enjoyed every minute of the time it has taken. The issues of last June and July may have been somewhat mired due to my trip to the hospitals for some 28 days.

We are still receiving letters asking how I have come through, and most all of these being readers of this publication. I will save letter writing and say, "Thanks to all who have written, and I am happy to report my condition that took me to surgery is now fully healed and cured." I will now be able to enjoy my retirement from the work and duties performed in public life from 1901 through 1966.

Many ask how I spend my loafing time. It is common and quiet. Each day I try to answer letters that require a prompt answer, pay all bills that are coming due and receive my daily mail around 12-Noon. Then it is noon lunch, checking up on our daily news and then on to hunt a shady spot with my old faithful chair or hammock in my backyard and LOAF, READ and PONDER. Our big meal of the day, we used to call back in my younger days "supper", and in our modern world we call "dinner", is too much as a rule. So to get the matter tamed down, I eat tums, watch TV, with their soapsuds commercials, until the 11:00 P.M. news is over, then to bed. Always up for the early A.M. news over the air and my daily morning newspaper. Yes, this is the life of retirement when you get in the eighty's in age.

No need to say, I like visitors to drop in so I can tune up on events one does

not hear or read by mail, radio, or T.V. Will close this line by saying "YOU ALL COME, take off your shoes and sit awhile." If it is hot, like it is here on this date, August 7, you will find my shoes have not had much service as I still like to go barefoot where I can.

I must say I was very happy to read the reports mailed to me on the past convention, July 10-14. Our goal of 2500 memberships was surpassed. Our NAA office business was an all time high. All those I have heard from say it was the outstanding annual convention of all time. Our Building Fund was born with over a \$7,000.00 tag tied on for the big kick-off of having in our ownership a shrine for all auctioneers of the land — A Permanent Home Office.

I am sure the members of the NAA will join with me in saying congratulations to all the past and present officers, secretary and management, for the ground work of some twenty years to date, for the progress this National Auctioneers Association has made. Yes, we also recall some of the rough years we had, however, through good management and loyal personal service of many of our members who pulled us through, we can now say we are here to stay, and go forward.

Much of our progress is on the shoulders of our secretary and business manager, who is on the job 24 hours each day. Much of our rapid gain has come in the past five years, under our present secretary who is now serving his 15th year on this job, plus the fine Auctioneers who have filled the line of presiding officers and directors. They, too, are due special comment. It is more than just a job for the secretary and management. Often we hear some comments that our

man, Bernie, is in Clover. Yet, to be truthful on this subject, I heard an old teamster once say, "it seems that the horse that pulls the best and the most gets the most whip". There is no doubt in my mind that the same comments are made in all trade and professional associations regarding their officers.

Ponderings bring back many past issues of interesting comments and things to think about. Now many of you young people, under the age of fifty, would say back, "A year's thinking and ponderings are a sign the ponderer and writer is getting old and full of useless thinking." Well, boys, this may be true, but this writer knows he could have in his younger years of survival, a very busy public life. I know now the comfort of back years ponderings and very naturally one would do some of the things he did differently, and not do some of the things he did. From the many years of living one receives a greater background to bring out better thinking of how to solve today's problems, and you, my readers, cannot disturb my ponderings saying I'm old and outdated living back in hoss and buggy days. So to wind out, this ponderer will say if you had the chance to be back in the good old hoss and buggy days, you would no doubt join with me in this kind of pondering.

I know, no doubt, our editor Bernie, will look at this kind of pondering as out of his way of thinking, however, as I think and look him over in age and appearance, he missed much joy of the good old hoss and buggy visiting. I recall back in the hoss and buggy days when they had livery stables where you could rent a hoss and buggy to take a fair young lady out riding. A friend of mine who had such a livery stable called on me recently and in chewing the fat we got to pondering of those back year days. He told me he had a young man from an adjoining city come one Sunday P.M. and rent a nice horse and buggy. He was very choicy in what he took. It was after the midnight hour when here came the hoss and buggy with only a fine looking young lady who remarked, "Here is your horse

and buggy," and ran away without further comment.

The hoss and buggy all seemed to be in good condition, and put away for the night. However, around 2:00 A.M. the young man, tired and dirty-looking, came to the barn entrance. The one item that had not been missed that belonged to the outfit was the Leather Hitch Strap that was kept under the buggy seat to be used to tie the horse to the hitching post if leaving the outfit for a stroll. That hitch strap he had in his hand, said he was glad to know the outfit got back okay, paid his bill and left, never to return to rent a hoss and buggy again.

Yes, folks, these kind of events did happen back in the good old hoss and buggy days. Quite different from the gas wagons the young folks ride in now with no hitch strap needed, just the ignition key to turn off. The trouble with this old auto it may not run again without being pushed.

Your writer is quite sleepy this A.M. as most of last night was spent watching our TV to see the wind of the GOP convention at Miami Beach, trying to nominate their man, Dick Nixon, for



Col. Harry W. Kerns, Urbana, Ohio, sells 4th Annual Auction of Antique Autos, July 20. The 120 cars consigned brought from \$400 to \$5,000, each.

president. It was some session. To keep awake and see it all, we all devoured many cups of coffee until the final count was official and it was in the bag. We were highly pleased with the results and we hope in November, Dick will be the winner.

On the lighter side, the full week up to now was more like an arm twisting party than a convention. As the boys opposing Dick Nixon have many crews who were trained in arm twisting methods to pull or change the minds of delegates committed to Nixon in the last spring primary election, we in Ohio had ours May 7th, the date I was in the hospital in Springfield, Ohio, where my arms were not twisted for votes, but being much twisted and worked over by nurses and doctors and interns. They prepared me for an inspection visit the following A.M. for the surgeon, who with sharp knives to secure an opening in me, went in to see what was wrong with my kidney and bladder, etc. Before the week was over, I was assured there were some real arm twisters in other places than in political conventions. Well, so much for politics until we get through November. Oh yes, I will be watching the mule motto arm

twisting convention that comes up at Chicago two weeks from now. We again will be interested in looking this over and try and see which party can come up with the best arm twisting performance.

We here in Ohio have had quite a summer with plenty of rain, heat, cool and cold weather. A very good season with plenty of rain and many good hot growing corn and bean weather days. Wheat and hay crops are good and all harvested. Public sales were very numerous through the summer months and many very busy Auctioneers. County and state fairs are in full swing and this grand United States of America is still much alive and seems to be very prosperous. U.S.A., the garden spot of the world.

Please note when you are out touring our Ohio you will want to see today's modern home-made lazy man's rest. Located at 401 Ontario Avenue, Bellefontaine, just two blocks south of the Logan County Fair Grounds. This is where we live and do our best to enjoy.

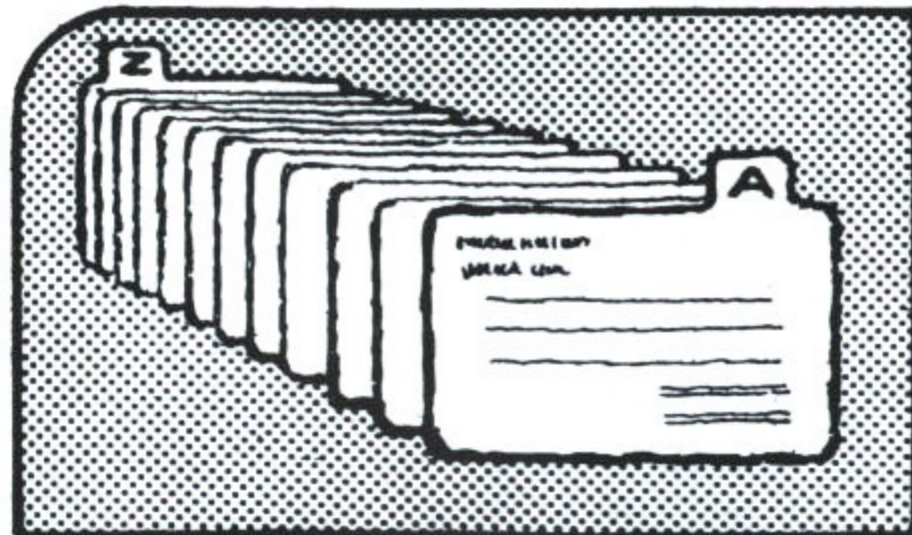


Ever notice how much better your car starts running when you price a new one?

Resolutions

The following resolutions were presented by the Resolutions Committee at the National Convention and approved by unanimous vote of the membership:

- 1) Be it resolved that the National Auctioneers Association in Convention extend their sincere thanks and appreciation to the Oklahoma Auctioneers Association for the educational, constructive and interesting Convention.
- 2) Be it resolved that the Convention Chairman, the various Committees, those who took part in the program, and all who contributed to the success of this Convention be thanked for their untiring efforts.
- 3) Be it resolved that each member of this great profession, actively, earnestly, and honestly, support and promote his field of endeavor throughout the coming year.
- 4) Be it further resolved that we express our sincere thanks to the Sheraton-Oklahoma Hotel and its personnel for their cooperation and hospitality during this convention.



Membership

*Memberships processed
June 16th through August 15, 1968:*

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Robert Williams, Ohio
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John Johnson, Wisconsin
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Terry Monroe, Wisconsin
James Esch, Wisconsin
Dean George, Wisconsin
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LeRoy Teske, Wisconsin
John Paffel, Wisconsin
Don Lloyd, Wisconsin
Jim Appleman, Wisconsin
Fred Gerlach, Wisconsin
Myrle Lloyd, Wisconsin
Ed McNamara, Wisconsin
Jim Heike, Wisconsin
Marlyn Doede, Wisconsin
Art Doede, Wisconsin
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Peter Faith, Wisconsin
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Wayne Huntzicker, Wisconsin
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*Gary Olerud, Wisconsin
*Phillip Majerus, Wisconsin
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*Norm Christianson, Wisconsin
*Roy Oberreich, Wisconsin
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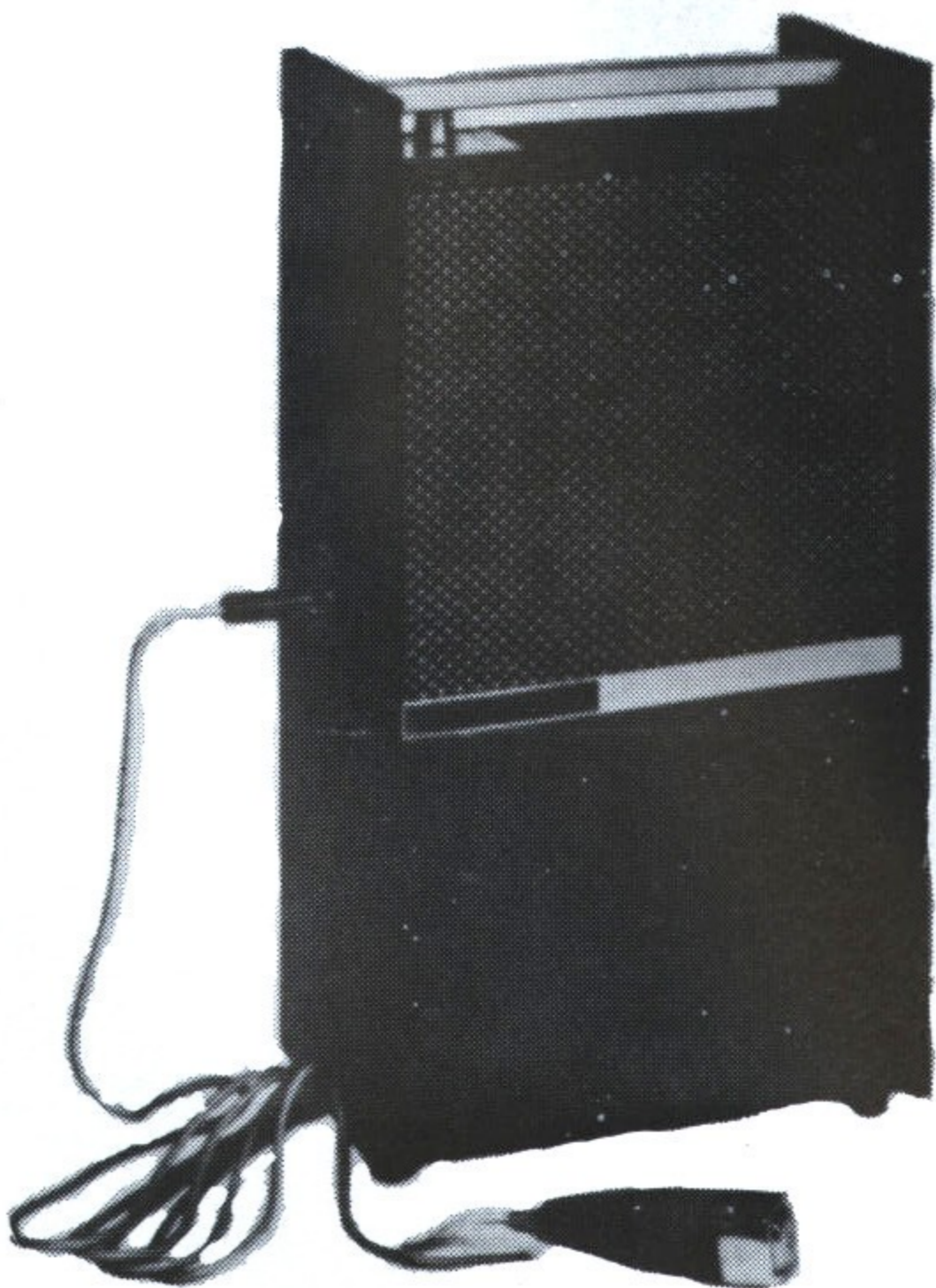
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It was on June 10, 1968, that membership in the National Auctioneers Association reached the 2500 mark. Charles Fandrich, Portage, Wisconsin, was the 2,500th member and received a plaque from NAA President, Ralph Horst. Col. Fandrich was unable to be present for the presentation so it was accepted by a fellow Wisconsin auctioneer, Jim Gavin. Doc Crowell, convention chairman, looks on.

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 E. L. Harding, Missouri
 Lloyd Hill, Missouri
 Tom Weick, Nebraska
 Edward F. Barber, New Jersey
 *Sarina M. Venuto, New Jersey
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 John Overton, New Mexico
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 Bill Hall, Tennessee
 L. Clyde White, Tennessee
 *William Earl Scifres, Texas
 Morris F. Fannon, Virginia
 Daniel F. Dhein, Wisconsin
 Damon Hamilton, Wisconsin
 Gary Liebau, Wisconsin
 Clarence Sturgul, Wisconsin
 George W. Cravens, Illinois
 R. C. Miller, Illinois
 John S. Kasten, Illinois
 Carl Tebo, Indiana
 Roger Lee Towner, Indiana
 Leo M. Boatwright, Indiana
 Barney Baragary, Kansas
 Dennis Wilson, Kansas
 G. H. Shaw, Louisiana
 *Patricia Smalley, Massachusetts
 Norman Levy, Michigan
 Robert A. Gerhart, Michigan
 *Robert Cudd, Minnesota
 *Kenneth Botner, Missouri
 Lee Lewis, Missouri
 Vernon McCracken, Missouri
 *Edward T. Hart, Nebraska
 *Robert S. Brooks, New Jersey
 *Roy S. Brooks, III, New Jersey
 J. Kent Pfaff, North Carolina
 Paul W. Robinson, Ohio
 Gilbert R. Dutro, Ohio
 Ford Good, Ohio
 E. D. Ridenour, Ohio

L. H. Jewell, Ohio
 H. Earl Wright, Ohio
 Leon Richardson, Tennessee
 Hubert H. Chambers, Virginia
 Tom W. Reese, Virginia
 William Dippel, Idaho
 Arthur W. Mahnke, Wyoming
 *Larry Francis Langlais, Vermont
 Ted Counts, Virginia
 Stan Haworth, Virginia
 Ray Sims, Missouri
 Irwin Landolt, Missouri
 Roy Sanch, Michigan
 *Gary G. Alexander, Michigan
 Ike Hamilton, Louisiana
 Wayne Casteel, Oklahoma
 Kenneth Atkinson, Oklahoma
 *J. Linehan Pinckney, South Carolina
 Fritz Koeller, Wisconsin
 Orvil Stern, Wisconsin
 Joseph Mueller, Wisconsin
 Floyd Wicklund, Wisconsin
 William Bodell, Wisconsin
 Charles D. Rudd, Florida
 Philip E. Wells, Jr., Illinois
 *Alden Deal, Jr., Missouri
 Victor Bagley, Jr., Missouri
 I. Shoolman, New York
 Fred G. Mock, North Carolina
 Harry W. Kerns, Ohio
 Brady Allman, West Virginia
 Dale Butman, Minnesota
 Harold Morris, Oregon
 *Peter H. Knaup, Wisconsin
 Harold Henson, West Virginia
 Earl D. Pigg, Indiana

*Denotes new member

Nails! Nails! Nails!

How would you like to sell two and a half carloads of nails? Grover Howell, Dallas, Texas did just that - and donated his services!!!

A large steel mill gave 192,000 pounds of nails to the Midlothian (Texas) Methodist Church. They were of all sizes and types, packed in 50 pound boxes and 100 pound kegs.

An auction was held, June 22, to liquidate the nails. Grover asked Dub Bryant, Big Spring, Texas, to assist him with the big auction and the nails were sold, bringing from 2½¢ to 10¢ per pound.

Californians Enjoy First Convention

Delbert Winchester, nationally known real estate auctioneer of Enid, Oklahoma, headlined an outstanding program at the first convention of the California Auctioneers Association. Organized only last March, the meeting attracted a lot of interest and a good attendance. Feeling among the registrants was of optimism and satisfaction.

The convention was held Saturday, June 15, at the Hotel El Dorado, in Sacramento. The forenoon program consisted of a Panel Discussion, moderated by Vance Van Tassel, Sacramento.

President, Tom Caldwell, Ontario, opened the afternoon Program with a welcome and some of the "do's and don'ts" gleaned in Caldwell auctions over the past 50 years. Vice President, Dean Parker, Auburn, followed with some remarks about the quarter horse auctions.

Auction Laws and Legislation was discussed by Lawrence C. Blunt, a Sacramento attorney. Phil Hanson, Santa Ana, spoke on selling real estate at auction.

Russ Allen, Bakersfield, discussed farm sales and Mel Ellis, Napa, told of his experiences in the auto auction field as well as managing a flea market. Ed Wright, Visalia, concluded the afternoon's

discussion with some remarks about Live-stock auction markets.

A Banquet in the evening was climaxed with a Fun Auction and Col. Winchester's address, followed by dancing.



Death Claims Veteran Wisconsin Auctioneer

Ralph C. Riek, veteran auctioneer of Woodville, Wisconsin, passed away July 11. Col. Riek was one of the better known auctioneers in western Wisconsin, having served the profession for some 50 years. He was also active in community and civic affairs.

In addition to auctioneering, Col. Riek was often called upon to "emcee" events throughout the area including a regular Saturday morning program over radio station WIXK, New Richmond, Wisconsin. He also had a great interest in organic gardening and advised his radio audience on when to plant in accordance with moon and weather conditions.

Col. Riek was a graduate of the Carey Jones School of Auctioneering, a former Director of the Association of Wisconsin Auctioneers and a good member and supporter of his state and national organizations. He is survived by a son, Lloyd, also an auctioneer, two daughters and his widow.



These folks enjoyed the 1st Convention of the California Auctioneers Association.

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21st Annual Special Calf Sale

SATURDAY, OCTOBER 19, 1:00 P.M.

Special Calf Sale

SATURDAY, NOVEMBER 2, 1:00 P.M.

**17th Annual Bowman County Livestock Improvement
Association Calf Sale**

SATURDAY, NOVEMBER 16, 1:00 P.M.

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WESTERN COLLEGE OF AUCTIONEERING BILLINGS, MONTANA

FRONT ROW: Instructors, Bill Hagen, Bob Thomas, Mike Coolidge, Billings. Extreme right: Norm Warsinske, Billings.

SECOND ROW: Roy Michels, Jr., Plentywood, Montana; Rich Moore, McLean, Texas; Kenneth Young, Spanish Fork, Utah; Steve Mandeville, Bozeman, Montana; Dwayne Sitler, Camrose, Alberta; Jon Dahlberg, Bellevue, Washington; Don Bishop, Wilder, Idaho; Mike May, Dalhart, Texas; John Tucker, Little Rock, Arkansas; Bob Feist, Lodi, California; Jack Parnell, Bowman, California; Bob Erner, Rouge River, Oregon; Roy Hawkins, Reno, Nevada.

THIRD ROW: Roy Wilson, Calgary, Alberta; James Recla, Vale, Oregon; Todd McGiffin, Red Bluff, California; Luke Logan, Billings; Ed Lincoln, Parma, Idaho; Ken McKibbin, Taber, Alberta; F. D. "Dee" Akins, Central Point, Oregon; Ken Bowland, Gillette, Wyoming; Bob Hopkins, Parma, Idaho; Cliff Carr, Carrington, North Dakota.

BACK ROW: Ray Safford, Dalhart, Texas; Gary McPeak, Calgary, Alberta; Brian Ironmonger, Grasmere, B. C.; Rod Wilhite, Claresholm, Alberta; John Bagley, Amarillo, Texas; Rich Ellerd, Bozeman, Montana; Earl Quigley, Buhl, Idaho; Fred Hafner, Gardiner, Montana; Ray Slocum, Loveland, Colorado; Bert Robinson, Blackie, Alberta.

Wisconsin Men Enjoy Their Best Meeting

Wisconsin auctioneers gathered at the Howard Johnson Motel at Wauwatosa, June 11-12, for the best attended Annual Convention the group has ever enjoyed. Festivities began late the afternoon of June 11 (Tuesday) with a hospitality hour preceding dinner and then an evening's entertainment at the Melody Top Theatre.

Wednesday morning found more folks registering for the day's events. Western hats were provided for all men who registered and National Auctioneers Association pins were presented to all new members who registered. Nine pins were awarded. A Breakfast for all past presidents and secretaries of the Wisconsin organization began the day's events.

Mr. E. A. Maier, Mayor of Wauwatosa, welcomed the auctioneers and their wives to the City. Col. Jim Appleman, Cashton, called the meeting to order and presented Col. Earl Clauer, Mineral Point, President of the Association of Wisconsin Auctioneers, and Col. Ralph Horst, President of the National Auctioneers Association, each of whom addressed the convention.

Many facts concerning real estate laws were brought to the attention of the group by Mr. Roy E. Hays, Secretary and Counsel of the Real Estate Examining Board, in Milwaukee. A discussion of the auctioneers licensing law was held by the Legislative Committee before the recess for Luncheon.

After a delicious ham dinner, a voice familiar to Wisconsinites, that of Les Leonard, who provides the daily livestock market from Milwaukee, spoke to the auctioneers and their families.

Various committee reports and election of officers made up the content of the business meeting. LeRoy Teske, Berlin, retiring Secretary-Treasurer, was elected Vice President, and Robert Brandau, Wilton, was elected Secretary-Treasurer. Added to the Board of

Directors were Dean George, Evansville; James Esch, Shawano and Gerald Wilkinson, Muscoda. The latter replaces Fred Gerlach, Brookfield, who resigned from the Board.

Col. Jim Appleman, Cashton, made the acceptance speech as the new President of the Association after which he presented Col. Earl Clauer, Mineral Point, the retiring President, with an engraved gavel. It was voted to hold the 1969 State Convention at Lake Delton, in the heart of Wisconsin's vacationland.

Col. Joe Donahoe, Darlington, Wisconsin was elected as a Director of the National Auctioneers Association at Oklahoma City, in July. Wisconsin's delegation ranked third in attendance at the National Convention with 14 auctioneers, their wives and 14 children attending. We also ranked second in attendance at Chicago, a year ago. This proves we have a great interest in the Association as well as our profession. We hope in the near future we may have the chance to prove it to you all by being the Host State for the National Convention.

ROBERT BRANDAU



Goggins Purchases Livestock Auction

Patrick K. Goggins, Billings, Montana, has purchased the Billings Public Stockyards in that city. Goggins has changed the name to Public Auction Yards. Regular weekly livestock auctions are conducted by the new ownership and several special auctions have been scheduled.

Pat Goggins, a member of the Montana and National Auctioneers Associations, is a very prominent livestock auctioneer in the Northwest as well as publisher of the Western Livestock Reporter. His wide acquaintance with livestock men in the area coupled with his knowledge of livestock and marketing should make this one of the greater auction centers in the country.

Membership Reaches 2,557 As Fiscal Year Closes

The fiscal year ending June 30, 1968, was the best that has ever been recorded by the National Auctioneers Association. On that date we had a total of 2,557 members, an increase of 238 over a year ago, and the largest gain that has been scored in several years.

Probably the best reason for the membership gain was the new home office in Lincoln, Nebraska. This, coupled with action of the Board of Directors designating Lincoln as the site for our permanent headquarters, gave the NAA an air of permanence. A definite goal of a home of our own has stabilized confidence in the organization and assured its future.

It was on June 10, 1968, that the

magic number of 2,500 members was reached and passed. Increased activities in some of the states were also a contributing factor in the membership gain as the below table will illustrate.

Ohio continues to lead all other states in number of members. The top ten states in order by number of members are: Ohio, Illinois, Nebraska, Tennessee, Indiana, Pennsylvania, Kentucky, Kansas, Iowa and Wisconsin. A year ago the top ten were: Ohio, Illinois, Indiana, Nebraska, Pennsylvania, Tennessee, Kansas, Kentucky, Wisconsin and Iowa.

The following table gives the membership on June 30, this year, June 30, last year and June 30, five years ago:

STATE	1963	1967	1968
Alabama	8	13	13
Alaska	1	0	0
Arizona	7	9	12
Arkansas	10	32	46
California	49	61	71
Colorado	30	48	52
Connecticut	5	13	14
Delaware	3	5	6
Dist. of Columbia	1	3	2
Florida	20	47	52
Georgia	18	17	18
Hawaii	3	2	3
Idaho	11	13	15
Illinois	130	171	172
Indiana	113	149	139
Iowa	62	81	99
Kansas	97	99	102
Kentucky	97	94	116
Louisiana	6	6	10
Maine	4	7	10
Maryland	19	24	26

Massachusetts	28	27	27
Michigan	52	73	77
Minnesota	21	23	20
Mississippi	1	14	16
Missouri	46	61	73
Montana	29	25	30
Nebraska	132	145	150
Nevada	2	2	2
New Hampshire	4	4	5
New Jersey	33	36	56
New Mexico	14	10	17
New York	63	77	85
North Carolina	26	34	45
North Dakota	20	26	29
Ohio	148	181	178
Oklahoma	24	42	55
Oregon	14	21	24
Pennsylvania	165	138	129
Rhode Island	5	5	5
South Carolina	11	12	18
South Dakota	30	30	36
Tennessee	78	124	146
Texas	43	72	93
Utah	2	0	1
Vermont	4	4	3
Virginia	31	47	48
Washington	10	28	31
West Virginia	16	33	44
Wisconsin	79	92	98
Wyoming	16	16	12
Australia	1	1	1
Canada	18	20	23
India	2	1	1
Thailand	0	1	1
TOTAL	1862	2319	2557



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1968 A Challenge Renewed



Fellow auctioneers, ladies, and friends. It is indeed a great honor for a man to stand in front of this group as I am standing here now. I can think of no honor that would be greater for any man than to be elected as president of the National Auctioneers Association. To a young fellow that has grown up in the auction business, nothing could make your heart get closer to your throat than to be elected to this office by your competitors and friends in the same profession.

We have a greater challenge now, as individual members of this group, than we have ever had. We heard enthusiastic reports this afternoon of the past year, the most successful we have had to date. Within the past year a building fund was inaugurated by your Board of Directors. Without any formal beginning, over \$2500.00 had come in and was deposited in the bank before convention time.

Since then over \$4,000.00 more has been raised in the 3 days the drive has officially been underway. For the first time in our history, we now have over 2500 members, and that is a new milestone. Now the new challenge is 3,000.

We have more money in the bank than we have ever had, partly as a result of the additional members and partly from better advertiser support of "The Auctioneer".

Colonel Wilcox mentioned in his review of our Association activities that we needed more fellowship with our fellow auctioneer. I agree, as I think through fellowship with our competitors and friends, we can be more inspired to be a better auctioneer and a better citizen ourselves.

So the Challenge is still there! To quote our late President, Mr. Kennedy, "Let us not ask, what will my country do for me," but ask, "What can I do for my country?"

This applies to us as individual auctioneers in our home community and in our National Auctioneers Association. "What can I do for my community and for my profession?"

I challenge each of you here today to do what you can for your profession and for the National Auctioneers Association. With the help of God I'll do my share.

Thank you.

BOB PENFIELD

By Laws

In a Special Meeting of the Membership, Thursday, July 11, the By-Laws submitted a year ago by the Board of Directors were ratified by an overwhelming majority. These new By-Laws were printed in the October, 1967, issue of "The Auctioneer". Additional copies are available on request from the office of the Secretary.



The President's wife also received recognition from the Oklahoma Indians as the Chief presents a shawl to Mrs. Bob Penfield.

Ralph Horst Speaks To West Virginians

The seventh annual convention of the West Virginia Auctioneers Association was held at West Virginia's beautiful State 4-H Camp on June 15-16, 1968.

Col. Ralph W. Horst, President of the National Auctioneers Association spoke at the Sunday afternoon session. The members and their families participated in a new feature, a talent contest. Interest indicates an annual reoccurrence.

Col. A. G. "Dick" Miller of Ceredo was elected to the presidency, Col. Bobby Warf to the vice-presidency and Col. Wilson E. Woods was re-elected as

Secretary-treasurer. He has served seven years as the group's secretary. Seventeen new members have been received into membership during the final weeks before convention time.

The West Virginia Association challenges any state to show as many father and son auctioneer teams in a state membership on a percentage basis. If any such challenge is received, we shall prepare an interesting article documenting our claim for publication in this magazine.

W. E. WOODS, Secretary

There's a big difference between free speech and cheap talk.



Auction Shorts

The summer sale season is approaching its end. We had an unusually good run of sales this summer, including several estate sales. These sales consisted both of real estate and personal property and in a few cases large collections of antiques that sold very well.

Booked our first general farm sale for the coming general farm season. Looks like it will be about a \$20,000.00 sale.

Visited with Col. Mylen Wegener since the National Auctioneers Convention. He surely made me wish that I had been there.

Just a little comment, how important little things can be, when selling real estate or other type of auctions, be sure to encourage the people that you are selling for to be ready for their sale. For example—in the case of selling a home, such a small thing as a bulge in the screen door or a dirty stove burner might keep you from getting the top dollar. All of these little details do make a difference in the outcome of an auction and adds dollars to the seller and the auctioneer's commission.

HENRY BUSS
Columbus, Nebraska



1870 Indiana Home Setting For Auction

One of the most interesting auctions ever held in Ft. Wayne, Indiana occurred on July 13 when the contents of the 22 room house, owned by Mrs. John Hanna were sold. The home was built in the early 1870's and was termed as one of the most distinctive of its vintage, partly because of its extensive curlicues, balconies and turrets. The large cupola is

also a landmark as is the vine-covered carriage house which was able to accommodate six carriages.

Marble fire places, french doors and other parts of the house sold along with the household goods and antiques. A tremendous crowd attended and prices were good. An antique desk brought \$565 and a silver tea set went at \$447. Cameras were flashing throughout the sale as folks were recording a part of American history.

Trinity Episcopal Church of Fort Wayne is buying the property and will raze the structure in preparation for parking facilities. The auction was in charge of NAA member, Leo Grindley of Fort Wayne.



Antique Sale Sparks Mississippi Meeting

Members of the Mississippi Auctioneers Association gathered in the thriving Delta town of Cleveland, loaded with antiques, for their semi-annual business meeting July 27th and 28th. Three local auctioneers, members of State and National, spread Southern hospitality throughout the two day meeting that warrants their home town a favorable bid for any future convention.

Registration started at noon, Saturday, at the Hospitality Room. Members of the State Association from Arkansas and Mississippi were welcomed by local southern beauties from Delta State College and auctioneer's wives. A tour of the city was conducted by local members prior to the antique auction which started at 7:00 P.M.

Jack Alford, conducting the auction, gave fellow auctioneers the privilege of bringing merchandise to be sold with no commission charged. Every member present brought items to be sold and more than paid their expenses. Col. Alford profited by having experienced auctioneers sell and act as ringmen free of charge. Every member participated and held more than four hundred buyers

spellbound for four long hours in blistering Mississippi heat. Items donated by the Missouri Auction School were sold first and one-half of the sales were sent to N.A.A. Building Fund.

Sunday's program started at 8:00 A.M. with a board meeting while being served with hot biscuits, grits, ham and eggs, red eye gravy and home-made sorghum molasses. Business meeting and round table discussion extended through buffet luncheon attended by auctioneers, wives and local dignitaries.

Remarked State President, Toxey Fortinberry, "If you are ever near Cleveland, Mississippi, you will always find a helping hand from three local auctioneers, Howard Reed, Charles Smith and Jack Alford."



A pioneer is a person whose annual property tax now exceeds what he paid for the place to begin with.

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Col. Bob Thomas—Billings
Col. Carl O. Westermarck—Shelby
Western College Auctioneering—Billings

Oklahoma City Was Truly "Fun City"

This is a simple note of thanks to all the ladies who did so much to help our Auxiliary have such a "Fun" year. First of all, thanks Heaps (as we Indians say) to all the Oklahomans who did everything imaginable to guarantee us a fine stay. Alma Crowell, Gladys Free, Louise Jones, Mary Louise Turnbow, Ethelyn Boren, Jenny Blodgett are a few names that pop in my mind. But there were ever so many more and thank you to them, too.

Then there were Mr. and Mrs. Draper who were in charge of the bus tours and they were simply tremendous. They worked so tirelessly so we could relax and enjoy ourselves.

Next, the work of the Nominating Committee consisting of Mrs. Russ Kiko of Ohio, Mrs. Jim Wilson of Arkansas, and Mrs. Goldye Overton of New Mexico was appreciated. The Auditing Committee was excellent also and consisted of Mrs. Irene Erickson of Iowa and Mrs. Bob Penfield of North Dakota. Fortunately, the least busy committee we ever have is our Grievance Committee, but Jean Fleming and Betty Wooley agreed to serve, and were unneeded.

Our Board of Directors worked in every way to assist the Oklahoma Ladies in helping make it a grand time for all. It was just fun to be President of the Auxiliary with all this excellent help. It

Dear Ladies:

It was indeed a pleasure so many of you were able to attend the Convention in our Fair City and State.

It makes everyone's efforts much more worthwhile, when all contribute for a successful convention, renewing memories and pleasures with others of our outstanding profession.

The Auxiliary is an important part of every convention. Its success depends on the efforts of all.

The hospitality of Virginia will offer much to be looking forward to in 1969. Plans are already in the Hopper for your pleasure.

ALMA CROWELL
Auxiliary President

was truly a pleasure to be your President this year.

KAY DEWEES



Judge: "Couldn't this have been settled out of court?"

Defendant: "Your Honor, that's exactly what we were doing but a couple of policemen butted in and stopped the fight."



Roanoke In 1969

Roanoke, Virginia, has been selected as the site of the 1969 National Auctioneers Association Convention. The dates will be July 10-11-12. This will be the Twentieth Annual Convention of the NAA. The first convention of the NAA was held in Roanoke, in 1950. Prior to 1950 the National Conventions were under the auspices of the National Society of Auctioneers, forerunner of our present NAA. Headquarters will be the picturesque Hotel Roanoke. You will be hearing more regarding this beautiful Hotel and other convention features as the months pass.

Col. Gynelle M. Jones—Franklin
 Col. Harry W. Kerns—Urbana
 Col. Richard T. Kiko—Canton
 Knotts Auction School—Gallipolis
 Col. O. L. Lansaw—Middletown
 Col. James A. Luggen—Cincinnati
 Col. Mearl Maidment—Bowling Green
 Col. James A. Marlowe, Sr.—Warren
 Col. Harley O'Day—Columbus
 Col. Chester Rector—Akron
 Col. George Roman—Canfield
 Col. Dean C. Smith—Marietta
 Col. Steve Steinmetz—Springfield
 Col. Ralph VanderVlucht—Perrysburg
 Col. R. Dale Washburn—Morral

OKLAHOMA

Col. Cecil Abernathy—Oklahoma City
 Col. Lewis W. Campbell—Wyandotte
 Col. V. K. Crowell—Oklahoma City
 Col. R. C. Hinkle—Oklahoma City
 Col. Clyde Jones—Alva
 Col. George McKiddie—Del City
 Col. Jim Richards—Spencer
 Col. F. E. Springer—Red Oak
 Col. R. B. Thompson—Ralston
 Col. Ed Vierheller—Claremore

OREGON

Col. Roger Baker—Ontario
 Col. Harold E. Ball—Portland
 Col. Orland J. Brenner—Medford
 Col. Dick I. Boyd—Portland
 Col. Donald F. Kennedy—Portland
 Col. Edgar Lane—West Linn
 Col. Virgil R. Madsen—Junction City
 Col. Harold W. Morris—McMinnville
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 Col. Ernest O. Maine—Hopkinton
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SOUTH CAROLINA

Col. Ralph J. McClendon—Edgefield
 Col. Lloyd Meekins—Dillon
 Col. George P. Pechilis—Columbia

SOUTH DAKOTA

Col. Wild Bill Hickok—Hot Springs
 Col. Albert J. Metter—Huron
 Col. Richard W. Stene—Beresford

TENNESSEE

Col. Rubert Ainley—Dukedom
 Col. Richard W. Bethea—Chattanooga
 Col. Claude H. Coleman—Madison
 Col. J. Robert Hood—Lawrenceburg
 Col. H. C. "Red" Jessee—Morristown
 Col. Clay Metz—Columbia
 Col. Troy Olds—Halls
 Col. Bob Winton—Winchester

TEXAS

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 Col. Thomas W. Akers—El Paso
 Col. Dudley Althaus—Fredericksburg
 Col. Maurice Birtten—Groom
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 Col. Phil Bunnell—Marble Falls
 Col. Preston Bunnell—Marble Falls
 Col. O. L. Henson—Abilene
 Col. H. D. Henderson—Wolfforth
 Col. H. L. Holtzendorf—Dallas
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 Col. Henry A. Ismonde—Houston
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Col. Willie Catlett—Lynchburg

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Col. Morris F. Fannon—Pennington Gap

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Col. David H. Gladstone—Norfolk

Col. C. D. Jordan—Martinsville

Col. O. D. Jordan—Martinsville

Col. Melvin Lacey—Dry Fork

Col. Jack Peoples—Chesapeake

Col. Tom W. Reese—Remington

Col. Maury Riganto—Norfolk

Col. R. O. Root, Jr.—Roanoke

Col. J. E. Sutphin—Newport

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Col. J. D. Vaughn—Keysville

Col. Roy Wheeler—Charlottesville

WASHINGTON

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Col. Ray S. Brock—Pasco

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Col. LeRoy Teske—Berlin

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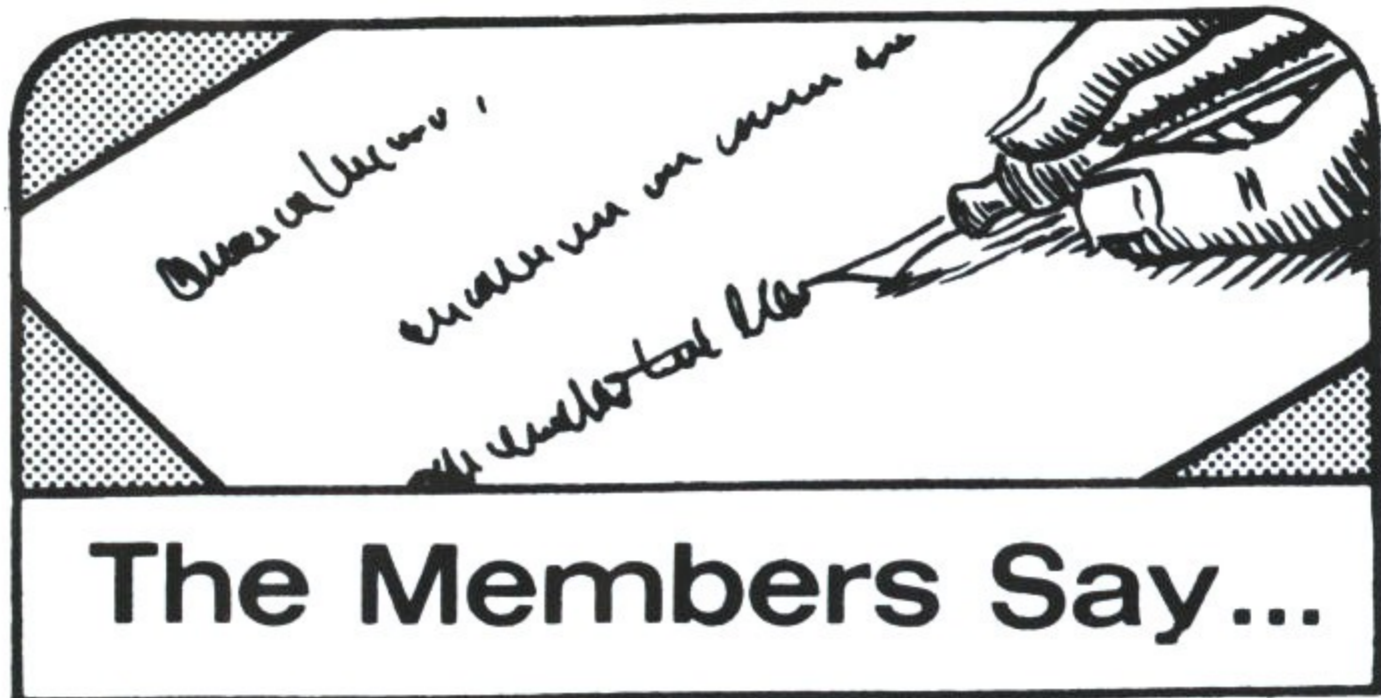
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The Members Say...

Dear Bernie:

Just a note to say that I thought the recent convention was the best ever. There was certainly a fine array of qualified speakers. I am just sorry that more of our Mississippi members were not there.

I don't know who to thank for it, but after I returned home, the local newspaper carried a nice article about my being at the National Convention. This is a valuable and thoughtful service and whoever thought of it is to be commended.

kindest regards,
J. L. HENDERSON
 Gulfport, Mississippi

Dear Bernard:

Enclosed find check in the amount of \$15.00 covering dues and booster page listing for the coming year.

I would like to express my appreciation for the officers for their fine efforts and the progress and success the Association enjoyed and to wish the newly installed Officers continued success and good health, also to all the members who benefit from their labors - good hunting.

Most Sincerely,
HARVEY W. LEE
 Salem, New Jersey

Dear Bernie,

My family and I enjoyed the Convention in Oklahoma City very much. Not only were we made welcome on attending our first Auctioneers Convention but the sessions were very

informative and will aid me greatly in the future.

When I returned a piece of literature was on my desk which I felt you might be interested in. After hearing Calvin D. Johnson speak on "The American Way of Life" and Ed Foreman at the Banquet, this expressed, also, the feeling which the speakers and most of the Auctioneers believe is the American Way. Enclosed is a copy of "The Price They Paid" which you may want to pass on.

Sincerely,
JIM McCUTCHEON
 Parkersburg, West Virginia

Dear Bernie:

Find enclosed my 1968 membership dues. We enjoy The Auctioneer, especially the articles on Real Estate Auctions, which we don't have in this area.

Although I have contracts with Real Estate Broker's for landscaping work, land clearing and maintenance, I have not been able to get in the selling end of it. Most residential property is sold at 1% down, then all building and land prices including land clearing and land leveling is added to a long term mortgage, all on credit. We are still working, had continuous rains the past 30 days.

Sincerely yours,
HERBERT SCHWALBE
 Sulphur, Louisiana

Dear Sirs:

Enclosed find check for \$15.00 for my dues. It has been a pleasure to belong to the N.A.A. and certainly relaxing to receive the magazine for all these years and I have them all.

Thanks and yours truly,
JOHN FLYNN
 Trenton, N. J.



It often pays to go out on a limb.
 That's where the fruit is.

Illinois' Oard Sitter Stricken By Death

The death of L. Oard Sitter, Anna, Illinois, on June 17, 1968, removed one of the country's most colorful auctioneers from the earthly scene. Col. Sitter started in the auction business in 1925, although he graduated from Washington University the year before with a D.D.S. degree. The development of an eye condition prevented him from practicing dentistry.

Oard Sitter was endowed with a booming voice and he made the best of this asset in his career as an auctioneer. The many unusual sales conducted by him would fill a lot of space. Probably the project that earned the most publicity was the selling of the pig, King Neptune, at bond raising affairs during World War II. More than \$19,000,000 was raised in these auctions. King Neptune was buried on a plot of ground six miles east of Anna, on old Highway 146, after death from natural causes in 1950.

Col. Sitter, who was 74 years old at the time of his death, was an active supporter of all organizations relating to his livelihood including his state and national auctioneers associations. In his later years he became active in politics and served four years as Assistant State Treasurer of Illinois, and a similar term as an administrative assistant in the Division of Markets of the Illinois Agriculture Department.

Survivors include his widow, a son, Lloyd, who is a prominent auctioneer in southern Illinois, a daughter, one grandchild and a brother in addition to a host of other relatives and friends.



Skeptic: "Yo' see how it is, Elder, I'se got a problem. I don't see how I'se twine git mah shirt on ovah mah wings, when I gits to glory."

Parson: "Dat ain't you' problem. It's how is you' gwine git you' hat on ovah yo' horns."

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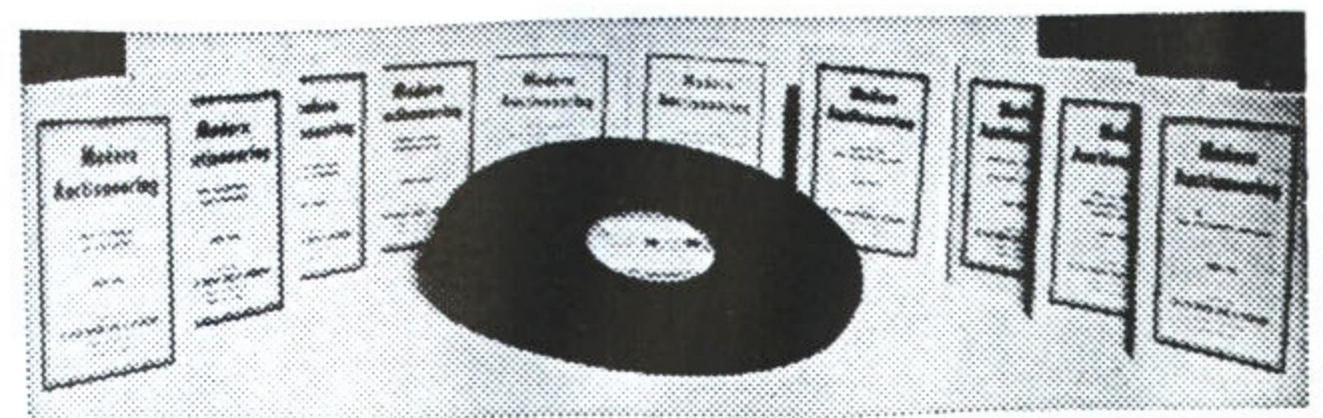
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Row 2: Terry Wright, Louisiana; Jimmy Cook, Texas; Glenn Dorn, Texas; Jack Estes, Texas; Thomas Cannon, Texas; R. E. Cotton, Texas; Dusty Adams, Texas; John Burleson, Texas; Paul Mooney, Texas; Robert Baggett, Arkansas; Richard Hampton, Texas; Reggie Stone, Texas; Robert Burnside, Texas.

Row 3: James Cade, Texas; Walter Hall, Oklahoma; Dennis Mason, Oklahoma; George Bumper, Texas; J. R. Stearns, Alabama; Richard Derrick, Texas; James Schraeder, Texas; Wesley Hoskins, Texas; Paul Jackson, Texas; Glenn Heath, Mississippi; Gregory Hayes, Texas; Erwin Kieseletter, Texas; Randy Hay, Texas.

Bob Schnell Named World's Champion

Robert Schnell, Lemmon, South Dakota, was named World Champion Livestock Market Auctioneer at the 1968 annual contest held at Lakeland, Florida, in June. This championship contest is a



ROBERT SCHNELL

part of the Livestock Marketing Congress sponsored by the Certified Livestock Markets Association. Schnell had been Reserve Champion in the 1966 and 1967 contests.

Winner of the Reserve Champion award was another NAA member, Archie Moody, Darlington, South Carolina. Moody was champion of his region in the 1967 contest, which was held at Great Falls, Montana.

Other regional champions and their sponsoring Certified Market were: Dean Parker, Gallagher Livestock Auction, Fallon, Nevada; Tom Westrope, Denver Livestock Market, Denver, Colorado; Edwin Allen, Deming Cattle Sales Company, Deming, New Mexico; O. R. Ireland, Missouri Livestock Market Center, Mexico, Missouri; and Denver

Stuckey, Lugbill Brothers, Archbold, Ohio.

An added feature to this year's contest was a Junior Division. Dennis Rezac, son of Mr. and Mrs. Delaine Rezac, St. Marys, Kansas, was the winner of this section. Bert Penfield, son of Mr. and Mrs. Bob Penfield, Bowman, North Dakota, was the winner of the younger set in the Junior Division.



GRADUATE AUCTIONEER

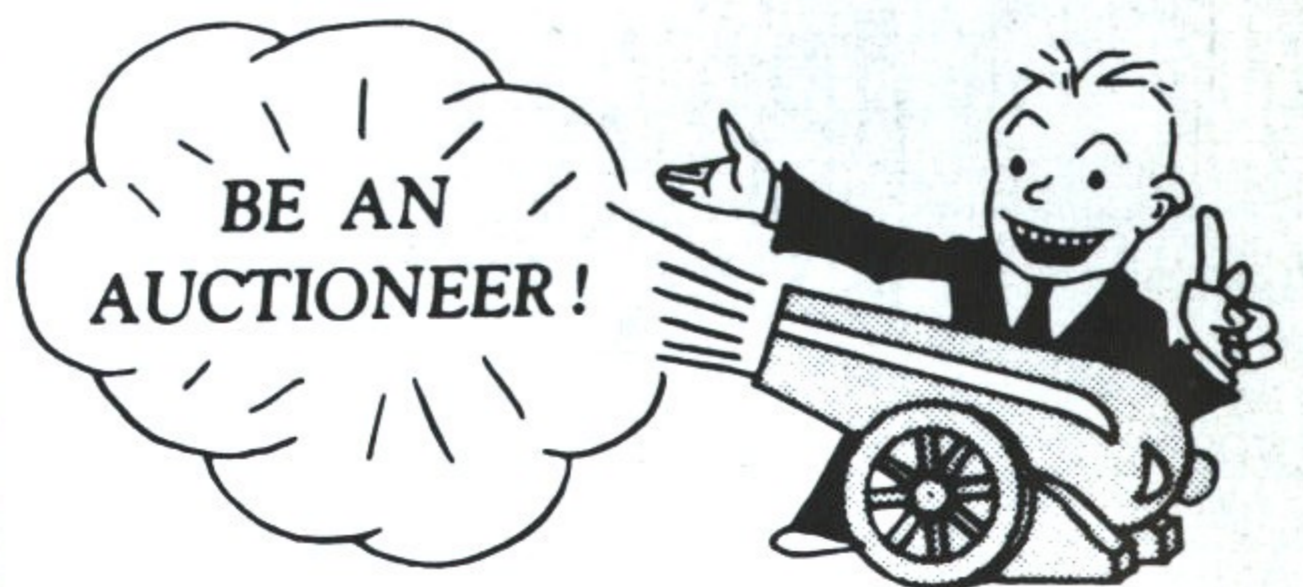
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Across The Country

BY BERNARD HART



By BERNARD HART

Thank you, kind readers, for not reminding us of errors in the July issue. Whether you know it or not, I am sure some sort of record was established when it comes to making mistakes in one publication. Since we got through it so well, we will not call them to your attention at this late date. However, in fairness to those concerned, the picture on page 6 was the Missouri Auction School Banquet, Class of March, 1968. The picture on page 22 was the Banquet of the Arkansas Auctioneers Association.

There was also a misstatement in this column in the July issue. The Haystack Angus Ranch Sale was the first sale of registered livestock to pass the million dollar mark in several years rather than the first such sale. In fact, there have been several but they don't happen very often.

Now, to get back on the mainline again and express some thoughts more current, the first thought that comes to mind is the fine meeting we had in Oklahoma City. Those of you who missed it are certainly the losers. In fact, if you only attended the Thursday session I am sure you would have said you were well rewarded for your time and expense. Cal Johnson's presentation certainly proved him to be one of the great speakers in the country. By the way, he has already been confirmed to address the Nebraska Auctioneers Convention, next May 4.

Next month, we will have a complete financial statement to present to our members through "The Auctioneer." The fiscal year, ended June 30, was the most successful we have ever had. Records were established in nearly every department. This brings up the question, "Where do we go from here?" The answer is in the hands of you, the

individual member. Our progress, be it forward or backward, is definitely in the hands of the members. Some push, some just ride and a few even pull back. You might ask yourself, "To which category do I belong?"

At least one other organization has recognized Lincoln, Nebraska, as the ideal place for their headquarters office. The Roller Skating Rink Operators Association (National) has moved their offices here from Detroit. They are occupying temporary quarters in the downtown area while their new office building is being constructed in East Lincoln.

Clair L. Pifer, NAA member from Medina, Ohio, sent us a clipping of an advertisement he has used in his local newspaper. We can hardly reprint it in "The Auctioneer" but for those of you who have a local newspaper with a reasonable advertising rate, you could certainly get some ideas. The reason we mention it is because we have had the idea for a long time that auctioneers tend to advertise themselves rather than the auction method of selling. There are lots of things being sold privately that could be sold to better advantage at auction but the owners do not know this. I recall when I was in livestock field work, another fieldman and I were comparing notes one day and he made the remark that we were driving past more business than we were getting. I agreed with him and I feel the same is true of many auctioneers.

Troubles in getting the July issue of "The Auctioneer" in the mail as scheduled prevented me from attending the Livestock Marketing Congress and World's Champion Livestock Market Auctioneers Contest this year. This is one convention I like to attend, perhaps one of the reasons is that it is one of

the few where I have no responsibilities and can have all the time I need to visit with others in the same situation. I certainly missed renewing old acquaintances at this meeting as well as making some new ones.

Speaking of livestock markets we have a couple of news items to pass along. Jack Nelson, owner of Nelson Livestock Auction, Willcox, Arizona, has sold his interest in the former Payne Livestock Auction Market at Tucson, to Wentz Brothers who also operate a market in the Tucson area.

The new "Cattle Dome" at Tyler, Texas, has attracted a lot of attention. The grand opening of this huge and unusual facility attracted a crowd of more than 800 persons. Entertainment included a full band, a quartet and even dancing girls. They also sold livestock.

Now that our National Convention is over, summer has come and gone, State Conventions will soon be getting under way. Practically all those events held during May and June saw more interest and better attendance than ever before.

We expect this to continue throughout the fall and winter. By the time you read this I will have visited my first meeting of the new Georgia Auctioneers Association. Meanwhile, let's all put AUCTIONEERING first, attend our regional and state meetings and sell the public on the AUCTION METHOD.

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New Officers

Bob Penfield, Bowman, N. D. was elected President of the National Auctioneers Association in the Annual Business Meeting at Oklahoma City, July 13. He succeeds Ralph Horst, Marion, Pennsylvania. Penfield is a third generation auctioneer, his grandfather having established one of the first livestock auction markets in the Dakotas. His father, Earl Penfield, has been active for many years in auction circles in western North and South Dakota. Bob is owner and manager of the Home Base Auction Market at Bowman.

Jim Messersmith, Jerome, Idaho, was elected to the office of 1st Vice President, and Dean Fleming, Atkinson, Nebraska, was elected 2nd Vice-President. Both men are well known in the auction profession as well as in the NAA.

Elected to three year terms on the Board of Directors were: Retiring President, Ralph Horst; Joe Donahoe, Darlington, Wisconsin; Grover Howell, Dallas, Texas; Howard Roland, Grand Junction, Colorado; and Jim Stevens, Nashville, Tennessee.

Retiring Directors were: John Overton, Albuquerque, New Mexico; Dean Fleming, E. B. Fulkerson, Jonesboro, Tennessee; Vernell Johnson, Hartford, South Dakota; and Si Williams, Caldwell, Idaho.

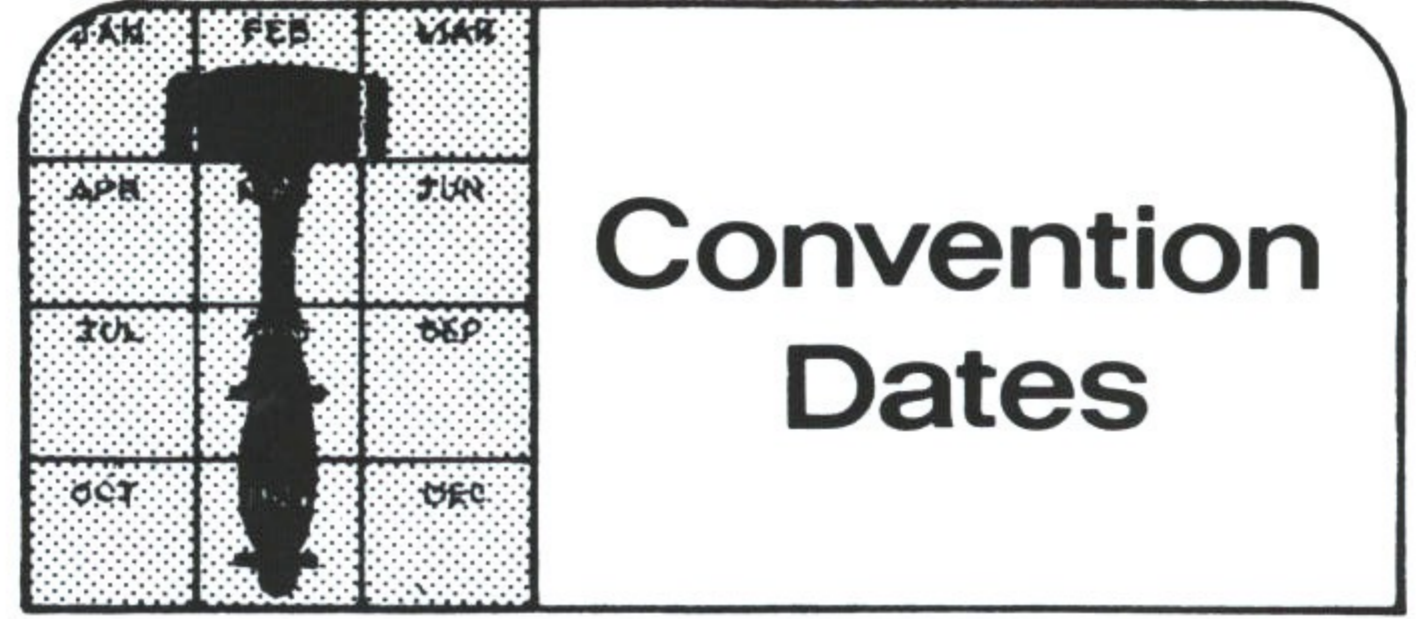
Benton Harbor Site Of Michigan Picnic

The annual Michigan Auctioneers Picnic was held on Sunday, June 30, at the House of David Park in Benton Harbor. There was a tour of the New, World Famous, Benton Harbor Fruit and Vegetable Market. After a welcome by Ken Slater, Market Master, Allan Knettle, assistant, conducted the tour showing the market in operation selling cherries, raspberries, strawberries and gooseberries.

A fine pot-luck dinner followed. Mr. and Mrs. Mike Young were in charge of hospitality. Mr. and Mrs. Jerry Arend were in charge of games and prizes future Auctioneers.

No business meeting was held. The prize for travelling the farthest distance went to Col. and Mrs. Cole and family who came 175 miles to attend. There were many other games and prizes, with fun for all.

JOHN M. GLASSMAN



- October 19-20—Illinois State Auctioneers Association, Leland Motor Hotel, Springfield.
- October 26-27—Iowa Auctioneers Association, Hotel Burlington, Burlington.
- December 7-8—Virginia Auctioneers Association, Natural Bridge Motel, Natural Bridge.
- January 11-12—Ohio Auctioneers Association, Southern Hotel, Columbus.
- January 25-26—Mississippi Auctioneers Association, Jackson.
- July 10-11-12—NATIONAL AUCTIONEERS ASSOCIATION, HOTEL ROANOKE, ROANOKE, VIRGINIA.



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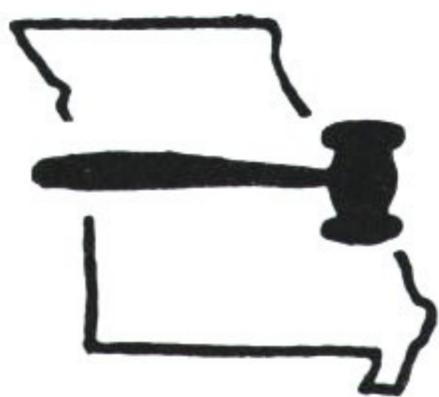
REAL ESTATE

Here's a special invitation from the Missouri Auction School to auctioneers interested in selling real estate. . .

To help you present a more complete selling service, the Missouri Auction School offers a short course in Real Estate Auctioneering and Auction Sale Management. This easily mastered, step by step course consists of home study plus a one week resident term in Kansas City. Designed for the busy, forward-looking individual, it is available to auctioneers who do not offer a real estate auction service or auctioneers who do offer it, but are now selling less than a half million dollars worth of real estate annually and would like to do better.

The home study consists of an auction operations manual, advertising and clerical aids, plus a long-play training record. The first two days of school will consist of lectures and clinics dealing with the legal aspects of selling and conveying real estate. If you are not a licensed broker, this portion will help prepare you for your state examination. If you are a broker, it will be a good review. The latter part of the week will be devoted to lectures and work shops on the actual listing, advertising, managing and selling of all types of real estate by auction. This will include farms, ranches, commercial, industrial, residences, sub-divisions, resorts, and other properties for individuals, estates, corporations and federal, state, and local governments.

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



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Model S-120

- *Completely portable—weighs 22 lbs.*
- *For audiences up to 1000*
- *It becomes its own lectern*
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Streamlined, self-contained complete sound system gives you 25 watts of audio power. Easy to use: open the case, position the microphone, turn on and talk.

The Roving Rostrum reproduces voice and music with excellent fidelity and clarity. It works on 10 flashlight batteries, that last for more than a year with normal use. Retractable legs are provided for easy reading height adjustment. The luggage-style case is made of scuff-proof Royalite.

SPECIFICATIONS

Amplifier: 25 watt EIA rating (40 watt peak), push-pull all-transistor design.

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Construction: Molded scuff-proof black Royalite; retractable legs for height adjustment.

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Price: Model S-120 with professional microphone—\$198.95 less batteries.

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