

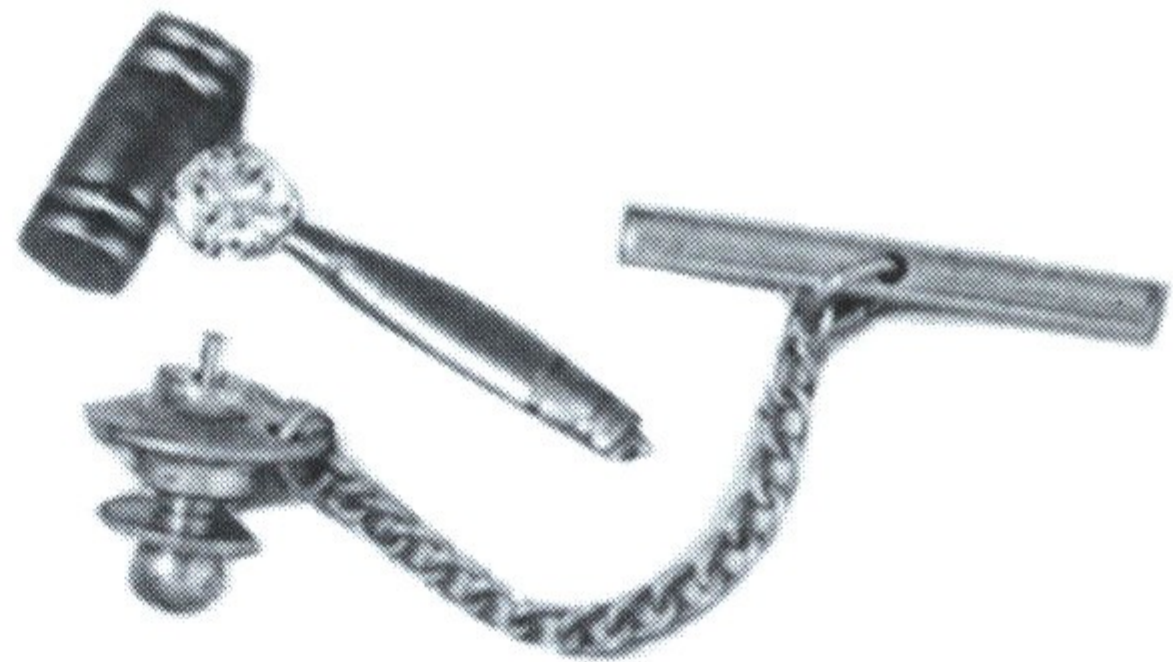
VOL. XXII No. 9 SEPTEMBER, 1971

THE **auctioneer**





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

Fellows!

My wife had me a tie tack made like the one pictured above. I have been wearing it for some 3 years now and I have never had anything that attracts as much attention or gets so many favorable comments. I know most of you have seen mine or the ones several of our NAA members wear. I have arranged with one of the leading wholesale jewelers to make these tie tacks.

The gavel itself is 14 K “Solid” Gold
with .15 High quality sparkling diamond\$119.95
with .25 High quality sparkling diamond 159.95
(Prices on larger stones quoted upon request)

Felt (Silver Belly Color)\$12.95
Straw (Light Tan, Cream-Color)11.95
Plus 4% Sales Tax

Be sure to include the size, brim width and the name of the wearer as we put the name in the sweat band.

COLONEL W. CRAIG LAWING

5521 Belhaven Blvd.—Charlotte, N. C. 28208

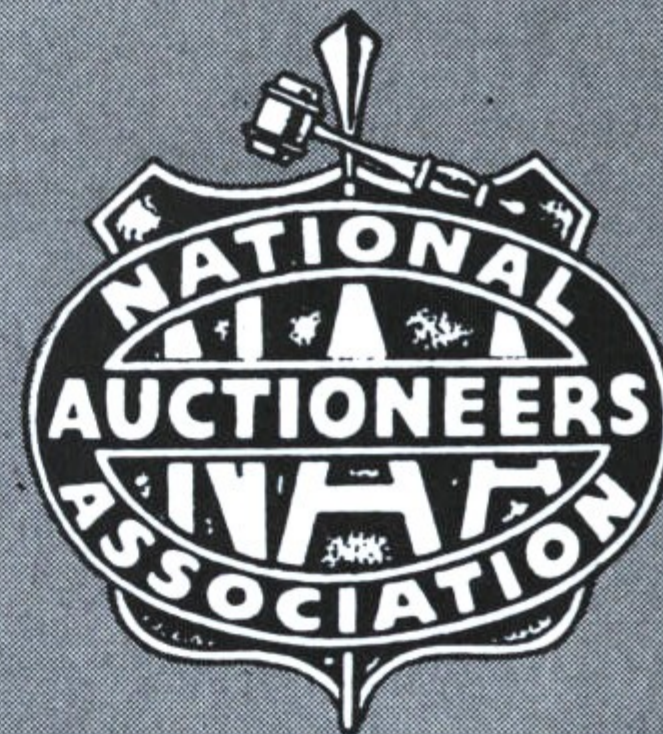
Telephone: Area Code 704/ Office 399-6372

Home 399-3260

THE auctioneer

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION

135 LAKEWOOD DR. LINCOLN, NEBR. 68510



EDITOR

Bernard Hart, Lincoln, Nebraska
Jan Merritt, Assistant to the Editor

Contributing Editors

Col. "Pop" Hess, 401 Ontario Ave., Bellefontaine, Ohio; Walter Carlson, Trimont, Minn., and every member of the National Auctioneers Association.

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

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

CLOSING DATES FOR ADVERTISING COPY and ALL ARTICLES FOR PUBLICATION 15th OF THE MONTH PRECEDING ISSUE OF THE 1st.

Single copies 50 cents.

DISPLAY ADVERTISING RATES

Full Page	\$45.00
One-half	22.50
Quarter Page	11.25
Column Inch.....	3.00

Copyright 1971

National Auctioneers Association
All Rights Reserved

Published the 1st of each month
except August.

NATIONAL AUCTIONEERS ASSOCIATION

President:

Grover Howell, 7840 Lake June Rd.
Dallas, Texas

First Vice President:

Morris Fannon, R.R. 2
Pennington Gap, Virginia

Second Vice President:

Joe Donahoe, 627 Harriet St.
Darlington, Wisconsin

Secretary:

Bernard Hart, Lincoln, Nebr.

Treasurer:

Henry Rasmussen
St. Paul, Nebraska

Directors:

(Terms expiring 1974)

Dean Fleming, Atkinson, Nebr.
H. Willard Arnaman, Unionville, Mo.
Lyle Erickson, Cresco, Iowa
Ford Good, Seville, Ohio
David H. Tracy, Pavilion, New York

(Terms expiring 1973)

Jim Messersmith, Jerome, Idaho
Charles P. Dunning, Elgin, Ill.
Martin Higgenbotham, Lakeland, Fla.
Wayne Kessler, Campbellsville, Ky.
Garth W. Wilber, Bronson, Mich.

(Terms expiring 1972)

Bob Penfield, Bowman, N. Dak.
Roy L. Crume, Kokomo, Ind.
W. Craig Lawing, Paw Creek, N.C.
Wylie Rittenhouse, Uniontown, Pa.
Ed Vierheller, Claremore, Okla.

EXECUTIVE OFFICES

135 Lakewood Dr.
Lincoln, Nebr. 68510

Convention Attendance Tops All Previous Years

It was a foregone conclusion that the 1971 National Auctioneers Convention would be a record-breaker from any way it was observed and this was certainly the case. Total registration reached 822, besting by 133 the previous record established at our 20th Annual Convention, in Roanoke, Va., two years ago.

Nebraskans supported their home state location like never before with 151 registrations, topping last year's record of 141, established by the Wisconsin auctioneers. Of the other states, Iowa registered 49 persons.

Another record was established by the Kentucky auctioneers. They had 47 registered which was the highest figure they have ever recorded, even topping their attendance in 1960 when the convention was in Louisville. No matter where the convention is held there is certain to be a good representation from Wisconsin. This year they had 46, only three less than second place Iowa.

Distant states with good representations were Tennessee with 30 while New York and Florida had 25 each. Altogether, 39 states and two Canadian Provinces were represented.

Following is a list of registrations by States:

ALABAMA—2

Mr. and Mrs. John A. Horton, Huntsville

ARKANSAS—15

Mr. and Mrs. Jim Cates, Little Rock

J. C. Dyer, Nashville

Mr. and Mrs. Fred Hiatt, Rogers

Mr. and Mrs. Jerry Hiatt, and daughter, Rogers

Mr. and Mrs. Glen R. Vaught, No. Little Rock

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

B. L. Wooley, Little Rock

CALIFORNIA—5

Mr. and Mrs. Jess W. Aringdale, Long Beach

Harold C. Henry, Rosemead

Mr. and Mrs. Ed Huisman, Galt

Buford M. Jenkinson, Orangevale

COLORADO—13

Artie D. Baldwin, Denver

Charles E. Cumberlin, Greeley

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

Thomas L. Peach, Eagle

Mr. and Mrs. Howard Roland, Grand Junction

Mr. and Mrs. J. Lee Sears, Ft. Lupton

Mr. and Mrs. Reuben J. Stroh, Loveland

Mr. and Mrs. Troil Welton, Wray

CONNECTICUT—2

C. R. Cone, Jr., North Franklin

William J. Josko, Southport

DELAWARE—1

Riley Jefferson, Lincoln

FLORIDA—25

R. K. Beebe, West Palm Beach

C. B. Drake, Fort Lauderdale

Jim Graham, North Palm Beach

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

Mr. and Mrs. Neil L. Hoopingarner, and four children, Tampa

Joe Horn, Ft. Lauderdale

Mr. and Mrs. Ray James, and guest, Sarasota

Mr. and Mrs. Joseph F. Sedmera, Lakeland

Mr. and Mrs. Vince Simmons, Jr., and child, Lakeland

J. Wayne Taylor, Miami

Mr. and Mrs. George F. Van Deree, Venice

HAWAII—7

Mr. and Mrs. Frank M. Gwinn, and two children, Kailua

Mr. and Mrs. Louis Stambler and guest, Honolulu

IDAHO—2

Irvin Eilers, Kimberly

Jim Messersmith, Jerome

ILLINOIS—38

Mr. and Mrs. Edward Ahrens, Staunton

H. S. Beeney, Peoria

Edward E. Bilbruck, Lincolnshire

Mr. and Mrs. Edward S. Burns, Monmouth

Mr. and Mrs. Gail Cowser, Glasford

Mr. and Mrs. Albert C. Dunning, Elgin

Mr. and Mrs. C. P. Terry Dunning, and daughter, Elgin

Mr. and Mrs. Leo R. Kramper, St. Libory
 Mr. and Mrs. William Magee, O'Fallon
 Mr. and Mrs. John Modica, Chicago
 Mr. and Mrs. Michael Modica, and three children, Chicago
 Mr. and Mrs. James Quick, Aurora
 Mr. and Mrs. Norm Roth, Morton
 Mr. and Mrs. Virgil F. Scarbrough, Quincy
 Mr. and Mrs. James Sims, Thompsonville
 Mr. and Mrs. Lloyd E. Sitter, Anna
 Mr. and Mrs. Charles B. Wade, Morrisonville
 Mr. and Mrs. Herbert Wright, Creve Coeur

INDIANA—30

Jim Bayman, South Whitley
 Leo M. Boatwright, Columbia City
 Mr. and Mrs. James A. Buckley, Shelbyville
 Mr. and Mrs. Bill E. Cooke, Griffith
 Roy L. Crume, Kokomo
 Ray Fisher, Paoli
 Mr. and Mrs. John L. Friedersdorf, Franklin
 Tom Dunlevy, Jeffersonville
 Mr. and Mrs. Harvey Lambright, Howe
 Mr. and Mrs. Cecil Meier, and daughter and grandson, Madison
 Mr. and Mrs. D. D. Meyer, and two children, Vincennes
 Mr. and Mrs. Ernest Niemeyer, Lowell
 Mr. and Mrs. Noble Ratts, Whitestown
 J. Wilbur Duff Robbins, Indianapolis
 Mr. and Mrs. Romaine Sherman, Goshen
 Mr. and Mrs. Paul Taylor, Mariah Hill

IOWA—49

Mr. and Mrs. Al Boss, Carroll
 Mr. and Mrs. F. E. "Mike" Bloomer, and two children, Glenwood
 Mr. and Mrs. Howard Buckles, and daughter, Keosauqua
 Mr. and Mrs. Warren Collins, Jesup
 Mr. and Mrs. Leland Dudley, Hampton
 Mr. and Mrs. Lyle Erickson, Cresco
 Mr. and Mrs. Paul Grote, Carroll
 Mr. and Mrs. Roy Johnson, Buffalo Center
 Leon E. Joy, Ames
 Mr. and Mrs. Irving Leonard, Elkader
 Mr. and Mrs. Robert Mallinger, and two children, Sigourney
 Fred A. McIntire, Fairfield
 Mr. and Mrs. Kenneth E. Mozena, Dubuque
 Fred A. Neumeister, Dubuque
 Mr. and Mrs. Clinton A. Peterson, Webster City
 Mr. and Mrs. C. F. Prange, Charles City

Mr. and Mrs. Wendell R. Ritchie, Marathon
 Carl W. Setterberg, and grandson, Burlington

OUR COVER

Hon. J. James Exon, Governor of Nebraska, presented Bernard Hart, Secretary of the National Auctioneers Association a belt buckle with a large blue agate, Nebraska's official gem stone, in the center. NAA President, Dean Fleming sold the buckle at auction to Lincoln auctioneer, Avery Forke, for \$190.00, the proceeds going to the Building Fund.

Adding to the festivities were the selling of the Governor's brown tie to Charlie Gannett of Omaha, for \$200. Mayor Schwartzkopf's tie, a red one, was purchased by Harold Henry of Los Angeles, for \$190. Joining in the hilarity (and fund raising), Mrs. Schwartzkopf removed the string of beads she was wearing and Dean Fleming paid \$157.50 for them. Ron Woodward, the 1971 Champion Auctioneer, sold the latter three items.

In his address at the Thursday noon Luncheon, in dedication of the new building, Governor Exon said, "The great and important lessons of life are well demonstrated in the art of auctioneering. "The auctioneers' expertise particularly demonstrates the qualities of making a decision and the ability to judge."

Wayne Stewart, Audubon
 Mr. and Mrs. Earl Thies, and two children, Ames
 Mr. and Mrs. Harold H. Van Syoc, and daughter, New London
 Bob Winegarden, Pocahontas

KANSAS—39

Mr. and Mrs. Joe Bauman, Bern
 Mr. and Mrs. Gary W. Beck, Clay Center
 Mr. and Mrs. Dick Brewer, Mt. Hope
 Mr. and Mrs. Byron Carpenter, and two children, Stockton
 Mr. and Mrs. C. W. "Bill" Crites, Junction City
 Mr. and Mrs. Willis A. Darg, Bennington
 Mr. and Mrs. W. O. Harris, and son, Wetmore



Albert C. Dunning, Elgin, Ill., (right) expresses appreciation for being one of two auctioneers selected to receive "Auctioneering's Highest Award." NAA President, Dean Fleming, has just made the presentation. Col. Dunning is a 50 year veteran of the auction profession, a former president of the Illinois State Auctioneers Association, a former director of the National Auctioneers Association and always a promoter of his profession and the associations that represent his profession.

Mr. and Mrs. Paul A. Hurst, Valley Falls
 Mr. and Mrs. Bob L. Jessup, Phillipsburg
 Mr. and Mrs. Marvin Knopp, and two children, Dighton
 Mr. and Mrs. Rex Newcom, and son, Whitewater
 Ed Reimer, Goessel
 Fred Sherlock, St. Francis
 Eldon Thorman, Clay Center
 Lawrence Welter, Manhattan
 Mr. and Mrs. Earl W. Whitehurst, and three children, Emporia
 Roy E. Wood, Wichita
 Gerald Zimmer, Beloit

KENTUCKY—47

Mr. and Mrs. Adrian Atherton, Hodgenville

Mr. and Mrs. J. O. Briggs, and son, Stanton
 Mr. and Mrs. W. L. Crowder, and daughter, Bowling Green
 Mr. and Mrs. John L. Cummins, Cynthiana
 Mr. and Mrs. Richard G. Eversole, and two children, Morehead
 Mr. and Mrs. Henry L. Jones, Winchester
 Mr. and Mrs. Wayne Kessler, and son, Campbellsville
 James R. Knott, Owensboro
 C. Roger Lewis, Morehead
 Mr. and Mrs. John P. O'Connor, and five children, Owensboro
 Mr. and Mrs. Perry Poe, and three children and guest, Brooksville

Mr. and Mrs. Clarence Proffitt, Lamb
 Mr. and Mrs. Rex Proffitt, Tompkinsville
 Mr. and Mrs. C. W. Shelton, and
 daughter, Mayfield
 Mr. and Mrs. Charles H. Switzer, and
 parents, Cynthiana
 Mr. and Mrs. Johnnie W. Taylor, Glasgow

MARYLAND—2

Mr. and Mrs. George Wittstadt,
 Cambridge

MASSACHUSETTS—8

Mr. and Mrs. Charles Cornell, Lakeville
 Mr. and Mrs. Phil Goldstein, and guest,
 Boston

Frank Onischuk, Westminster

Mr. and Mrs. Gordon Reid, Brimfield

MICHIGAN—21

Jim Brannan, and two guests, Boyne City

Mr. and Mrs. Frank Gates, Litchfield

Mr. and Mrs. John M. Glassman, and four
 children, and guest, Eau Claire

Mr. and Mrs. William Podell, and two
 children, Grand Rapids

Mr. and Mrs. William J. Stanton, and son,
 Vermontville

Mr. and Mrs. Garth W. Wilber, Bronson

MINNESOTA—12

Mr. and Mrs. Donald Babbitt, Conger

Milo Fodness, Kenneth
 Alvin Kohner, and Jay Kohner, Winona
 Mr. and Mrs. Maynard Knutson,
 Waterville

Albert O. Maas, Millville

Joe Maas, Plainview

Wayne Pike, Princeton

Orville M. Schroeder, Caledonia

MISSISSIPPI—8

Mr. and Mrs. B. H. Carson, and two
 children, Tupelo

Mr. and Mrs. David Gillentine, and
 daughter, Tupelo

J. L. Henderson, Gulfport

MISSOURI—21

Willard Arnaman, Unionville

Mr. and Mrs. Victor H. Bagley, Jr.,
 Lee's Summit

Mr. and Mrs. Ken Barnicle, Ellisville

Mr. and Mrs. Lenzie Beck, Sikeston

Bob Broyles, Trenton

Mr. and Mrs. Hugh Campbell, Chillicothe

Mr. and Mrs. Dick Dewees, and two
 children, Kansas City

Mrs. Leona Drake, and guest, Baring

Mr. and Mrs. Phillip Farrell, St. Joseph

Mr. and Mrs. Ray Sims, Raymore

Tony Thornton, Springfield



Henry Rasmussen (right) receives diamond mounted gavel tie tack in recognition of his 20 consecutive years as Treasurer of the National Auctioneers Association. President-elect, Grover Howell, made the presentation.



Rex Young, Plattsmouth, Nebr., was one of the two recipients of "Auctioneering's Highest Award." Still active as an auctioneer, Col. Young has spent some 60 years in the auction business. He is a former president of the Nebraska Auctioneers Association, always a supporter of his State and National Associations and many active auctioneers in Southeast Nebraska received their basic experience in Rex Young's auctions.

MONTANA—13

Mr. and Mrs. Frank Bass, Lewistown
 Mr. and Mrs. Pat Goggins, and five
 children, Billings
 Mr. and Mrs. Bill Hagen, Billings
 Mr. and Mrs. Andy Strommen, Vandalia

NEBRASKA—151

Helen Behrens, Lincoln
 Mr. and Mrs. Lawrence Bernard, Auburn

Mr. and Mrs. Bill Blank, Madison
 Mr. and Mrs. Wilbur Brell, Smithfield
 Dean Buller, Henderson
 Mr. and Mrs. Henry Buss, Columbus
 Mr. and Mrs. E. A. Camfield, North Platte
 Mr. and Mrs. Albert Christensen, and
 son, Pawnee City
 Charles Corkle, Norfolk
 Mr. and Mrs. Gary A. Crosby, and two

children, Fremont
 Franck D. Diercks, Gordon
 Mr. and Mrs. Vance Dunivan, Meadow
 Grove
 Mr. and Mrs. Don Egle, Stratton
 Mr. and Mrs. Harry Eiler, McCook
 Mr. and Mrs. W. V. Emrich, and daugh-
 ter, Norfolk
 Mr. and Mrs. Blaine Farrar, Maywood
 Mr. and Mrs. Ray Flanagan, Albion
 Mr. and Mrs. Dean Fleming, and daugh-
 ter, Atkinson
 Tillman E. Finch, Liberty
 Mr. and Mrs. Avery E. Forke, Lincoln
 Mr. and Mrs. Pete Fowlkes, and daughter,
 Newman Grove
 C. C. Gannett, Omaha
 Mr. and Mrs. Dick Grubaugh, David City
 Mr. and Mrs. Marvin J. Grubaugh,
 Rising City
 L. Dale Hanna, York
 Mr. and Mrs. Bernard Hart, Lincoln
 Edward T. Hart, Lincoln
 Mr. and Mrs. John Heist, Beatrice
 Mr. and Mrs. Albert Helzer, Cairo
 Mr. and Mrs. Duane Jensen, and three
 children, Newman Grove
 Mr. and Mrs. Tom Johnson, Albion
 Dick Kane, Wisner
 Jerry Kelley, Tecumseh
 Paul Knoll, Nebraska City
 Freddie Kolb, Franklin
 Mr. and Mrs. Harold Kraupie,
 Bridgeport
 Mr. and Mrs. Ralph Kuhr, Blair
 Mr. and Mrs. Orville D. Lage, Pilger

Mr. and Mrs. Dayton Layman, Lincoln
 Mr. and Mrs. Virgil L. Layman, Lincoln
 Ed Lightner, Hastings
 Mr. and Mrs. Eugene Marshall, and three
 children, Elm Creek
 Robin Marshall, and son, Elm Creek
 Mr. and Mrs. Dean C. Martin, Lexington
 Mr. and Mrs. Jimmy Martin, Chappell
 Mr. and Mrs. W. E. McBride, Jr., McCook
 Mr. and Mrs. J. D. "Jake" McCoy,
 Arapahoe
 Jan Merritt, and two children, Lincoln
 Elmer Miller, Lincoln
 Mr. and Mrs. Virgil H. Olson,
 Grand Island
 Mr. and Mrs. Leon S. Nelson, and two
 children, Albion
 Mr. and Mrs. Kenneth Ostermier, Norfolk
 Gerald W. Phillips, Wallace
 Mr. and Mrs. Charles Radil, Comstock
 Mr. and Mrs. Henry Rasmussen, St. Paul
 Mr. and Mrs. Joe Robinson, Kearney
 Bill Rut, Crete
 John T. Ryan, Greeley
 Mr. and Mrs. Allen K. Samuelson, and
 four children, Overton
 Irvin Schultis, Fairbury
 Wayne Schultis, Diller
 Mr. and Mrs. Glenn Schwarz, and two
 children, Grand Island
 Mr. and Mrs. Dick Shea, Sterling
 Mr. and Mrs. Jim Walker, Omaha
 Carla Watson, Lincoln
 Mr. and Mrs. Mylen Wegener, and three
 children, Cornlea.



Two prominent Nebraskans, Director of Agriculture, Glenn Kreuscher, and Gov-
 ernor J. J. Exon, absorb the remarks of a fellow Lincoln citizen, Mayor Sam Schwartz-
 kopf.



Tim Anspach (left), veteran auctioneer from Albany, N. Y., receives his Commission as an Admiral in the Great Nebraska Navy. Nebraska Governor, J. James Exon, is the "Commissioning Officer." Since land-locked Nebraska is some 2,000 miles from an ocean an Admiralship in Nebraska's Navy is the highest honor that the Governor can bestow. Tim, a one time Nebraskan, joins other dignitaries throughout the world who are members of this unique Navy.

Mr. and Mrs. Ernie Weller, Atkinson
 William J. Wirges, Elgin
 Dick Werner, Thedford
 Mr. and Mrs. Don Werner, Thedford
 Mr. and Mrs. Allan Woodward,
 Broken Bow
 Mr. and Mrs. Ronnie Woodward,
 Broken Bow
 Rex Young, and two guests, Plattsmouth

NEW JERSEY—9

Mr. and Mrs. Ralph S. Day, Leonia
 Mr. and Mrs. John Griffen, Washington
 Mr. and Mrs. John Kachmar, and daughter,
 Pittstown
 Mr. and Mrs. Watson Van Sciver,
 Burlington

NEW MEXICO—2

Mr. and Mrs. John A. Overton,
 Albuquerque

NEW YORK—25

Tim Anspach, Albany
 Mr. and Mrs. Robert W. Matson, Kennedy
 Darlene McGinnis, Nedrow
 Mr. and Mrs. Doyt McGinnis, Nedrow
 Mr. and Mrs. Pete Murray, and two children,
 Ballston Lake
 Mr. and Mrs. Charles T. Sivers, Oswego
 Mr. and Mrs. Ted Sivers, and two children,
 Oswego
 Harold Spoor, Baldwinsville
 Mr. and Mrs. David H. Tracy, Pavilion
 Mr. and Mrs. Morris Weinstein,
 Middletown
 Mr. and Mrs. Alfred V. Zogg, Jr., and
 two children, McGraw

NORTH CAROLINA—8

Mr. and Mrs. Bob Cline, Statesville
 Billy Dunn, Maxton

STATE OF NEBRASKA
Legislative Counsel

Dear Mr. Hart:

I received with pleasure your letter of August 2, 1971. I enjoyed very much attending the Business Meeting of the Auctioneers Association. It seems to me that you have a very dynamic group and I feel that Nebraska was honored by having the immediate Past President being from this State.

Again, thank you for your thoughtfulness.

Very truly yours,
Vincent D. Brown
Clerk of the Legislature

Mr. and Mrs. G. Teague Gilbert,
Lincolnton
J. Martin Haywood, Rockingham
Mr. and Mrs. W. Craig Lawing, Charlotte

NORTH DAKOTA—18

Mr. and Mrs. Norman Aldinger,
Cleveland
Mr. and Mrs. Tony Heinze, Dazey
Mr. and Mrs. Lester Lien, Harvey
Mr. and Mrs. Wilbert Kroh, and two
children, Bismarck
Mr. and Mrs. Bob Penfield, and three
children, Bowman
Dick Saunders, Hettinger
Mr. and Mrs. Bob Steffes, Arthur

OHIO—45

M. E. Biehl, Bellefontaine
Cloyce C. Bradford, Worthington
Mr. and Mrs. Newt Dilgard, Ashland
Mr. and Mrs. W. H. Ford, Edgerton
Mr. and Mrs. Ford Good, Seville
Mr. and Mrs. F. B. Gorrell, Hicksville
Mr. and Mrs. Larry Gorrell, and two
guests and daughter, Paulding
Mr. and Mrs. Walter A. Hartman, Camden
C. M. "Pop" Hess, Bellefontaine
Mr. and Mrs. Wayne Hynus, Somerset
Mr. and Mrs. Russ Kiko, Canton
John Kireta, Damascus
Clem Long, Dayton
Mr. and Mrs. Mearl Maidment, and son,
Bowling Green
Mr. and Mrs. Bill McNamee and guest,
Kenton
Mr. and Mrs. Dick Pfarr, and daughter,
Marysville
Mr. and Mrs. Albert L. Rankin, Alger
Mr. and Mrs. Robert A. Riley, and two
children, London
Mr. and Mrs. Roger D. Rumbaugh,
Homerville
Mr. and Mrs. Don W. Standen,
N. Ridgeville
Mr. and Mrs. Harold Vaughn, Hamilton

OKLAHOMA—20

Lewis Campbell, Wyandotte
Mr. and Mrs. V. K. "Doc" Crowell, and
guest, Oklahoma City
Mr. and Mrs. Joe Frizzell,
Oklahoma City
Mr. and Mrs. B. L. (Lee) Hickman,
Oklahoma City
Mr. and Mrs. Clyde Jones, Alva
Mr. and Mrs. Melvin L. Rippetoe,
Chouteau
F. E. Springer, Red Oak
Mr. and Mrs. Ron Sutton, Shawnee
Mr. and Mrs. Jim Thompson, and
daughter, Lawton
Mr. and Mrs. Ed Vierheller, Claremore

PENNSYLVANIA—26

Mr. and Mrs. Harry Anderson, and two
children, Georgetown
Margaret Berry and two daughters,
West Newton
William Boes, North Apollo
Mr. and Mrs. John T. Ensminger,
Harrisburg
Mr. and Mrs. John H. Fry, Ephrata
Ralph W. Horst, Marion
Raymond H. Patterson, Eighty-four
Mr. and Mrs. Larry Reed, and four
children, Falls Creek
Mr. and Mrs. Wylie S. Rittenhouse, and
three children, Uniontown
Kenneth Upperman, Chambersburg

SOUTH CAROLINA—4

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

SOUTH DAKOTA—10

Mr. and Mrs. Vernell Johnson, and two
children, Hartford
Dale McPherson, Rapid City
Mr. and Mrs. Robert Peterson, Brookings
Curtis J. Price, Madison
Gaylon Souvignier, Canton
Earl Wieman, Marion



Hon. Sam Schwartzkopf, Mayor of the City of Lincoln, extends welcome to convention registrants from 39 States and two Canadian Provinces at the opening of the Dedication Luncheon, Thursday, July 22.

TENNESSEE—30

Mr. and Mrs. William H. Collier, Waverly
 Mr. and Mrs. E. B. Fulkerson, Jonesboro
 Mr. and Mrs. Ernie D. Hill, Nashville
 Mr. and Mrs. Fred "Doc" McCarter, and son, Sevierville
 Mr. and Mrs. C. B. McCarter, and ten children, Sevierville
 Mr. and Mrs. E. H. Lawson, daughter, Kingsport
 Mr. and Mrs. Hubert D. Songer, Murfreesboro
 Jim Stevens, Nashville
 Mr. and Mrs. Raymond E. Taggart, Memphis
 Stanley Tisdale, Memphis

TEXAS—19

Mr. and Mrs. Howard "Frog" Adams, and daughter, Corpus Christi
 Mr. and Mrs. Walter Britten, and son, Bryan
 Mr. and Mrs. Philip G. Bunnell, Marble Falls
 Jack Harper, Austin
 Mr. and Mrs. Grover Howell, two children, four guests, Dallas
 Mr. and Mrs. Bill Wendelin, Henderson

VERMONT—2

Mr. and Mrs. Walter Flatow, Waterbury Center

VIRGINIA—24

Mr. and Mrs. Dave E. Bumpass, Jr., Mineral
 Mr. and Mrs. W. R. "Bill" Cox, Richmond
 Mr. and Mrs. Morris F. Fannon, and two children, Pennington Gap
 Mr. and Mrs. H. Layton Laws, Jr., and two children, Manassas
 Mr. and Mrs. Clarence L. Marshall, and three children, Hillsville
 John E. Sutphin, Newport
 Mr. and Mrs. Ronald I. Tull, Annandale
 Mr. and Mrs. J. D. Vaughan, Keysville
 Mr. and Mrs. Raymond N. Waldrop, Montpelier

WASHINGTON—13

Mr. and Mrs. Jerry Abhold, Renton
 Mr. and Mrs. Ray S. Brock, Burbank
 Mr. and Mrs. Bud Chapman, Seattle
 Bill Johnson, Seattle
 Mr. and Mrs. Arthur A. Lee, Bellevue
 Mr. and Mrs. Robert F. Losey, and two grandchildren, Renton

WEST VIRGINIA—4

Rod Woods, Webster Springs
 Mr. and Mrs. Wilson E. Woods, and daughter, West Liberty

WISCONSIN—46

Mr. and Mrs. Jim Appleman, and son, Cashton



Tom Johnson, President of the Nebraska Auctioneers Association, welcomes conventioners to the State of Nebraska.

RADISSON CORNHUSKER HOTEL
Lincoln, Nebraska

Dear Bernie:

On behalf of our entire staff, please accept this sincere note of appreciation of hosting your 1971 Convention. You and Jan were most congenial and it was a pleasure working with both of you.

It was also gratifying to hear your complimentary evaluation of our staff and hotel. We certainly hope that your fine group will consider Lincoln again in the not too distant future.

Thanks again Bernie and best personal wishes.

Sincerely,
Skip Ward,
General Manager

Mr. and Mrs. William K. Bodell,
Hazel Green
Mr. and Mrs. Harvey M. Brandau,
Kendall
Mr. and Mrs. Robert Brandau, Wilton
Mr. and Mrs. Joe Donahoe, Darlington
Mr. and Mrs. James Esch, and four
children, Shawano
Mr. and Mrs. Ernest Freund,
Fond du Lac
Mr. and Mrs. Harold J. Gavin, and
daughter and guest, Baraboo
Mr. and Mrs. James Gavin, and two
children, Reedsburg
Mr. and Mrs. Walter C. Heise, Oconto
Mr. and Mrs. Arnold Kohlmetz,
Watertown
Mr. and Mrs. Don Lloyd, Oshkosh
E. J. McNamara, Lancaster
Mr. and Mrs. Albert H. Noble,
Mineral Point
Neil E. Nelson, Westby
Mr. and Mrs. C. M. Sturgul, Shawano
Mr. and Mrs. LeRoy Teske, Berlin
Mr. and Mrs. Victor V. Voigt, Reedsville
Ron Wilichowski, Marathon
Mr. and Mrs. Walter A. Zeck, Eau Claire

CANADA—6

Edward Bree, Stratford, Ontario
Jerry E. Brooks, Clear Creek, Ontario
E. W. G. Finch, Stratford, Ontario
Bill Hodgins, Melfort, Sask.
Ross H. Kemp, Stratford, Ontario
Donald Thomas, Choceland, Sask.

Woman to salesman: "This must be an old piano. The keys are yellow."
"Madam," replied the salesman, "the piano really isn't old. It's just that the elephant was a heavy smoker."

Folck Classic Jerseys
Score \$1,297 Average

The 44th Annual Folck Classic, a sale of registered Jerseys, averaged \$1,297.28 on 46 head. Twenty-six of the animals sold for \$1,000 or more.

Topping the sale was the \$6,000 price paid for three-quarters interest in a 6-months-old bull calf. Ettas Answer, with the consignor, Mykrantz Brothers of Wooster, Ohio, retaining one-fourth interest. The buyer was a syndicate of Jersey breeders, who will jointly prove the well-bred young bull.

Another feature of the sale was the high prices paid for nine daughters and one grand daughter of one bull, Barbaras Sleeper. The top female, Hanschus Maker Fair, a double granddaughter of Barbaras Sleeper, sold for \$3,000 to Myers Jersey Farm, Troy, Ohio. She was consigned by Lyle Hanschu, Ramona, Kansas. A daughter of Barbaras Sleeper, Barbara Pauline Blonde, was second high female at \$2,850. She was consigned by Arco Jersey Farm, Sylacauga, Ala., and purchased by Henry Uihlein, Heaven Hill Farms, Lake Placid Club, N.Y.

The Folck Classic was inaugurated in 1927 by Chester Folck and with the exception of one year, has been held continuously on Memorial Day. This is believed to be a world's record for continuity of a cattle sale. Of the 24 sales held since 1948, 19 have averaged over \$1,000.

Office managers who forbid pantsuits are just trying to legislate legs.



NAA President, Dean Fleming, swears in the 1971-72 officers and directors of the Ladies Auxiliary to the NAA. From the left, Brenda Higgenbotham, Eileen Standen; Velda Fannon, Jean Fleming, Willie Howell, Irene Erickson, Nan Gilbert, June Wilber. Their respective offices can be found in the table elsewhere in this issue.



The Ladies Auxiliary

Thank You!

There are many events in our lives that really stand out and there is no doubt in my mind but that this past convention in Lincoln will be one of those events that will be remembered as one of the "greats" in the lives of all who attended. I know it will be for me—not only because of being President of the Ladies Auxiliary, but because of the Dedication of our "Auctioneer's Home Office," the hospitality of the folks of Nebraska and the entire convention in general. Not only was the convention program excellent but the weather was also in our favor most of the time!

The Nebraska Ladies went "all out" in providing us with a very fine program. It will really be a challenge for our Texas Ladies to follow these girls next year.

It was wonderful to see and chat with so many old friends and so nice to meet and make new friends. This is always one of the high lights of our convention and those who don't get to join us don't realize how we miss you.

I wish to thank each and every one of you for this wonderful past year, a most sincere thank you to all the Auxiliary officers, directors, committee members, especially to the Nebraska Ladies who worked so diligently to give us this wonderful convention at Lincoln, to the Colonels of the N.A.A. for sharing their convention with us Ladies, to my Iowa Auxiliary sisters who presented me with a beautiful corsage at the opening of our convention and to everyone who contributed in any way to make this such a successful 1971 convention.

Our Auxiliary is in wonderful hands for 1972. Our new officers will strive to do their very best for this coming year and let's all start planning now to attend next year's convention in Dallas.

Again, a most humble and sincere "Thank You To All" for a most memorable year and wonderful convention.

Irene Erickson

"Why won't you marry me?" demanded Edgar. "There isn't anyone else, is there?"

"Oh, Edgar," she sighed, "there must be."

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1971-1972

PRESIDENT:

Mrs. Grover (Willie) Howell,
Dallas, Texas

1ST VICE PRESIDENT

Mrs. G. T. (Nannie) Gilbert,
Lincolnton, N. C.

2ND VICE PRESIDENT:

Mrs. Dean (Jean) Fleming,
Atkinson, Nebr.

SECRETARY-TREASURER

Mrs. Morris (Velda) Fannon,
Pennington Gap, Virginia

HISTORIAN:

Mrs. Garth (June) Wilber,
Bronson, Mich.

DIRECTORS:

(TERMS EXPIRING 1974)

Mrs. Lyle (Irene) Erickson,
Cresco, Iowa

Mrs. Marty (Brenda)
Higgenbotham,
Lakeland, Fla.

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

(TERMS EXPIRING 1973)

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

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

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

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

(TERMS EXPIRING 1972)

Mrs. V. K. (Alma) Crowell,
Oklahoma City, Okla.

Mrs. Fred (Ruth) Sherlock,
St. Francis, Kansas

Mrs. J. W. (Ann) Donahoe,
Darlington, Wisc.

Appreciation

I wish to thank each lady of the Ladies Auxiliary for the honor you have afforded me in electing me as your president for the coming year. It is indeed an honor and a privilege for me to serve you.

I would like to solicit the help of each of you. The success of any organization depends upon the members as well as the leaders. I would appreciate any suggestions you might have for the betterment of our Auxiliary. Any projects you think we might be more helpful to the National Auctioneers Association. This is our main object as an Auxiliary, to help promote and advance the auctioneering profession.

Please send your suggestions to Mrs. Grover Howell, 7840 Lake June Road, Dallas, Texas 75217, and I will present them to our Board of Directors at our next meeting. I will be looking forward to hearing from you.

It was so nice to see so many of you in Lincoln and visit with you again. To those of you who were not there we sincerely missed you.

"Thank you" to everyone who worked so hard to make the Convention the success it was. I am challenging each of you to help make our ladies page the best ever.

We are already making plans for you in Dallas, next year. So start now making your plans to be here.

NAA Auxiliary President
Willie Howell

Tennessee Auxiliary Elects New Officers

The Ladies Auxiliary to the Tennessee Auctioneer's Association met at the Sheraton-Peabody Hotel in Memphis on Monday, June 14, 1971.

The meeting was called to order by the second Vice-President, Mrs. C. B. Arnette. The minutes were read and approved by the secretary, Mrs. Billy Howell. The main business on the agenda was the election of officers. President, Mrs. Clive Anderson, Nashville; 1st Vice President, Mrs. Feller Brown, Old Hickory; 2nd Vice President, Mrs. Bill Collier, Waverly; Sec.-Treas.; Mrs. George Burns,



Newly elected Tennessee Auxiliary officers, left to right: Mrs. Don King, Secretary; Mrs. Clive Anderson, President; and Mrs. Feller Brown, Director.

Jackson, and elected to a term of one year as director, Mrs. Ralph Massengill, Morristown.

Following the business meeting, coffee and rolls were served with a chance for all members to get better acquainted.

Mrs. Don King

Benefit Auction

A benefit auction brought in \$931.00 for the Rhinelander, Wis., Boy Scouts. Auctioneer John Fishdick averaged three items a minute in the less than three hour sale. Top ticket item brought \$27.00.

Renoir Sold

London — A Renoir once bought for the equivalent of about \$35 was sold at auction for \$1,159,200. The French master's "Le Pecheur a la Ligne" was bought at Christie's by John Mitchell and Sons, London dealers. The painting shows a man fishing and a woman reading nearby.

Dedication Souvenirs

In conjunction with our National Convention and Building Dedication we are making the following souvenir items available to our members on a "ONE TIME ONLY" deal. When this supply is exhausted there will be no more.

These are not just remembrances of our great dedication, truly a history making event, but also promotes your National trade association. Let your clients know that you belong to the National Auctioneers Association, and that they have built their own National Headquarters.

These 4 color "Playing Cards" will make tremendous Christmas gifts for your clients, friends and other professional people. The back of the cards as the same as the cover on the July Issue of "The Auctioneer".

Also available are tie bars, brooches, and bracelets, all depicting the building.



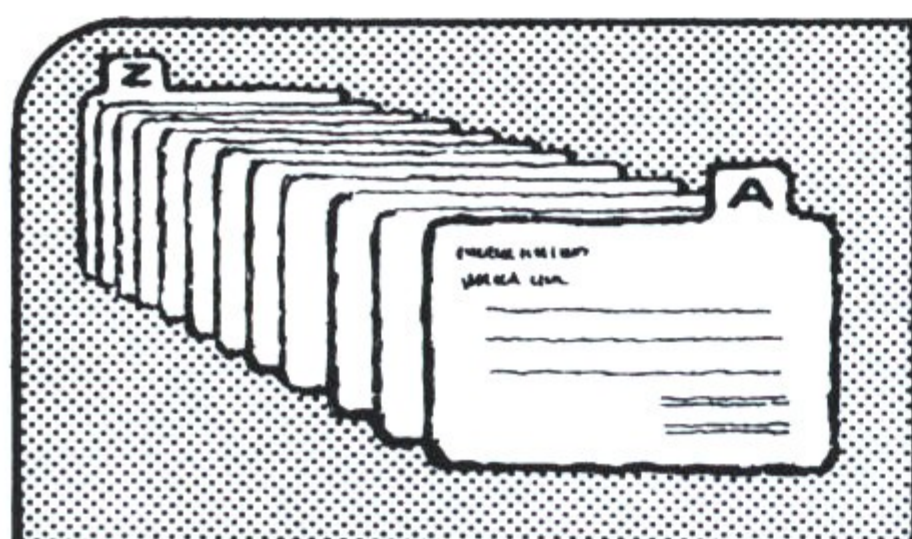
Playing Cards \$2.50 per deck . . . Carton of 24 decks . . . \$40.00 (postpaid)

All Other Items \$2.50 each (Postpaid)

— Profit from sales of these items goes into Building Fund —

Send check or money order, to:

NATIONAL AUCTIONEERS ASSOCIATION
135 LAKEWOOD DRIVE LINCOLN, NEBR. 68510



Membership

Memberships processed June 16th through Aug. 15th:

- | | |
|-----------------------------------|----------------------------------|
| Dale Brown, Arkansas | Lester Bue, Wisconsin |
| J. D. Dyer, Arkansas | George Felten, Wisconsin |
| Dalton Dailey, Arkansas | Lyle Atkinson, Wisconsin |
| Ralph E. Harris, Arkansas | Ernest Fruend, Wisconsin |
| Dan S. Baldwin, Sr., Arkansas | Richard Fruend, Wisconsin |
| Dan S. Baldwin, Jr., Arkansas | Charles Fandrich, Wisconsin |
| Kenneth Davis, Arkansas | Neil Nelson, Wisconsin |
| Lonnie C. Wilson, Arkansas | Jim O'Brien, Wisconsin |
| * Lonnie C. Wilson, Jr., Arkansas | Pat O'Brien, Wisconsin |
| J. E. Easter, Arkansas | Foy Kneisel, Wisconsin |
| Alvin Willis, Arkansas | Damon Hamilton, Wisconsin |
| Paul Robbins, Arkansas | Verne T. Vradenburg, Wisconsin |
| Francis O'Connor, Wisconsin | Earl Culp, Wisconsin |
| Omer Bonney, Oregon | John Monday, Wisconsin |
| Gerald Kermitz, North Dakota | Pat Riley, Wisconsin |
| Vincent Simmons, Florida | Ernie Kueffner, Sr., Wisconsin |
| Pat Goggins, Montana | Ernie Kueffner, Jr., Wisconsin |
| Francis Selover, New Jersey | Jacob Posthuma, Wisconsin |
| Bill Rehm, Montana | Larry Brandel, Wisconsin |
| * Kelly Adams, Texas | * Robert Milliken, Wisconsin |
| Walter Nowatske, Wisconsin | * Gary Olson, Wisconsin |
| Jack Barrett, Wisconsin | * Ed Carley, Wisconsin |
| James Gavin, Wisconsin | * Dale M. Dumman, Wisconsin |
| Harold Gavin, Wisconsin | * Darrel R. Weber, Wisconsin |
| John Paffel, Wisconsin | * Alvin Miller, Wisconsin |
| Walter Zeck, Wisconsin | * Mike Nowake, Wisconsin |
| LeRoy Jones, Wisconsin | * Virgil Zilisch, Wisconsin |
| Eldon Schraepfer, Wisconsin | * Ray Ryan, Wisconsin |
| James Heike, Wisconsin | Eldon Jones, Montana |
| Walter DeYoung, Wisconsin | * Howard Prince, Kentucky |
| Vic Voigt, Wisconsin | * Met Johnson, Utah |
| Robert Brandau, Wisconsin | * Elmer B. Powell, Arizona |
| Joe Donahoe, Wisconsin | Gerald Pearson, Wisconsin |
| Bill Bodell, Wisconsin | Donald Zimbelman, Montana |
| Frank Van Veghel, Wisconsin | Morris C. Gardner, Montana |
| Peter Van Veghel, Wisconsin | Harrison Casto, Arkansas |
| Dean George, Wisconsin | C. R. Cone, Jr., Connecticut |
| Paul George, Wisconsin | Delma Webb, Arkansas |
| Lee Hyde, Wisconsin | Robert Deveau, Australia |
| James Esch, Wisconsin | * Hugo Settle, Texas |
| Bill Jones, Wisconsin | * Al Westbrook, Texas |
| Don Lloyd, Wisconsin | * R. L. Wiley, Texas |
| Lloyd Reik, Wisconsin | * S. K. Pressley, Texas |
| LeRoy Teske, Wisconsin | * Jess C. Ramsey, Texas |
| Marlyn Doede, Wisconsin | * Bill Watson, Texas |
| Peter Faith, Wisconsin | * Marcel Maranda, Texas |
| Paul Conrad, Wisconsin | * Verlon Webb, Indiana |
| Earl Clauer, Wisconsin | * Gary Tingleman, Texas |
| James Appleman, Wisconsin | * Patrick A. Carnahan, Louisiana |
| Art Doede, Wisconsin | Robert Arnold, Missouri |
| Ed McNamara, Wisconsin | Ray Petch, Montana |
| Myrle Lloyd, Wisconsin | * Terry Jones, Tennessee |

Buford Evans, Tennessee
 J. Robert Hood, Tennessee
 Ralph Masengill, Tennessee
 James B. Stiner, Tennessee
 Alexander McDonald, Tennessee
 M. E. "Feller" Brown, Tennessee
 John "Skeets" Eskridge, Tennessee
 Billy Hobbs, Tennessee
 Wayne Holly, Tennessee
 Haskell Ayers, Tennessee
 Bill Jackson, Tennessee
 Guy H. Kelly, Tennessee
 E. H. Lawson, Tennessee
 Frank Walden, Tennessee
 Lloyd Nevels, Tennessee
 Ralph Collier, Tennessee
 Billy Howell, Sr., Tennessee
 Billy Howell, Jr., Tennessee
 Jesse L. Copeland, Tennessee
 C. B. Arnette, Tennessee
 C. B. McCarter, Tennessee
 Dan Caffey, Tennessee
 E. B. Fulkerson, Tennessee
 James H. Richardson, Tennessee
 Hubert D. Songer, Tennessee
 Jim Stevens, Tennessee
 Fulton Beasley, Tennessee
 George Burns, Tennessee

Ben Gary, Tennessee
 Hoyt Walker, Tennessee
 J. Stanley Tisdale, Tennessee
 * Robert J. Buck, West Virginia
 * R. James Buck, West Virginia
 * Douglas A. Cater, New York
 Ray E. Wright, Kentucky
 * James McLeod, California
 Ervin Cripps, Arkansas
 J. O. Sowers, Kansas
 Eldora Sowers, Kansas
 Herman Rabe, Kansas
 Eldon Thorman, Kansas
 Darvin E. Weaver, Kansas
 A. A. Johnson, Arkansas
 Louis Kayton, Arkansas
 Bert Boughton, Montana
 * Kenneth Grant, Arkansas
 J. W. Bill Fogg, Arkansas
 Monroe Robinson, Arkansas
 John B. Tucker, Arkansas
 Glen Vaught, Arkansas
 Virgil Irwin, Arkansas
 James Irwin, Arkansas
 Lee Stewart, Arkansas
 Fred Hiatt, Arkansas
 R. W. "Bob" Henderson, Arkansas

AUCTION & FLEA MARKET FOR SALE

Has approx, 11 acres at intersection of 3 US Hwys. RR at back. Located on Gulf Coast of Florida. Hub of Sarasota, Bradenton, St. Pete & Tampa Area. First time offered. Owner has been in auction business 30 years, is planning to retire. Thousands visit this attraction weekly. Approx. size of bldgs. are, Auction Center, 50' x 64' with attached 2 story house 29' x 33' now used for storage could be living quarters, 24' x 50' trussed roof open side bldg. Also have an antique village planned & in making. 2 Bldgs. with this 32 x 63 - 24 x 31.

This is a golden opportunity to step in and take over a ready made business. The real estate alone is a good investment. Zoned M-1. Many things can be done here. Minutes from Gulf Beaches & best fishing. Enjoy the best in life in one of the fastest growing areas. Be the first to contact us.

Sale price \$90,000.00 for all. Owner will give good terms - \$35,000.00 down with 7% interest. For more information contact—

AAA Quick-Way Service-Neil L. Hoopingartner-Broker & Auctioneer Rt. 3, Box 518, Tampa, Florida 33619 or call (813) 677-9426.

Member National & Fla. Auc. Assoc. & Chamber of Commerce. See Us For Your Florida Real Estate Needs-Residential-Comm.

Roger L. Scoggins, Arkansas
 Dennis Gardner, Arkansas
 Tom Blackman, Arkansas
 Ellen Cline, Arkansas
 * Rufus Daughetti, Florida
 * Rex Sheck, Missouri
 * Carl Rowland, Kansas
 * Randy Ruby, Maryland
 * Thomas F. Shields, Kansas
 Larry S. Hedrick, North Carolina
 R. J. Thomas, Montana
 Keith Stroud, Wisconsin
 Fred Williams, Arkansas
 Wes Wendt, Washington
 F. E. Springer, Oklahoma
 Willis Babb, Oklahoma
 Ronald Medhurst, Massachusetts
 W. Frank Brock, Indiana
 Tex Pate, Montana
 John Mandeville, Montana
 Steve Mandeville, Montana
 * Rodger K. Kuder, Kansas
 * Jerry Brownd, Kansas
 Ed Lightner, Nebraska
 C. E. McClurg, Nebraska
 Willis Woodring, Nebraska
 John W. Heist, Nebraska
 * Charles J. Rice, Wisconsin
 Joseph Dugan, Wisconsin
 Wayne Huntzicker, Wisconsin
 Freddie Kolb, Nebraska
 * George Hand, New Jersey
 S. J. Frey, Oregon
 Burnell Erickson, Wisconsin
 Leo Rychecky, Nebraska
 Paul Knoll, Nebraska
 Ward Reesman, Nebraska
 Larry Lewin, Oregon
 Dayton Layman, Nebraska
 Clair Kearns, Pennsylvania
 William Wirges, Nebraska
 * G. A. Berger, Jr., Arkansas
 Robert Seymour, Tennessee
 C. J. Henson, Arkansas
 A. L. Pug Horn, Nebraska
 Don L. Forke, Nebraska
 Marvin D. Spitsnogle, Nebraska
 Avery E. Forke, Nebraska
 William Bozarth, Virginia
 * Brian A. J. Fahey, New York
 * Keith S. Burton, Illinois
 Ernest Roloff, Nebraska
 Bill Blank, Nebraska
 * Harry M. Carr, Jr., Indiana
 M. D. Reeves, Kansas
 Harry McGlasson, Kansas
 Edward Morris, Nebraska
 Cliff McCarville, Iowa
 * Gene Evans, Kentucky
 * George D. Elkins, Kentucky

* James Kannady, Kentucky
 Eugene Spencer, Montana
 R. H. Jagers, Jr., Nebraska
 * Ned Ronson, California
 Orval Free, Oklahoma
 Charles Tharp, Nebraska
 Harry J. Galusha, Nebraska
 Elmer E. Galusha, Nebraska
 * Rollo A. Jucketti, Michigan
 Gene Gabel, Montana
 * Jerry Durnil, Texas
 D. Frank Crim, Virginia
 * Harold L. Proctor, Nebraska
 Dale Hanna, Nebraska
 Elbert C. Frazee, Indiana
 Jerry Goeman, Nebraska
 Charles Corkle, Nebraska
 Henry I. Neuhaus, Nebraska
 Allan Norris, Nebraska
 Jim Walker, Nebraska
 Al Cunningham, Nebraska
 Harold Siegel, Nebraska
 Ted Mann, Utah
 * Wilfred Holzhauer, Illinois
 * Leo McClain, Illinois
 * Dwayne Jackson, Missouri
 Earl Kinney, Montana
 V. R. "Bud" Bevercombe, Arizona
 W. C. Broughton, Wisconsin
 Willis Eastman, Wisconsin
 Kenneth Snider, Indiana
 R. A. Thiel, Wisconsin
 Andrew Jessee, Wisconsin
 * Garnet D. Kinser, Indiana
 * Harry C. Puckett, Alabama
 H. Earl Wright, Florida
 * Chester A. Henson, Texas
 Howard Raser, Montana
 Ford Good, Ohio
 Otto Williams, New York
 Sam Flickstein, Pennsylvania
 Herman Green, Pennsylvania
 Kenneth Geyer, Pennsylvania
 Ralph Richards, Pennsylvania
 Howard Heinly, Pennsylvania
 Mrs. Davis Drake, Pennsylvania
 Kenneth Young, Pennsylvania
 C. J. Behm, Pennsylvania
 Clarence Maier, Pennsylvania
 Virgil Kaufman, Pennsylvania
 * Chester B. Craus, Tennessee
 * R. W. "Buck" Simmons, Tennessee
 * Everett W. Grist, Tennessee
 A. Virgil Wilder, Tennessee
 Hazel Phillips, Tennessee
 Carl Wattenbarger, Tennessee
 James C. Durham, Tennessee
 Joe Hawkins, Tennessee
 C. K. Saunders, Tennessee
 Ottis Kemp, Tennessee

CHOICE FEEDERS

CALVES - COWS - LAMBS

3,500 - 5,000 Sheep & Lambs **EVERY**
1,500 - 2,000 Cattle & Calves **WEEK**

—Special Sheep Sales—

Every Friday & Saturday - Aug. thru Dec.

HEAVY FEEDER SALES

Friday, September 17th, 11:00 A.M.—HETTINGER

Monday, September 20th, 11:00 A.M.—BOWMAN

Special Calf and Yearling Sales Every Monday

Special Sheep Sales every Saturday

Horse Sales last Saturday of every month, 7:00 P.M.

—THESE SPECIALS AT BOWMAN—

NORTH DAKOTA'S ONLY GRADED FEEDER

CATTLE SALES — ALL BREEDS

Friday, Oct. 15, and Friday, Nov. 12—HETTINGER, N.D.

Oct. 15 sale will feature 200 choice BeefSwiss and
Hereford cross Steer Calves

Saturday, Sept. 18—North Dakota Sheep Breeders Ass'n. Range
and Stud Ram Sale, at BOWMAN.

Saturday, Sept. 25—Tenth Annual Silha Quarter Horse
Colt Sale, at BOWMAN.

**HETTINGER AUCTION
MARKET, INC.**

Sales every Friday
Ph. 567-2560 or 567-4247
HETTINGER, N. D.

**HOME BASE AUCTION
MARKET INC.**

Sales every Monday and Saturday
Ph. 523-5243 Day or Nite
BOWMAN, N. D.

BOB PENFIELD - DICK SAUNDERS

Owners and Operators

Richard Bethea, Tennessee
 Pack Porter, Tennessee
 Bob Winton, Tennessee
 Eugene R. Hargis, Tennessee
 Bryan L. Swilley, Tennessee
 Floyd Maden, Tennessee
 H. C. "Red" Jessee, Tennessee
 Howard E. Phillips, Tennessee
 Robert Harvey, Jr., Tennessee
 Harold Kemp, Tennessee
 John O'Brien, Tennessee
 Charles Sherritze, Tennessee
 Cecil Hurst, Tennessee
 Verlon Freeze, Tennessee
 Charles M. Jessee, Tennessee
 Hugh B. Key, Tennessee
 Albert J. Durham, Tennessee
 William E. Lynch, Tennessee
 Murph G. Miller, Jr., Tennessee
 Earl Chumbley, Tennessee
 Margie Chumbley, Tennessee
 Jospeh H. Miller, Tennessee
 * Thomas Ganley, Connecticut
 * A. C. Richard Pinto, Connecticut
 Bill Rut, Nebraska
 Leo Wolf, Nebraska
 Don Dirks, Nebraska
 Joe McGill, Nebraska
 * Lawrence Bernard, Nebraska
 Terry Beutler, Nebraska
 Ralph E. Smith, Kansas
 Rodney Woods, West Virginia
 Mark S. Brown, Illinois
 Don Strotheide, Nebraska
 Leon Ruff, Nebraska
 * Jack Sutphen, Texas
 George Bain, North Carolina
 Victor Bagley, Jr., Missouri
 Herbert Butterbaugh, Missouri
 Gene Willhite, Missouri
 Vernon McCracken, Missouri
 Wayne Pike, Minnesota
 Ray Miskimon, Illinois
 Dean D. Buller, Nebraska
 George E. Thomason, Tennessee
 Charles W. Clements, Tennessee
 Lemuel B. Pewitt, Jr., Tennessee
 Bill Jones, Tennessee
 Warren Easter, Tennessee
 Sam Furrow, Tennessee
 J. B. Woodin, Tennessee
 Gale D. Copeland, Tennessee
 Earl Youngren, New Mexico
 * John Felder, Alabama
 Johnnie Sutton, North Carolina
 B. H. Hickman, Oklahoma
 H. D. Kichline, Georgia
 Raymond Goetsch, Oklahoma
 Laurence N. Feduccia, Louisiana
 F. H. Pelate, Illinois

Michael Gordon, Illinois
 E. D. Ridenour, Ohio
 Henry Bergen, Nebraska
 P. E. Wilder, New Mexico
 Craig Wilcox, New York
 Ray Sims, Missouri
 George H. Shields, Jr., Virginia
 James W. Cushing, Illinois
 Harold Asbury, Indiana
 James R. Cohen, Virginia
 Emerson Lehman, Indiana
 Gordon Reid, Massachusetts
 * Percy J. Pringle, Ohio
 George F. Van Deree, Florida
 Laird Glover, Indiana
 Kenneth LaBadie, Michigan
 Joseph Champagne, Rhode Island
 Harold Morris, Oregon
 W. C. Smith, Jr., South Carolina
 Sproull Dempsey, Georgia
 J. W. Shapley, Indiana
 Van L. Smith, Ohio
 Jack May, West Virginia
 Cecil Jennings, Virginia
 Philip Neuenschwander, Indiana
 Mel Liechty, Indiana
 Tom D. Flesher, Indiana
 Bob Stanley, California
 Paul S. Pickens, West Virginia
 J. R. Phares, Alabama
 Roger Allen, Illinois
 Bill Tutt, California
 Edward B. McConnell, Massachusetts
 Carroll Cannon, Georgia
 John W. Doane, Indiana
 R. C. Miller, Illinois
 Harold E. Talley, California
 Roland Reppert, Indiana
 Earl D. Pigg, Indiana
 Cliff Gorrell, Ohio
 Ladd Reeves, Nebraska
 Guy Sparks, Oregon
 Albert Camire, Jr., Oklahoma
 Jim McCutcheon, West Virginia
 John M. O'Fallon, Illinois
 J. F. Johnson, North Carolina
 Robert J. Zekowski, Ohio
 A. G. Allan, New York
 Harry W. Kerns, Ohio
 Ronald Reed, New York
 Carl H. Shaw, Maine
 Max F. Bixler, Oklahoma
 F. B. Gorrell, Ohio
 Donald Babbitt, Minnesota
 Billy H. Wills, Florida
 Donald D. Day, Ohio
 Thomas Caldwell, California
 A. L. Spletstozer, Wisconsin
 Harley Marks, Wisconsin
 Fritz Koeller, Wisconsin

Chris Walker, Wisconsin
 Samuel A. Mannis, California
 Ken Hurlburt, Alberta
 William A. Emerson, New York
 Robert W. Matson, New York
 Barr Harris, Maryland
 C. Garth Semple, Ohio
 Vernon B. Schlieff, Louisiana
 Raymond Kreves, Ohio
 Robert P. Bishop, Florida
 Darlene McGinnis, New York
 Meredith Hill, Indiana
 Clair Clark, Minnesota
 John Overton, New Mexico
 Joseph F. Sedmera, Florida
 Owens Taylor, Massachusetts
 Norman Levy, Michigan
 George C. Borum, Illinois
 Wayne Ediger, Minnesota
 Donald D. Zicht, Nebraska
 Paul B. Perry, Arizona
 R. A. Dick Mader, Wyoming
 John E. Plumstead, New York
 Florence Cornell, Massachusetts
 H. Willard Arnaman, Missouri

Galen E. Toms, Michigan
 John Stricker, Oklahoma
 Tolbert Breed, Connecticut
 Bob Koty, New Jersey
 Paul Robinson, Ohio
 Dale Rawdin, Illinois
 Ralph Losinno, New York
 George Kittrells, Florida
 B. Everett Johnson, Minnesota
 Fred G. Mock, North Carolina
 Johnny J. George, Georgia
 Charles Coulter, California
 Bernie F. Johnson, Illinois
 William Gray, South Carolina
 John F. Brown, Missouri
 Herman L. Hart, Ohio
 L. D. "Buck" Carroll, Missouri
 E. L. Harding, Missouri
 Patricia Smalley, Massachusetts
 Walter A. Brandt, Montana
 Homer W. Snyder, Maryland
 * Max E. Reno, Iowa
 William McKay, California
 Irvin Schultis, Nebraska
 Clyde Carnes, Nebraska



J. C. Carter is the auctioneer here, at Frankfort, Ky., on July 21, when the Carter Realty Auction Co., Scottsville, Ky., sold 600 pieces of State-owned construction equipment in 350 minutes. Each piece was sold separately as the sound trucks rolled up and down the lines. This was one of the largest sales ever conducted in the State of Kentucky in one day. Nine members of the Carter crew are shown in this picture.

Bill I. Hodgins, Saskatchewan
 Floyd Fletcher, Indiana
 O. E. Carpenter, Kansas
 Edward King, Ohio
 Forest O. Boling, Indiana
 Roy Sanch, Michigan
 Donald Wolf, Illinois
 Cliff Batchelder, California
 Arnold Wilson, Ohio
 Claude Elkins, Ohio
 Robert E. Sigler, Ohio
 Russell E. Clark, New Jersey
 Floyd Dougherty, Michigan
 George Worrell, Kansas
 Murray Spinner, California
 Vernell Qualm, South Dakota
 Charles W. Dugan, Ohio
 Norman J. Kirkbride, New Jersey
 Billy C. Butts, Michigan
 W. Hugh Ownby, Virginia
 Thomas Matthews, Maryland
 Bill Decker, Illinois
 George J. Wittstadt, Maryland
 Hubert H. Chambers, Virginia
 Sigmond Shore, Illinois
 J. F. Sanmann, Indiana
 Oliver Chase, Maryland
 Bill Yoder, Indiana
 Tolman Meyers, Indiana
 * Dewain H. Davis, Indiana
 Si Williams, Idaho
 Jason Gardner, Saskatchewan
 Walter Wiseman, West Virginia
 Clair L. Martin, Maryland
 William C. Thalheimer, Florida
 James B. Griffin, Minnesota
 F. E. Fitzgerald, North Dakota
 M. H. Calhoun, Ohio
 Loy C. Tillotson, South Dakota
 Tom W. Reese, Virginia
 James C. Davis, North Dakota
 W. P. Drake, Illinois
 Harvey C. Lambright, Indiana
 Norman Geolat, Illinois
 Jerry E. Nuckolls, Sr., Missouri
 Robert Pasknot, Missouri
 Danial A. Young, New York
 E. Allan Nixon, New Jersey
 Brady Allman, West Virginia
 Dean Ellner, Kansas
 Lee Lewis, Missouri
 William Jesset, Ohio
 Eugene Fredrick, Illinois
 Carl V. Stahl, Ohio
 Victor W. Nash, California
 Bill Johnson, Washington
 Errol Fritz, Montana
 Leonard Matteson, Montana
 Dick Payne, South Dakota
 * Gordon Lockwood, Illinois
 Sanford Hughes, Kansas
 Larry Gonser, Michigan
 John S. Kasten, Illinois
 Jerry Brooks, Ontario
 James Rodgers, Massachusetts
 George A. Bollinger, Maryland
 H. Orville Davis, Massachusetts
 Rolf Miller, Illinois
 Thomas Wakefield, Indiana
 Larry Axler, California
 B. F. Mick, Oklahoma
 Willie Reese, Michigan
 Robert Steffes, North Dakota
 Emil Iwanski, Illinois
 Roy S. Brooks, III, New Jersey
 S. G. Meyer, South Dakota
 Dick Glandt, Nebraska
 Herman H. Benz, New York
 Donald Tynatishon, New York
 William O. Coats, Michigan
 Donald Maronde, Illinois
 W. Craig Lawing, North Carolina
 Robert McIntyre, Michigan
 Jim Hill, Florida
 Wilson Woods, West Virginia
 Norvel T. Reed, Jr., New York
 Benjamin Garcia, West Virginia
 Gloria Frazee, New Jersey
 Forrest Witthar, Oregon
 Jack Charlesworth, Georgia
 Earl Bliss, Illinois
 John Rigsbee, New York
 Paul S. Hilton, Virginia
 Donald Mox, Ohio
 James Rife, Illinois
 Keith Reed, Illinois
 Walter G. Price, Indiana
 Dave Kessler, Ohio
 Lewis Trimble, California
 Ray Webster, Alabama
 Gary Woodring, Nebraska
 * Leona Shirley, Texas
 * Paul Wood, Texas
 J. E. Conoly, Texas
 James Mathews, Tennessee
 Oliver A. Smith, Tennessee
 Kenneth Ownby, Tennessee
 John F. McLean, Tennessee
 John T. Hicks, Tennessee
 Jack Stewart, Tennessee
 W. R. "Billy" Moore, Tennessee
 Clay Moore, Tennessee
 Therold Richardson, Tennessee
 Fred C. Bate, Georgia
 Ken Huber, Illinois
 L. H. Jewell, Ohio
 Kenneth Atkinson, Oklahoma
 Lynn Walters, Oregon
 Tom Wieck, Nebraska



When Billy Dunn, Maxton, N. C., advertised his 12th Anniversary Sale at "The Auction House" he drew an overflow crowd. He registered 576 people and many more were on the outside. His building is 54 ft. wide and 177 ft. long with 100 ft. of loading platform.

J. Kent Pfaff, North Carolina
 Richard Galusha, Nebraska
 Patrick A. Hayden, Kentucky
 Milton Wershow, California
 Christopher Adams, New York
 Dennis Boor, Kansas
 Merlin Woodruff, Ohio
 Richard Groves, Illinois
 Milton Crosby, Connecticut
 B. C. Mitchell, California
 Tom Whittaker, Vermont

John C. Reddicono, New York
 Crawford J. Carroll, Delaware
 Wilbur S. Brock, Ohio
 James Reynolds, Ohio
 Richard G. Bagley, Ohio
 J. R. Gillespie, Nebraska
 Donald Dain, Kansas
 Dick Yager, Wyoming
 J. C. Millspaugh, Indiana
 Ronald J. Ploeg, Washington
 Lorne M. Best, Michigan

John C. Reddicono, New York
 George Keller Dukes, North Carolina
 John W. Klein, Nebraska
 * Hope Lynn, Alabama
 * Sam Pruitt, Alabama
 * Ray L. Hill, Alabama
 * Billy R. Prince, Alabama
 Marcel Reisch, Minnesota
 * William T. Frerichs, Arizona
 William H. Knight, Arkansas
 Harry Eiler, Nebraska
 John E. Lauria, California
 David Stenberg, South Dakota
 A. C. Echols, Jr., Virginia
 Duane Oberlin, Indiana
 Dick I. Boyd, Oregon
 C. J. "Joe" Neuhart, California
 Meredith Richwine, Indiana
 Herbert Schwalbe, Louisiana
 Richard C. Centabar, Connecticut
 Homer Pollock, Ohio
 Lane Hyett, Illinois
 Philip E. Wells, Jr., Illinois
 Charles Stiger, Minnesota
 Harold Hilliard, Illinois
 Phil Costin, Florida
 Albert F. Cox, Missouri
 Kenneth W. Teague, North Carolina
 Lewis Bronstein, New York
 Merrill A. Picquet, New York
 David L. Smith, Florida
 Tom E. Harp, Ontario
 Ed Huisman, California
 Robert Burkheimer, Maryland
 Herb Bambeck, Ohio
 F. N. Wine, West Virginia
 Douglas C. Schuur, Michigan
 Erv Jones, Missouri
 Clay Powell, Oklahoma
 William S. Day, New Jersey
 * Donald Akers, Missouri
 Don Legere, Kansas
 Brent Wilber, Michigan
 * Buford M. Jenkinson, California
 Joe Horn, Florida
 Albert C. Dunning, Illinois
 John Modica, Illinois
 Mike Modica, Illinois
 James Quick Illinois
 Virgil Scarbrough, Illinois
 Charles B. Wade, Illinois
 James Buckley, Indiana
 Byron Carpenter, Kansas
 W. O. Harris, Kansas
 Frank Onischuk, Massachusetts
 Frank Gates, Michigan
 * Maynard Knutson, Minnesota
 Orville M. Schroeder, Minnesota
 Lenzie Beck, Missouri
 * Gary Crosby, Nebraska

Wayne Schultis, Nebraska
 G. Teague Gilbert, North Carolina
 Dick Saunders, North Dakota
 Robert A. Riley, Ohio
 Richard Davies, Ohio
 Gaylon Souvignier, South Dakota
 Fred McCarter, Tennessee
 * L. E. Buck Brown, Virginia
 Morris Fannon, Virginia
 J. D. Vaughan, Virginia
 * Robert Losey, Jr., Washington
 Arthur Lee, Washington
 * D. D. Colburn, Florida
 * Joe Kinsey, Jr., Florida
 * Ben Stewart, Florida
 * J. Grissom, Florida
 Gene Navalesi, New Mexico
 William J. Blain, Ohio
 Dwight E. Dutton, Ohio
 Donald Kent, New York
 Albert L. Rankin, Ohio
 Lewis Miller, Nebraska
 Carson C. Fast, Ohio
 Crawford McFetridge, New York
 J. C. Kornbrust, Illinois
 Freeman Smith, Alabama
 * Bob Creps, Missouri
 Donald W. Maloney, New York
 William Maloney, New York
 Arthur Bennett, Quebec
 William Kent, New York
 * Dennis D. Welker, Pennsylvania
 * Andrew S. Hess, Alaska
 George Morse, Kansas
 Nevolyn Christeon, Illinois
 George J. Nichols, New York
 Sidney P. Hough, Florida
 J. W. Dickerson, Ohio
 Donald Furrer, Indiana
 * J. L. Bryant, Alabama
 * Wilford C. White, Oklahoma
 Jack Fritts, Missouri
 * Vernard C. Hurd, Georgia
 Edward J. Pekarovich, Illinois
 Alfred Zogg, Jr., New York
 Dale Butman, Minnesota
 Thomas Fleming, Maryland
 Jerry Kudlac, Oklahoma
 Stan Haworth, Virginia
 Thomas L. Williams, Illinois
 Leo M. Boatwright, Indiana
 Charles F. Knapp, Illinois
 Kenneth Hocking, Illinois
 Larry Dealey, Ohio
 Lavern Scarborough, Nebraska
 Homer Stephens, Ontario
 * Russell Kruse, Indiana

PHONE
(312)
342-3600

A. MARCUS
2418 W. NORTH AVE.
CHICAGO, ILL. 60647
WHOLESALE MERCHANDISE

PHONE
(312)
342-3600

ESTABLISHED 1908

Auctioneers largest supplier of National Brands — Close Out and Promotional merchandise. Complete lines of Nationally advertised brands. Names such as "**Black & Decker**", "**Colman Cable**", "**Skil**", "**Chicago Pneumatic**", "**Sunbeam**", "**Mirro**", "**G.E.**", "**Cannon Mills**", "**Husky**", "**Proctor-Silex**", "**Wilton**", "**Helbros**", "**Sharp. Elec.**", "**Westclox**", "**Ronson**", to name only a few.

In addition to our regular lines of merchandise, we are constantly receiving large quantities of closeout merchandise of all types. Everything from tools to towels can be had at prices much lower than their original cost. Our three floors are packed full with **appliances, radios, T.V.'s, stereos, watches, soft goods, tools etc.**

Come to our showrooms and see samples of the above mentioned merchandise. If you are unable to visit us here in Chicago then write or phone us at our expense. We will be happy to send you a sample order - or describe in detail some of the outstanding values. **All merchandise is fully guaranteed over the counter replacement on all defective merchandise.** Recommended by "Col." Skeen of Roselle, Illinois and "Col" Quick of Aurora, Ill.

All merchandise shipped on same day as order is received. One stop will cover your every need from the Largest Complete Stock to your smallest fillin. We are here to help you make 1971 your biggest year.

PHONE
(312)
342-3600

A. MARCUS
2418 W. NORTH AVE.
CHICAGO, ILL. 60647
WHOLESALE MERCHANDISE

PHONE
(312)
342-3600

Cliff Mitchell, Minnesota
 Dennis Wilson, Kansas
 Lee Zalis, Maryland
 Jimmy McPhearson, Oklahoma
 John D. Bowles, Florida
 William H. Smith, Florida
 J. J. Statler, West Virginia
 * Benjamin M. Statler, West Virginia
 Bill Sheets, West Virginia
 Charles Bennett, Missouri
 Carl Westermarck, Montana
 Wallace H. Westermarck, Montana
 Don Porter, Indiana
 Richard Kiko, Ohio
 Joe Skeen, Illinois
 Al Gay, Washington
 William Vosburgh, Jr., New York
 David S. Wright, Maryland
 Charles D. Rudd, Florida
 C. V. Penfield, South Dakota
 Martin J. Ford, Washington
 * James R. Bridges, Missouri
 Fred Schneider, Illinois
 * George W. Forrest, New York
 Harold Walker, Pennsylvania
 Arthur Drakulic, Pennsylvania
 Arthur Kempkin, Wisconsin
 Arnold Kohlmetz, Wisconsin
 Thomas Fredrick, Wisconsin
 Donald Poller, Wisconsin
 Henry W. Howes, New York
 Robert A. Gerhart, Michigan
 Dick Mather, Connecticut
 D. B. Williams, Georgia
 Bill Dennis, Texas
 Wayne E. Griffin, Missouri
 Johnny R. Koske, Florida
 Thomas A. Scarane, Florida
 Doug Dalton, Kansas
 Dee Glassey, Kansas
 Roland Grenier, Connecticut
 Raymond Allen, New York
 Robert Peterson, South Dakota
 * Conrad C. Isom, Louisiana
 * Conley J. Smith, Alabama
 * Robert McClendon, Alabama
 Clayton Rutledge, Tennessee
 William H. Collier, Tennessee
 Bernie Bishop, Tennessee
 Jerry Kiddy, Tennessee
 Robert Kuykendall, Tennessee
 L. Paul Monks, Tennessee
 Lawrence M. Range, Tennessee
 Glenn Webb, Tennessee
 John Paul Lewis, Tennessee
 J. R. Rutledge, Tennessee
 Julius S. Hurst, Tennessee
 L. Clyde White, Tennessee
 Fred R. Hobbs, Tennessee
 Darrell Murray, Tennessee

William A. Parks, Jr., Tennessee
 R. P. "Bob" Keller, Tennessee
 Ben E. Lewis, Tennessee
 Jerry Kemp, Florida
 * John F. Kohler, Pennsylvania
 * Ralph D. Brooks, South Carolina
 * M. Dean Janeski, Wyoming
 Herman Benz, New York
 * Bill Halbert, Missouri
 * Charles Gearhart, Kansas
 Harold C. Lacy, Florida
 Grant I. Harding, Maryland
 John W. Stark, Florida

Pennsylvania Farm Sells for \$391,000

Auctioneer Elmer Kist sold at public auction 100 acres of land for \$391,000 to Atty. Robert H. Holland.

Two 50 acre parcels from the Glendora Young Estate in Hanover Township were involved.

Auctioneer Kist believes that \$3,900 an acre is the highest ever paid at public auction in the East.

Kist and his assistant, auctioneer Clarence Huber, sold a number of other outstanding items in the sale, which attracted several hundred people. Among the highlights were a coverlet for \$125, and old apple peeler for \$75; 20 earthenware pie plates which brought from \$40 to \$71 each; a dry sink, which went for \$190; dated quart jars, sold from \$2.50 to \$7 each; rocking chairs at \$33 to 55; apiece; a cedar chest at \$101; coffee grinder for \$55; old self-player piano \$210.

And for coin collectors, several Indian head pennies brought from \$2 to \$6, a half dime was bid successfully to \$17, and three-cent pieces went for \$14.

It was one of the most outstanding sales in his 35 years of experience that Elmer O. Kist, from R D # 1, Northampton, Pa., had ever conducted.

That's Love

Note from young man to girl friend:
 "I would climb the highest mountain,
 swim the widest lake, cross the burning
 desert and die at the stake for you. P.S.:
 I'll see you Saturday, if it doesn't rain."

President's Message

1971 is to be one of the most exciting years of my life. I am writing for "The Auctioneer" in flight from Dallas to Charlotte, N.C. This begins a series of Conventions I have been invited to attend across the country. I could spend this entire space telling you how grateful I am for the opportunity and honor each of you have given me and my family.

However, I elect to try and pass on to you a message important to me entitled, "Our Personal Outlook".

You can see signs everywhere today by different groups such as "Peace," "Love," "Keep the faith", "Keep Smiling, let the world wonder what you are up to", Be courteous, Be friendly, and on and on, but the one I like best is this. "Love your neighbor as yourself". Now this is really hard to do, as most everyone is very much in love with his ownself. Many times we do not consider ourselves as other people really see us. While in auction school if we developed bad habits we had an instructor to correct us. As independent business people we do not have an employer, sales manager or supervisor to say "Your personal outlook is all wrong and you must do something about it." No, we ourselves, must criticize the person we see in the mirror every morning as you prepare for work. If we say to ourselves, this is my day to do good, to love my neighbor as myself, to taste every word before we say them, to be polite, to say I can help this world to be a better place to live in, just say I am proud to be an American, an auctioneer and a member of the human race.

Grover Howell

Minnesotans Meet For Their 22nd Convention

Members of the Minnesota State Auctioneers Association held their 22nd Annual Convention at the Crest Motel and Supper Club, Caledonia, Minn., Sunday evening, June 20, and Monday, June 21, 1971.

New officers being elected were Milo Fodness, Kenneth, President; Wayne Pike, Princeton, Vice President; and Audrey Knutson, Waterville; Secretary-Treasurer. Marcel Reisch, Luverne; Joe Maas, Plainview Paul Hull, Austin; Roy Johnson, Buffalo Center; Lowell Wagner, Moorehead; and Wayne Ediger, Belle Plaine, were the new members named to the Board of Directors.

There were two national figures present, Col. Bernard Hart, Secretary of the NAA and Mrs. Lyle Erickson, President of the Ladies Auxiliary to the NAA. Col.

Lyle Erickson, Cresco, Iowa, past president of the Iowa Association of Realtors gave a very interesting and informative speech entitled "Selling Real Estate".

A banquet was held in the evening with entertainment by the "Johnsons". A Fun Auction was held with an award being given to Orlin Cordes, Red Wing, Minn., in the 1st Minnesota Auctioneer Contest. The youngest licensed auctioneer present was Wayne Pike, Princeton; the oldest licensed auctioneer present was Albert Maas, Millville; and Alvin Payne, DeGraff, came the furthest distance.

The 23rd annual meeting of the Minnesota State Auctioneers Association will be held at Staples, Minnesota, in 1972. A very pleasant and informative meeting was enjoyed by those in attendance. Several indicated they planned to attend the National Convention in Lincoln, Nebr.; on July 22-24.

AUDREY KNUTSON, Secretary

Building Fund Notes

More than \$7,000 in gifts were received during the National Convention and other pledges being paid by mail we were able to complete payment for the building. The fact that we were able to meet all payments as they came due throughout the construction period, then make final payments to the contractors without borrowing any money, is certainly something that we can point to with pride. Those who made this possible are to be commended.

Convention week saw many visitors to the building and most of them were high in their praise. Several were so proud of the finished product that they increased their previous gifts and/or pledges.

All pledges (unless other arrangements have been made) are now due. We need additional money for landscaping, the purchase of needed equipment and other items. We trust that every successful auctioneer in America will have his name inscribed on the bronze plaque that will become a permanent part of the building. We are holding the Fund open until December 31. After that date it will be impossible to add any names to the plaque.

Following is a list of additions and/or corrections to the list of donors that was printed in the July issue of THE AUCTIONEER.

FOUNDERS

Edward Bilbruck, Deerfield, Ill.
B. L. "Lee" Hickman, Oklahoma City, Okla. (from sponsor column)
Ohio Auctioneers Association

BUILDERS

Louis L. Stambler, Honolulu, Hawaii (from Friends column)
Ken Barnicle, Ellisville, Mo. (from Friends column)

SPONSORS

Adrian and Wilma Atherton, Hodgenville, Ky.
J. O. Briggs, Stanton, Ky.
In Memory of E. Gribbins, Louisville, Ky.
Mr. and Mrs. Wayne Kessler, Campbellsville, Ky. (from Friends column)
C. Roger Lewis, Morehead, Ky.
E. B. and Patsy Fulkerson, Jonesboro, Tenn.

Walter and Marie Flatow, Waterbury Center, Vermont

FRIENDS

Ed Huisman, Galt, Calif.
Reuben J. Stroh, Loveland, Colo.
Leo M. Boatwright, Columbia City, Ind. (Omitted through error from July issue)
T. M. Dunlevy, Jeffersonville, Ind.
Arnold Hexom, Waverly, Iowa
George M. and Wm. B. Kurtz, Sturgis, Ky.
H. H. and Gladys Lacy, Morehead, Ky.
George E. Martin, E. Lebanon, Maine
Frank Onischuk, Westminster, Mass.
Tony Thornton Auction Service, Springfield, Mo.
Franck Diercks, Gordon, Nebr.
Blaine A. Farrar, Maywood, Nebr.
Morris Weinstein, Middletown, N. Y.
Norman Aldinger, Cleveland, N. D.
Jim and Helen Davis, Ypsilanti, N. D.
Dick Saunders, Hettinger, N. D.
Eddie R. Wagner, Bismarck, N. D.
Clem D. Long, Dayton, Ohio
C. V. Penfield, Lemmon, S. D.
Rubert Ainley, Dukedom, Tenn.

If there are any additions or corrections to the list in the July issue, plus the above, please advise us immediately.

The same clever husband who discovered that cigar ashes are good for the rug, has discovered that leaves are good for the lawn.

EXPERIENCED

AUCTIONEER

desires to work with cattle auction firm. Available to travel anywhere and anytime.

Reisch graduate.

Call or write:

C. R. Cone, Jr.

(203) 822-6444

No. Franklin, Conn. 06254

Montanans Win First Advertising Contest

Wide Range Auction Service of Glasgow, Montana, is the recipient of the top award in the first advertising contest. Along with the trophy, Wide Range will be the first name to be entered on the permanent advertising plaque hanging in the National headquarters.



Mr. and Mrs. Andy Strommen, Wide Range Auction Sales, Vandalia, Mont., with the trophy they were awarded for being the winners of the first Advertising Contest sponsored by the National Auctioneers Association.

The first year's contest drew many, many entries from all phases of the auction profession in both black and white and color. Runners-up were Penfield Auction Service, Bowman, North Dakota; Bland Land Company, Roanoke, Virginia; Delta Auction Company, Memphis, Tennessee; and Dick Dewees and Lyle B. Kappel Realty, Kansas City, Missouri.

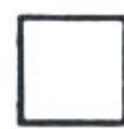
This competition is designed to be educational as well as honoring firms who have done an outstanding job in the advertising field.

Any suggestions as to how to help streamline this program will be appreciated.

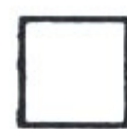
Terry Dunning

IN UNITY THERE IS STRENGTH

There's REAL MONEY in AUCTIONING MOTOR FREIGHT EQUIPMENT



- TRUCKS
- TRACTORS
- TRAILERS
- ENGINES
- PARTS
- TERMINALS
- ICC RIGHTS



ASK

THORP SALES CORPORATION **THORP**

*World's Largest Auction and
Real Estate Service*

THORP, WISCONSIN

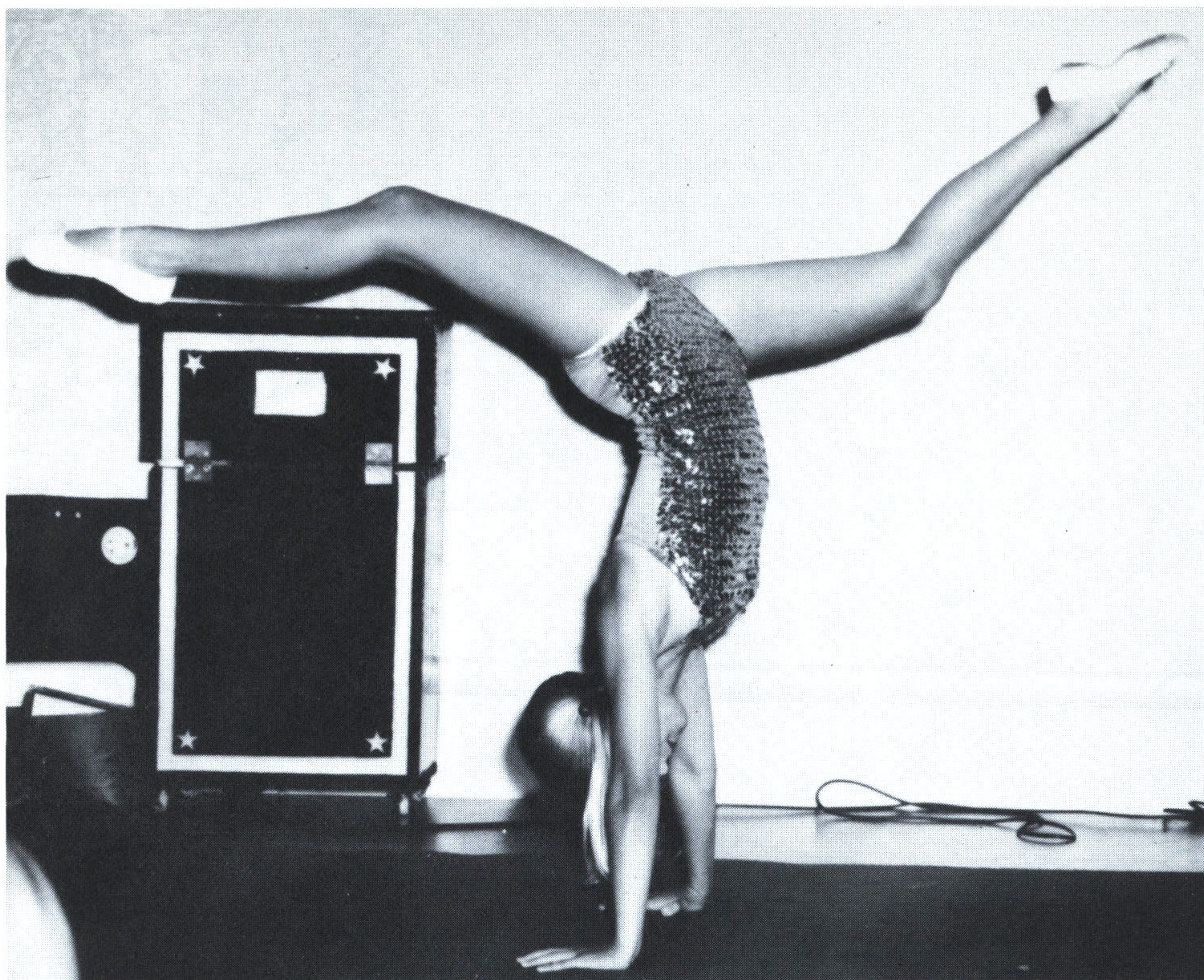
**THIS FIRM IS A
REGULAR ADVERTISER
IN OUR WEEKLY
CLASSIFIED SECTION**

CALL OR WRITE US



**TRANSPORT
TOPICS**

1616 P St., N.W., Washington, D.C. 20036
Call (202) 269-3258 and 269-3257



Sandy Van Syoc, daughter of Mr. and Mrs. Harold Van Syoc, New London, Iowa, won her division of the Amateur Contest with her acrobat act.

Sandy Van Syoc and Marshall Sisters Win

Co-ordinated by Dick Kane, and committee, M. C.'d. by Kalamity Kate, of KOLN-TV in Lincoln, and participated in by the sons and daughters of the auctioneers, the Amateur Contest proved to be a hit with young and old alike. Judging the event this year were: Mrs. Dick Grubaugh, Mrs. Leon Nelson, and Suzie Emrich.

The committee divided the kids in two groups, depending on age, and a total of 22 participated, making 12 acts. Winner of Group 1, was Sandy Van Syoc, daughter of Mr. and Mrs. Harold Van Syoc, New London, Iowa. Sandy, age 12, did an acrobat act. Runnerup was Barb Rittenhouse, daughter of Mr. and Mrs. Wylie Rittenhouse, Uniontown, Penn. Barb;

also 12, played the piano. Winner in Group II, were the Marshalls, a singing group consisting of Bonita, Susan, and Debora, ages 17, 14 and 10, daughters of Mr. and Mrs. Clarence Marshall, Hillsville, Virginia. Second place went to Scott McCarter, 18, Sevierville, Tenn., son of Mr. and Mrs. C. B. McCarter, who sang "The Auctioneer Song".

The audience was the real winners that night, as the kids did a terrific job and all the contestants and their parents should be proud of a job well done.

Promotion

R. C. Burkheimer, president of Auctioneers Association of Maryland, used his National Auctioneers Week materials in promoting a charity auction. The sale was managed by the Maryland organization with all proceeds to a Hospital Building Fund.



Barb Rittenhouse, daughter of Mr. and Mrs. Wylie Rittenhouse, Uniontown, Pa., won second place at the Amateur Contest with her piano solo, "Rustle of Spring".

Anna Dodge Table Sells For Record of \$215,000

LONDON — Bidders at Christie's salesroom here made a Louis XVI writing table the world's most expensive piece of furniture by pushing the selling price to a record \$415,000.

The previous highest price paid for a single piece of furniture was \$151,000 in 1964. This was paid for a Louis XVI dresser.

The table was the prized item among 137 lots of French furniture and art objects from the collection of the late Mrs. Anna Thomson Dodge, heiress to a Detroit auto fortune.

Mrs. Dodge died last year at the age of 103. She formed the collection between 1920 and 1936 to furnish Rose Terrace, her private Versailles in the Detroit suburb of Grosse Pointe.

Mrs. Dodge started life as a penniless Scottish lass who emigrated to the United States to teach piano. She married Dodge when he had less than a dollar to his name. He left \$59 million when he died.

You know you've reached middle age when you'd rather not have a good time than have to recover from it.

IN UNITY THERE IS STRENGTH

California Auctioneers Hold Annual Meeting

Members of the California Auctioneers Association held their 1971 convention at the Huntington Sheraton Hotel in Pasadena, June 22. While attendance was light the program and facilities were exceptionally good.

Ed Huisman, Galt, moderated a Bid Calling Seminar in the forenoon, which was interesting and educational.

Bernard Hart, Secretary of the National Auctioneers Association, addressed the meeting in the afternoon. He stressed the responsibilities that accompanied the hosting of a National Convention by a state association.

Following the evening Banquet, a Fun Auction was held and it could certainly be termed a financial success.

Ron Kavanaugh, Herald, was elected President for the next year and Ed Huisman, Galt, was elected Vice President. David L. Mason, Citrus Heights, was re-elected Secretary-Treasurer.

Dean Parker, Auburn, was the retiring President, having held that office for two years. Charles Coulter, Whittier, served as Convention Chairman.



Using the banjo as strictly a "prop", Scott McCarter managed to carry off second place in the Amateur Contest (older division) with his rendition of "The Auctioneer" song. Scott is one of the Tennessee McCarters.



CLASS OF 1971, NATIONAL AUCTION INSTITUTE, BRYAN TEXAS

FRONT ROW: Willard Jordan, Tex., instructor; Roy Richerson, Texas, instructor; Phil Stoll, Okla.; Craig Howard, Tex.; Bruce Reese, Calif.; Frank Vinklerek, Tex.; Mark Miller, La.; G. H. Shaw, La.; instructor; Walter S. Britten, Tex.; instructor.

SECOND ROW: Robert Arnold, Tex.; Roger Priest, Tex.; Roger Callender, Tex.; Jerry Webb, Tex.; Randy Gordon, Tex.; J. L. Melton, Ga.; Jack Miller, La.; Doug Stewart, Tex.; Jim Bell Tex.; Al Mills, Tex.

BACK ROW: Kim Barker, Tex.; Gary Collins, Tex.; Mike Vader, Tex.; David Henke, Tex.; Garry Burton, Tex.; Charlie Sellers, Tex.; Ed Olinick, Tex.; Hugh Clark, Tex.; Charles Portwood, Okla.; Eric Rooth, Ariz.; Richard Britten, Tex.



Pop's Ponderings

National Convention Up To Expectations and More

By COL. POP HESS

YES, I ATTENDED THE NAA ANNUAL CONVENTION AND HOME OFFICE DEDICATION, LINCOLN, NEBRASKA, JULY 22, 23, 24, ALL sessions. Traveled by AUTO, NO bumps; fine weather. Total mileage from home base to Lincoln and return, with arrival back on July 26th, 1,590 miles.

Under the full driving of Miss Peggy, of my staff, all may recall who met up with her during the Convention, ALL I HAD TO DO WAS LOOK AT THE CROPS WHILE CROSSING OUR WESTERN OHIO AREA, ALL OF INDIANA, ILLINOIS, THROUGH IOWA TO NEBRASKA AND LINCOLN. BARRING LATE BLIGHTS, STORMS, OR UNFORSEEN CROP DAMAGE, THESE STATES WILL HAVE SUFFICIENT GRAIN CROPS TO FEED US FOR A LONG TIME!

TO LIST EACH ONE'S NAME WHO SHOOK OUR HANDS AND MADE SO MANY NICE COMMENTS WOULD MAKE MANY PAGES, SO TO ALL, WE SAY THANKS AND THANKS AGAIN! IT APPEARED TO ALL THAT THE ATTENDANCE REPRESENTED MOST EVERY STATE IN THE U.S., including our fine folk from HAWAII, and many nice people from CANADA! Our State of Ohio was well represented and our Ohio AA presented their State Founders Fund Check of \$1,000, highly appreciated by all that Ohio be listed on the SHRINE OF STATE AUCTIONEERS with whose donations have provided a permanent headquarters for United Auctioneers of the U.S. THROUGH THE FUTURE YEARS!

It was an extra pleasure to meet many of our outstanding Auctioneers from all over. Many were our Officers, past and present and Builders for the Future for our National Auctioneers Association, and regret that I have not the space to single out many of them to detail here, my pleasure in meeting them.

However, I cannot pass up the many

drop in visits, questions and comments, in meeting up with the fine old Col. Springer from Oklahoma. We met frequently each day, talking and discussing. One of the fine old boys you will always remember, and his visits were very interesting. Col. Springer, in a way, reminded me of that well known TV personality, Walter Brennan, whom I have always admired in his many movie and TV parts.

Col. Springer's voice and his expressions were so similar and just as hitting as Mr. Brennan. The Colonel slipped away near the end of the last day as his son and wife travel in their own plane. I now wonder that there may be a day when they may land in my front lawn, unannounced, direct from Oklahoma! Miss Peggy caught a fine picture of us just as we had fully agreed on one Auction point. A picture to be reserved in our book of memories of the great time had at the LINCOLN CONVENTION. We also met up with many others who fly and go and come like we at home do in the car. When asked if I expect to come to TEXAS NEXT YEAR, I was silent, like I have always been on the subject of flying??

OUR NEW OFFICE HOME IS OUTSTANDING! Not over done, nor under done. I am sure all in attendance were very happy to meet our good Secretary, Bernie Hart, also Mrs. Hart and their family, together with the Staff. Bernie is not just a fine Secretary and Manager, HE IS SOME AUCTIONEER! He proved that when he sold my old buck and a half walking cane for \$275.00 for the building fund. I hope the bricks in the Home Office are more sturdy than the old cane was!

As many of our readers are aware, I have not been a regular Convention attendant, just doing my column job, building up enthusiasm in the Auctioneers of our land to be present at the Conven-

tions, taking the sideline to read the results. However, had I put in the last twenty years, been in my "Hay Days" and on the daily firing line, I would have been there till the last shot was fired, and upon my arrival home this past July 26th., admitted that from all I have seen in this Convention, just concluded, the presence of many new angles in Auction Sales Work, I had yet to catch up with.

You who are entering upon the firing lines in selling, or who want to be there, Conventions are not just passing the time, or amusement. So, boys, let's all face the facts. Your State and National Auctioneer's Meetings (Conventions) are well worth while! You will find most of the men in demand today to be present. The pages of this issue has many Convention events well listed. Read them all. They did happen! From month to month, your writer will lead off on some of these Convention events as they are all good for pondering.

Again I say, we enjoyed our trip, all the Convention and all the people we visited with, whom we would never have met, had we stayed home. I have extended an invitation to Peggy who was the one who really got us there and back, to write a column on her impressions of the Convention. I am sure all who met her noted that this was not the first Convention she had attended throughout her busy days, but it was her first Auctioneer Convention. Be sure and read her briefs when it appears in a later issue. To all and all, when in our AREA, be sure and call on us here at the Hess Homestead. We will be happy to see you again and review our Convention days of 1971.

Now, on this 9th day of August, I hand this script over to my working staff in order that the bugs and what have you are deleted from my style of thought put in writing. This should then be in the Home Office for final censor and OK as of August 15th. From some of the remarks I get back from my staff here, it is somewhat amusing, since I often cannot exactly jot down what I was trying to say. However, in the end, the column is readable, we all hope?

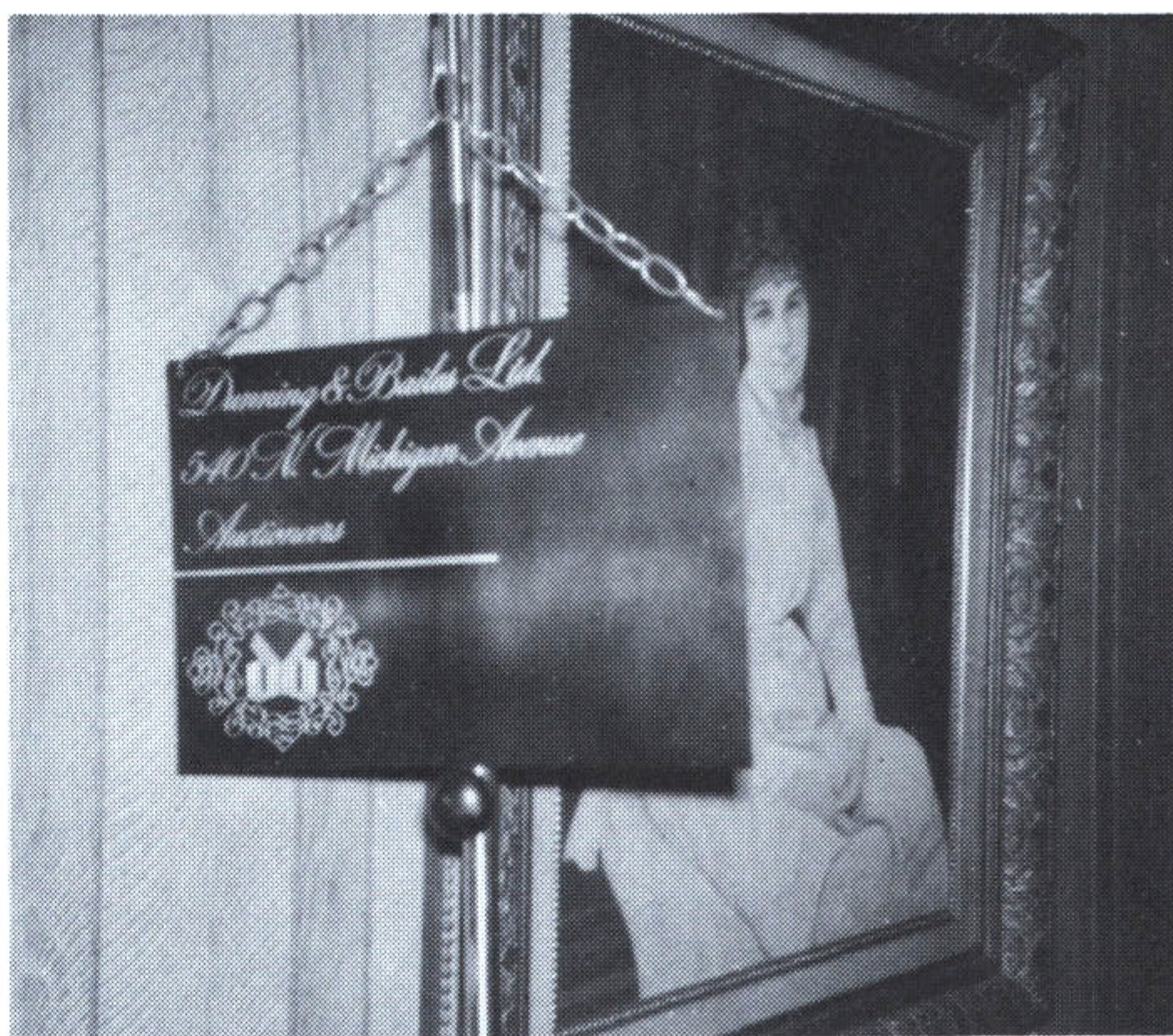
Here in Ohio, our good County Fairs are in full swing. Also, our great OHIO STATE FAIR through the last week in August, into September 6th. The Ohio Auctioneers are planning a big day, set

aside as "Auctioneer's Day" with their Second Annual Auctioneer's Contest for the Championship. Of course, this will all be history when you read this issue. I hope to have details of the Ohio State Fair events included in my October column.

Dunning and Bailes In New Chicago Gallery

by Delece Holle Norcott

Chicago, Ill. — Dunning and Bailes, Ltd. celebrated the grand opening of their galleries on June 26 and 27, heralded by numerous newspaper and radio announcements. Located at 540 N. Michigan Ave., the gallery is the epitome of elegance, with a lofty ceiling entrance, colored, geometrically designed marbled floors, and stairs leading down into a semicircular lobby adorned with a large statue of the goddess Diana.



A new name on Chicago's fabulous Michigan Avenue, Dunning & Bailes, Ltd.

Prior to the auction, owner C. P. Terry Dunning was on hand to greet everyone, and he expressed his regret that his continental representative, Arthur Bailes, of London, England, was unable to attend the opening.

The new gallery was a bit of a secret, Terry grinned, an expansion of his and his father's flourishing auction business in Elgin, Ill. The objects had been moved from their Elgin warehouse to the

Chicago gallery, where they were made ready in the storage area directly off the sale room. A long hall between the front and back entrances and two exhibition rooms held the 450-piece collection to be sold, which included European period furnishings, clocks, musical boxes, paintings, bronzes, figures, Oriental rugs, and medieval torture instruments from the Royal Castle in Nuremberg, and other objects d'art.

The lovely platinum-haired lady who registered bidders at the reception desk was Lela Harty, Terry's personal assistant. She is also the genius behind the idea of arranging in the exhibition rooms and hall the objects for sale in a manner to suggest a living room. The floors were spread with Oriental rugs, the walls hung with pictures, the cabinets filled with glassware, clocks, and figures, and the furniture appropriately grouped.

A feeling of personal warmth prevailed throughout the gallery, as if one were walking into an exquisite home filled

with family love and pride. And indeed, the Dunning auction was and always is a family affair, a teamwork of Terry's parents, wife, sister, and 6 hard-working assistants who execute an efficient and dignified sale.

A year ago at the N.A.A. convention, Terry delivered a speech which opened with the question: "Where will **you** be in 1971?" Dunning and Bailes, Ltd. is a stride difficult to surpass.

AUCTION CLERKING SUPPLIES
Agreement & Settlement Contracts
Triplicate Copy Clerking Sheets
Buyer Registration Pads
Buyer Number Cards
Consignment Contract
Sales Notices
Free Samples & Prices
BURTON PRINTING CO.
Box 597 Hastings, NB 68901

ABSOLUTE AUCTION OF REAL ESTATE
SATURDAY, OCTOBER 2nd 11:00 A.M.
561 ACRES of the ELAM PRESTON SAIN ESTATE
Route # 3, Vale, N.C.
LOCATED: On old Hwy. # 18, 18 mi. south of Morgantown, N.C.
561 ACRES, CUT IN 46 TRACTS

These tracts will be sold separately and then offered as a whole.

This property is ideally located in a fast growing community, at the foot of the South Mountains. Just a few minutes drive to some of the most industrial towns in this area. Only 20 miles to Hickory, 18 to Morgantown, 22 to Shelby, 20 to Lincolnton and 45 to Charlotte,

This is beautiful property with frontage on 3 roads, 4 streams of water and lots of young timber. Approx. 175 acres in high state of cultivation.

Terms: 10% Down Balance 30 Days

For further information or maps of property, Contact Lincoln Auction Co.

Executors of will: Atty. H. A. Jonas Jr., E. Main St., Lincolnton, N.C. E.I. Sain Route # 3, Vale, N.C.

Sale Conducted by: Lincoln Auction Co.

G. Teague Gilbert - Auctioneer

Route # 1, Lincolnton, N.C.

Telephone 704-735-8395



MISSOURI AUCTION SCHOOL LIVESTOCK EXCHANGE BUILDING, KANSAS CITY, MISSOURI CLASS OF JUNE, 1971

FIRST ROW LEFT TO RIGHT: J. D. Reeves, Mo.; Jim Thomas, Mo.; Earl R. Williams, Ks.; Boyd Michael, Registrar, Mo.; Dick Dewees, President, Mo.; Verlin Green, Instructor, Ks.; Harry Warren, III, Mo.; Bob Huber, Ill.; Jerry Brownd, Ks.

SECOND ROW LEFT TO RIGHT: Arthur Griffith, Ky.; James A. Norman, Miss.; Bruce Neely, Mo.; Carl "Bud" Rowland, Ks.; Jack King, Ga.; Pat Riley, Colo.; William Baird, N. Y.; Thomas F. Shields, Ks.; Charles H. Campbell, Md.; Mary E. Foltz, Penna.; Harold W. Skidmore, Mo.

THIRD ROW LEFT TO RIGHT: David Kramer, Ill.; Norman Graebner, Mo.; David L. Smith, Fla.; Mike Hughes, Tx.; Robert S. Sands, Tenn.; Rufus Daughette, Fla.; David Tanner, Mo.; Randy Ruby, Md.; Roy Barksdale, La.; Steven Orcutt, Ks.; Harry Carr, Ind.; Brian A. J. Fahey, N. Y.; James O. Hitchcock, Ga.

FOURTH ROW LEFT TO RIGHT: Freeman Earhart, Tenn.; Dwayne Jackson, Mo.; Doug Ballenger, Mo.; Neal R. Young, Ks.; Herbert H. Sigler, Ks.; Jack Sutphen, Tx.; Fran Martin, Ks.; Edwin M. Goodwin, Mo.; Ronnie L. Workman, Ohio; Don E. Denny, Ill.; Arnie T. Wessel, Ill.; Danny N. Holt, Ariz.; Rex Sheck, Montana; Harry Puckett, Ala.

FIFTH ROW LEFT TO RIGHT: Don Buck, Mo.; Grady Thomas, Ga.; Dennis Bosley, Md.; Mick Barth, Ks.; Chuck Anderson, N. Y.; Harold Temme, Nebr.

West Virginia Meeting One of the Greatest

West Virginia may not have as great attendance at their Annual Conventions as do some states but what they lack in numbers they certainly make up in fellowship. This year they held their meeting at beautiful Cedar Lakes Camp, north of Charleston.

The informal atmosphere, recreational facilities and family style meals in the dining room are features that few other state conventions enjoy. All this makes for a much closer feeling among members of the profession and their desire to cooperate and share with one another is a goal that all desire but few attain. As an example, this relatively small group made an initial pledge of \$250 to the NAA Building Fund. A year later they mailed a check for \$500. This year they increased their gift to \$1,000 to match their neighboring states.

Auctioneers and their families arrived on Saturday for registration and a business session in the afternoon. In the evening they had a very successful Fun Auction, followed by an Auctioneer's Contest. Wilson Woods, West Liberty,

who has served as the group's Secretary-Treasurer since it was organized, was selected as the winner. Runners up were Wilbur Brock, New Haven; and A. G. "Dick" Miller, Ceredo, both of whom are past presidents.

A round table discussion of business matters took place on Sunday, followed by an address by Bernard Hart, Secretary of the National Auctioneers Association. Another family style meal was enjoyed at noon after which the participants leisurely departed for their respective homes.

AUCTION SCHOOL GRADUATE

**Man, 21 years old, desires position
with Auction Firm or Auctioneer.**

Willing to travel anytime, anyplace.

Call or write:

**Rollo A. Juckette
Van Nest St.
Dundee, Michigan 48131**

Phone: (313) 529-2388

Attention Auctioneers and Antique Dealers

Direct Importer — Wholesale Antiques

After 22 years of running a West Coast Antique Auction Circuit and supplying other auctioneers, I have decided to offer antiques to the Trade in Sea Van Quantities Only. I warehouse in England and on the continent, but to save you money prefer direct containers from the country of your choice direct to your door. I am aware of the problems and will take care of customs, packing, duty, transportation, etc. Our shipments will be reasonably priced, broken down each item F.O.B. your door. Cases will be assorted as to the best buys of an area and as large an assortment as possible. (Special items may be included on request if available). Now importing approximately 200 containers a year.

Write your needs to my office,

LYNN WALTERS, CLACKAMAS, OREGON

PHONE 503-654-3000

I'll be in Europe but will shortly contact you for more information. If you are coming to Europe, I can meet you by appointment.



Ron Woodward, Broken Bow, Nebr., was named the World's Champion Livestock Market Auctioneer at a contest held at Sealy, Texas, in connection with the 1971 Livestock Marketing Congress.

Woodward is co-owner of the Central Nebraska Livestock Market in Broken Bow. Picture shows Ron selling the personal effects of Nebraska dignitaries at the National Auctioneers Convention, in Lincoln.

Knotts

School Of Auctioneering
and Public Speaking

Home Office 1163 Sec. Ave.
Gallipolis, Ohio Phone 446-2917

BUSINESS CARDS

EMBOSSSED



\$7.00 per 1000

2 color - \$9.00



Either emblem \$1.00 extra

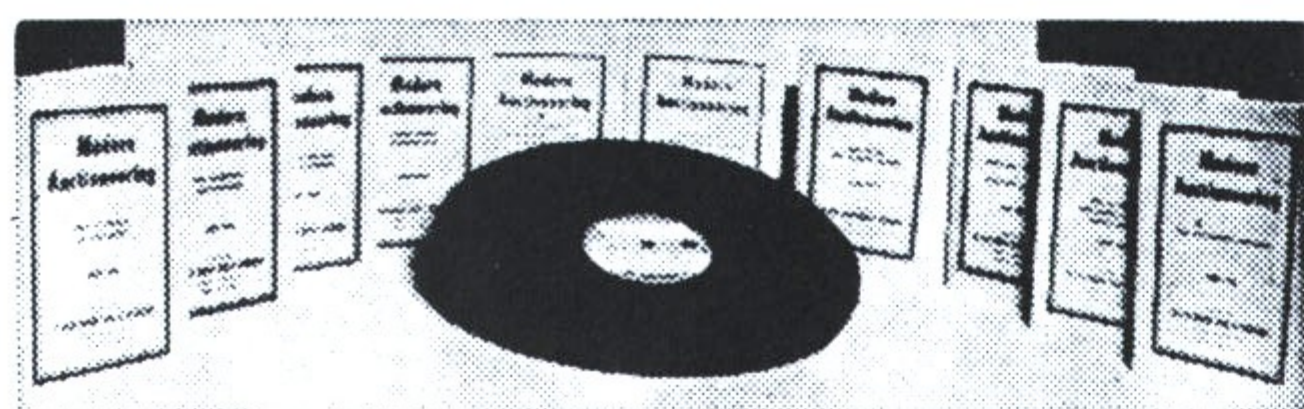
CARDPRINT

701 Park Ave., Galion, Ohio 44833

AUCTION COLLEGE

TERM OPENS SOON
FREE CATALOG

WORLD'S LARGEST SCHOOL
13,000 Graduates—Over 37 Years



HOME STUDY AUCTION
LIBRARY & TRAINING RECORD
10 Books on All Phases of
Auctioneering

REISCH AUCTION COLLEGE
Mason City, N. Iowa 50401

Where The Nation's Leading
Auctioneers Teach You.

GAVEL TIE-TAC OF DISTINCTION

ALSO WORN AS
LAPEL BUTTON

Gold Plated With
Ruby Sleeve Guard



ACTUAL SIZE

BUY FOR...

Yourself • Gifts • Resale

**NEW
LOW
PRICE!**

**\$1.50
EACH**

\$12.00 DOZEN



MAIL CHECK OR MONEY ORDER TO

Col. Max Pollack

P.O. BOX 9, PROVIDENCE, R. I. 02901



Dean Fleming (left), retiring President, presents engraved gavel of leadership to Grover Howell, President-elect.

Three Simmental Bulls Auction For \$370,000

Three purebred Simmental bulls, imported from France in 1967, were sold by public auction for \$370,000.00 at the Lacombe Research Station, Lacombe, Alberta, on June 7, 1971.

The top-selling bull was PACIFIC, who brought \$175,000.00. PETUNIA, the second-high selling bull, was sold for \$130,000.00 and QUARTER brought in \$65,000.00.

American Breeders Service of Canada, bought both PACIFIC and QUARTER for a total of \$240,000, while PETUNIA was purchased by Canadian Beef Sires. All three bulls have been evaluated by a contemporary comparison of their progeny, with six other Simmental bulls. The three bulls rated very high in this comparison.

These Simmental bulls were imported by the Government of Canada for the evaluation of the breed. These bulls, plus those of independent owners, have been artificially mated to several thousand cows, and the results have been collected by the Lacombe Research Station.

Primary

An old maid said she was planning to be married the first.

When asked the first of what, she replied. "The first chance I get."

NATIONAL AUCTION INSTITUTE

P.O. Drawer B
Bryan, Tex. 77801

The School of Distinction



THE **auctioneer** **Booster Club**

The members whose names appear under their respective states have each given \$5.00 for their names to appear for one year in support of their magazine. Is your name among them? Watch this list of names grow.

ALABAMA

Col. James W. Anderson—Harvest
Col. J. M. Casey—Albertville
Col. Arthur Cole, Jr.—Hunstville
Col. John A. Horton—Huntsville
Col. J. P. King—Gadsden
Col. Ronald L. Pankey—Horton
Col. M. S. Pennington—Huntsville
Col. Freeman Smith—Bryant

ARIZONA

Col. V. R. Bud Bevercombe—Yuma
Col. Richard Coleman—Tucson
Col. Leroy Longberry—Phoenix

ARKANSAS

Col. Dan S. Baldwin, Jr.—Little Rock
Col. Dan S. Baldwin, Sr.—Little Rock
Col. B. J. Barnett—Little Rock
Col. Tom Blackmon—Little Rock
Col. Leon Brinkley—Paragould
Bud Robinson Auction Co.—Pine Bluff
Col. Jim Cates—Choctaw
Col. Harrison L. Casto—W. Memphis
Col. Kenneth Davis—Siloam Springs
Col. Dalton J. Dailey—Little Rock
Col. J. C. Dyer—Nashville
Col. J. E. Easter—Harrisburg
Col. J. W. Bill Fogg—Trumann
Col. Dennis Gardner—Mena
Col. Kenneth Grant—Glenwood
Col. R. E. Harris—Mountainburg
Col. C. J. Henson—Avoca
Col. Jerry Hiett—Rogers
Col. James Irwin—W. Memphis
Col. Virgil Irwin—W. Memphis
Col. A. A. Johnson—Jonesboro
Col. Ira N. Johnson—Mulberry
Col. E. Ken Ragge—Van Buren
Col. Paul Robbins—Manila

Col. Monroe Robinson—Magazine
Col. Lee Stewart—Fayetteville
Col. B. R. Tucker—Little Rock
Col. John B. Tucker—Little Rock
Col. Alvin Willis—Augusta
Col. James E. Wilson—Hot Springs
Col. Fred Williams—Hot Springs
Col. Glenn Vaught—N. Little Rock
B. L. Wooley & Associates—Little Rock

CALIFORNIA

Col. Cliff Batchelder—Sebastopol
Col. Murl Bernard—Riverside
Col. Sanford J. Blau—San Bernardino
Col. David Botello—Los Angeles
Col. Linville Burleson—Paramount
Col. Tom Caldwell—Ontario
Col. Keith Cullum—Pomona
Col. Marsh Dozar—Los Angeles
Col. Melvin H. Ellis—Napa
Col. James Gibson—Hayward
Col. W. C. "Bill" Gier—Los Molinos
Col. Harold Hartzell—Chino
Col. Harold Henry—Rosemead
Col. Michael Hoch—San Bernardino
Col. Frank Hollenbeck II—Middletown
Col. Douglas J. Holmberg—Mojave
Col. Ron Kavanagh—Herald
Col. Rudy Larkin—W. Covina
Col. William F. Lefty—Lincoln
Col. James Martin—Elk Grove
Col. Harold Massey—Woodland
Col. B. C. Mitchell—Los Angeles
Col. Ray Roberson—Napa
Col. Morris Schwartz—Hollywood
Col. Eugene D. Smith—Bakesfield
Col. Murray Spinner—Gardena
Col. R. E. "Bob" Stanley—Corona
Col. Harold Talley—Rialto
Col. William Tutt—Red Bluff
Col. Lou Winston—Oakland

COLORADO

Col. Ernie Austin—Greeley
Col. Charles Cumberlin—Greeley
Col. Herman W. Hauschildt—Denver

Col. John J. Horvath, Jr.—Hesperus
 Col. Larry D. Land—Brighton
 Col. Si Lockhart—Steamboat Springs
 Col. Byron E. Mangan—Berthoud
 Col. Jim Odle—Brush
 Col. Thomas L. Pearch—Eagle
 Col. Fred J. Ramaker—Denver
 Col. C. E. Ken Reed—Ft. Morgan
 Col. Howard Roland—Grand Junction
 Col. E. W. Robbins—Gunnison
 Col. C. W. Rosval—Denver
 Col. E. W. Fritz Rundell—Salida
 Col. Jack Salisbury—Ft. Collins
 Col. J. Lee Sears—Ft. Lupton
 Col. Virgil Schroeder—Denver
 Col. Howard Shults—Wheat Ridge
 Col. Pete Smythe—Denver
 Col. Reuben J. Stroh—Loveland
 Col. E. W. Van Berg—Sterling
 Col. Troil Welton—Wray
 Col. Joe Yearous—Weldona
 Col. Beverly "Bud" Zaiss—Brighton

CONNECTICUT

Col. Tolbert A. Breed—Windsor
 Col. C. R. Cone, Jr.—N. Franklin
 Col. Milton R. Crosby—Sharon
 Col. Thomas Ganley—Cheshire
 Col. Robert F. Gemme—Hartford
 Col. William J. Josko—Southport
 Col. Steve Koltuniak—Canton
 Col. Richard K. Mather—Granby
 Col. O. W. Murphy—New Milford
 Col. Joseph Pari—Hamden
 Col. A. C. Richard Pinto—Trumbull
 Col. Wesley Sager, Jr.—Trumbull
 Col. William C. Shine—Kensington
 Col. Al Tirella—Hartford

DELAWARE

Col. Crawford Carroll—Dover
 Col. Riley Jefferson—Lincoln

DISTRICT OF COLUMBIA

Col. Benjamin E. Weschler—Washington
 Col. William P. Weschler—Washington

FLORIDA

Col. R. E. Baxla—Lakeland
 Col. R. K. Beebe—W. Palm Beach
 Col. Robert Bishop—So. Daytona
 Blvd. Auction Bazaar—Sarasota
 Col. Gene Cook—Mt. Dora
 Col. Robert D. Cooper—Tallevast
 Col. Phil Costin—Hollywood
 Col. D. D. Colburn—Brooksville
 Col. Lewis C. Dell—Sanford
 Col. Jim Graham—N. Palm Beach
 Col. Julian Grissom—Silver Springs
 Col. Martin E. Higgenbotham—Lakeland
 Col. Neil L. Hoopingarner—Tampa

Col. Jim Hill—New Smyrna Beach
 Col. Sidney P. Hough, Tallahassee
 Col. Bernard Jellema—Pompano Beach
 Col. Jerry W. Kemp—Winter Park
 Col. Joe Kinsey, Jr.—Avon Park
 Col. J. R. Koske—Palm Bay
 Col. Kenneth L. Lockhart—Kissimmee
 Col. A. R. McGowen—Venice
 Col. Robert McMath—Plant City
 Col. Thomas A. Scarance, Miami
 Col. Joseph F. Sedmera—Lakeland
 Col. Vince Simmons—Lakeland
 Col. Donald J. Smith—Largo
 Col. Wililam H. Smith—Miami
 Col. John W. Stark—Eau Gallie
 Col. Ben Stewart—Avon Park
 Col. P. Frank Stuart—St. Petersburg
 Col. George F. Van Deree—Venice
 Col. Brooks Thornton—Pensacola
 Col. Richard Wagner—Gulfport
 Col. Edward Weedon, Jr.—Hialeah
 Col. Wilma Wilkins—DeLand

GEORGIA

Col. Jim Bennett—Waycross
 Col. Jack Charlesworth—Red Oak
 Col. Geo. E. Collins—Decatur
 Col. Joe Ellis—Murrayville
 Col. Donald E. Perry—Warner Robins
 Col. Lewis Sanders—Franklin
 Col. R. A. Waldrep—Gainesville

HAWAII

Col. Frank Gwinn—Kailua
 Col. Louis L. Stambler—Honolulu

IDAHO

Col. Irvin Eilers—Kimberly
 Col. Jim Messersmith—Jerome
 Col. Charlie Phelps—Ashton
 Col. Deane Rundell—Kamiah
 Col. John Wert—Wendell
 Col. Si Williams—Caldwell

ILLINOIS

Col. Edward H. Ahrens—Staunton
 American Auction Associates—Chicago
 Col. Leonard Austerman—Chicago
 Col. Ralph H. Bain—Grayslake
 Col. H. S. Beeney—Peoria
 Edward Bilbruck, Inc.—Chicago
 Col. Ed Blin—Marengo
 Col. Franklin E. Bohn—Elkhart
 Col. Ralph Burton—Chicago
 Col. Wes Chapman—Seneca
 Col. Nevlyn Christeon—Riverside
 Col. Denzil L. Clark—Wayne City
 Col. Gordon Clingan—Danville
 Col. Jim Clingan—Collison
 Col. Charles Connour—St. Joseph
 Col. Gail Cowser—Glasford
 Col. George W. Cravens—Williamsville

Col. M. A. "Milt" Cully—Des Plaines
 Col. Dale Danner—Grayslake
 Col. Dan Danner—Grayslake
 Col. Timothy Danner—Grayslake
 Col. W. P. "Bud" Drake—Decatur
 Dunning's Auction Service—Elgin
 Col. Mike Fahnders—Pekin
 Col. Rex Fleming—Morton
 Col. Eugene Frederick—Harvard
 Col. William L. Gaule—Chatham
 Col. Michael M. Gordon—Chicago
 Col. Henry Hachmeister—Pecatonica
 Col. O. W. Hadley—Lake Zurich
 Col. Marvin Haycraft—Wapella
 Col. Don Hayden—Decatur
 Col. Irwin Holcomb—Pekin
 Col. Lane R. Hyett—Aledo
 Col. Emil Iwanski—Chicago
 Col. William Keeton—Harvey
 Col. Charles F. Knapp—Cissna Park
 Col. J. C. Kornbrust—E. Moline
 Col. Theodore J. Kues—Aveston
 Col. William Magee—O'Fallon
 Col. J. Hughey Martin—Colchester
 Col. W. Virge Meador—Fairfield
 Col. John Modica—Chicago
 Col. Michael Modica—Chicago
 Col. Laurence Oaks—Monmouth
 Col. E. L. "Butch" Olson—Morris
 Col. Lyle Paddick & Son—Oblong
 Col. Frank Pelate—Dupo
 Col. Melvin R. Penning—Forreston
 "Cols. Quick"—Aurora
 Col. James Read—Maple Park
 Col. Keith Reid—Albion
 Col. Joe Rosenberg—Chicago
 Col. Orison R. Seibert—Belleville
 Col. Fred H. Schneider—Yorkville
 Col. Carl Steck—Maquon
 Col. J. H. "Swanie" Swanson—Sandwich
 Col. Lyman Worthen—Granite City
 Col. Herman F. Welch—Downers Grove
 House of Williams—Chicago
 Col. Herbert Wright—Creve Coeur

INDIANA

Col. John E. Anderson—Lafayette
 Col. Jim Bayman—So. Whitley
 Col. Leo M. Boatwright—Columbia City
 Col. W. Frank Brock—Chesterton
 Col. James A. Buckley—Shelbyville
 Col. Ray Clark—Dyer
 Col. Charles W. Chaudion—Cicero
 Col. Bill Cooke—Griffith
 Col. G. W. Croddy—Madison
 Col. John W. Doane—Mt. Vernon
 Col. J. B. Driver—Indianapolis
 Col. T. M. Dunlevy—Jeffersonville
 Col. Robert Ellenberger—Bluffton

Col. Elbert C. Frazee—Middletown
 Col. Don Furrer—Rensselaer
 Col. James Grindley—Ft. Wayne
 Col. Bob L. Harrison—Monticello
 Col. Roger Hahn—Nappanee
 Col. Harvey Lambright—LaGrange
 Col. Winford J. Lewis—LaGrange
 Col. Cecil Meier—Hanover
 Col. Amon H. Miller—Evansville
 Col. Leonard McGowen—Portage
 Col. Marley E. Neal—Mooresville
 Col. Niemeyer & Associates—Lowell
 Col. C. Eugene Phillips—Indianapolis
 Col. Walter G. Price—Indianapolis
 Col. D. Noble Ratts—Whitestown
 Col. Earl Ray—Tangier
 Col. M. W. Reavis—Bloomington
 Roland Reppert, M. D.—Decatur
 Reppert School of Auctioneering—
 Decatur
 Col. Meredith Richwine—Brownsburg
 Rossville Auction Exchange—Rossville
 Col. Romaine Sherman—Goshen
 Col. Donald M. Sohn—Evansville
 Col. Ferrell E. Taylor—Sellersburg
 Col. Paul Taylor—Mariah Hill
 Col. Franklin Wakefield—Lebanon

IOWA

Col. Loren Albrecht—Wall Lake
 Col. Bart Bielenberg—Schleswig
 Col. Bill D. Gold—Hamburg
 Col. Leon Joy—Ames
 Col. Cliff McCarville—Carroll
 Col. Paul A. Pauley—Harlan
 Col. John Timmerman—Sibley
 Col. Lorenz (Larry) Willman—Postville

KANSAS

Col. Mildred Alexander—Kansas City
 Col. E. R. Harrison—Norton
 Don Huffman Auction Co.—Great Bend
 Col. Jack D. Sheets—Wellington
 Col. James Werth—McCracken

KENTUCKY

Col. Adrian Atherton—Hoggenville
 Col. J. H. Barnard, Jr.—Bowling Green
 Carter Realty Auction Co.—Scottsville
 Col. John L. Cummins—Cynthiana
 Col. Jack Colson—Ledbetter
 Col. Walter J. Fritts—Mr. Sterling
 Col. Wayne Kessler—Campbellsville
 Col. James R. Knott—Owensboro
 Col. C. Roger Lewis—Morehead
 Col. John P. O'Connor—Owensboro
 Col. Rex Proffitt—Tompkinsville
 Col. Ray E. Wright—Ashland

LOUISIANA

Col. Patrick A. Carnahan—Cotton Valley
Col. Robert Danzy, Jr.—Alexandria
Col. Fred E. Fair—Shreveport
Col. Lawrence H. Feduccia—
Baton Rouge
Col. Ray Wallace—Shreveport
Col. Valery C. Watts—Livingston

MAINE

Col. Stephen D. Cardelli—Cape Elizabeth
Col. R. I. "Razor" Crosman—Corinna
Col. George A. Martin—East Lebanon
Col. Gardner R. Morrill—Harrison
Col. George Morrill—Harrison

MARYLAND

Col. R. C. Burkheimer—Elkton
Col. Robert H. Campbell—Annapolis
Col. Emmert R. Bowlus—Frederick
Col. S. Braden King—Boonsboro
E. T. Newell & Co.—Baltimore
Col. Jack Reedy—Hampstead
Col. Homer Snyder—Hampstead
Col. David S. Wright—Frostburg
Col. Lee Zalis—Baltimore

MASSACHUSETTS

Col. A. A. "Tony" Arena—Waltham
Col. Henry A. Berman—Worcester
Col. Robert Chaffee—Monson
Col. Florence Cornell—Lakeville
Col. Louis Dansky—Sharon
Col. H. Orville Davis—Foxboro
Col. Anthony Ferolito—Cambridge
Col. Joseph Gauthier—Southwick
Col. Phil Goldstein—Boston
Col. Frank D. Green, Jr.—Merrimac
Col. Abe Levin—Fitchburg
Col. David Hill—Quincy
Col. Edward J. Nasser—Fall River
Col. Frank "Honest Chuck" Onischuk
—Westminster
Col. Gordon Reid—Brimfield
Col. Richard Ryan—Weymouth
Col. Phil Stella—Weymouth
Col. Leonard Sheinfeld—Boston
Col. Owens Taylor—Amherst

MICHIGAN

Col. Hubert C. Baugus—Milford
Col. Harold M. Bloom—Midland
Col. Jim Brannan—Boyne City
Col. Billy C. Butts—Benton Harbor
Col. Jerry Crain—Howell
Col. Robert Gerhart—Climax
Col. John M. Glassman—Eau Claire
Col. Freeman F. Glenn—Port Huron
Col. Eldon Hallmark—Hartford
Col. Fred Hullett—Detroit
Col. Charles Manning—Temperance

Nelson's Auction School—Detroit
Col. David A. Norton—Coldwater
Col. James L. Ockerman—Pontiac
Col. Sherry Olin—Sparta
Col. Raymond Phillips—Dearborn
Col. William Podell—Grand Rapids
Col. Willie Reese—Edwardsburg
Col. Clyde Russell—Caledonia
Col. Douglas Scratch—Highland
Col. Douglas Schuur—Saline
Col. Robert Somerlot—Hillsdale
Col. Tom Sparks—St. Joseph
Col. Robert J. Wellman—Decatur
Col. Arthur Whitman—Holly
Col. Brent Wilber—Bronson
Col. Garth Wilber—Bronson
Col. Mike Young—St. Joseph

MINNESOTA

Col. Donald Babbitt—Conger
Col. Maynard Knutson—Waterville
Col. Audrey Knutson—Minneapolis
Col. Albert O. Maas—Millville
Col. Wayne Pike—Princeton
Col. Edward O. Rogers, Jr.—St. Paul
Col. Charles L. Stigen—Grasston

MISSISSIPPI

Col. Toxey T. Fortinberry—Water Valley
Col. David Gillentine, Jr.—Tupelo
Col. David Gillentine III—Jackson
Col. Jack C. Harrell—Pelahatchie
Col. Lew Henderson—Gulfport
Col. Liston Shows—Soso
Col. Pete Yokley—Greenville

MISSOURI

Central States Auction School—Kansas
City
Col. Ken Barnicle—Ellisville
Col. Joe Beck—Sikeston
Col. Lenzie Beck—Sikeston
Col. Quintin Daehler—Mayview
Col. Philip Farrell—St. Joseph
Col. Otis J. Hawthorne—Maplewood
Col. Buster Hewkin—Cuba
Col. Joe McCord—Sikeston
Missouri Auction School—Kansas City
Col. Richard Mizer—Lonedell
Col. J. H. Shell—Sikeston
Col. Jerry D. Popplewell—Amity
Col. Gene Wilhite—Joplin
Col. Jack White—Eldon
Col. Terry M. White—Eldon
Col. Larry Womack—Mexico

MONTANA

Col. Walter A. Brandt—Great Falls
Col. Earl W. Kinney—Billings
Col. R. J. Bob Thomas—Billings
Western College Auctioneering—Billings
Westmark Auction Service—Shelby

NEBRASKA

Col. E. A. Camfield—North Platte
Col. Clyde Carnes—Aurora
Col. Kenneth Carnes—Phillips
Col. W. V. "Bus" Emrich—Norfolk
Col. Dean W. Fleming—Atkinson
Col. Dick Glandt—Norfolk
Col. Rod Gillespie—North Platte
Col. John W. Heist—Beatrice
Col. Russell E. Lydiatt—Ashland
Col. Henry Rasmussen—St. Paul
Col. Jim Walker—Omaha
Col. Don Werner—Thedford
Col. Rollo Wild—Riverdale
Col. Gary Woodring—Omaha
Col. Rex Young—Plattsmouth
Col. Don Zicht—Norfolk

NEVADA

Col. Robert Boyd—Reno
Col. Leo Grindley—Las Vegas

NEW HAMPSHIRE

Col. J. W. Barber—Lebanon
Col. Victor A. Garrison—Exeter
Col. Ray Houle—Center Conway
Col. Merle D. Straw, Jr.—Seabrook
Col. H. M. Watson—Walkertown

NEW JERSEY

Col. Edward F. Barber—Williamstown
Col. Roy Brooks III—Sewell
Col. Fred R. Daniel Auctioneers, Inc.—
Neshanic Sta.
Col. Ralph S. Day—Leonia
Col. William S. Day—Mendham
Col. Elwood Heller—Somerville
Col. Esler Heller—New Egypt
Col. Harold B. Jeffcott—Vincentown
Col. Bob Koty—Flemington
Col. Harvey W. Lee—Salem
Col. John R. Potts—Neshanic Station
Col. John S. Sadownik—Ventnor
Col. Gerald Sterling—Berkeley Heights
Col. Watson Van Sciver—Burlington
Col. Sidney White—Elizabeth

NEW MEXICO

Col. Harold J. Barnett—Albuquerque
Col. Elmer Bunker—Albuquerque
Col. Monroe Goree—Roswell
Col. Vance McMahan—Albuquerque
Col. Ralph Moore—Truth or
Consequences
Col. James Priest—Clovis
The New Mexico Auctioneers
—Albuquerque
Col. John A. Overton
Col. Morris Ware
Col. P. E. Wilder

NEW YORK

Col. A. G. Allan—Ronkonkoma
Col. Roy Abbey—Angola
Col. Christopher Adams—Stony Brook
Col. Raymond W. Allen—Niverville
Col. Tim Anspach—Albany
Col. Richard W. Bronstein—Amherst
Col. Paul W. Calkins—Peru
Col. John DiBello—Sterling
Col. James Faucett—New York
Col. Clarence Foss—East Aurora
Col. Robert J. Gallow—Bronx
Col. Regina Hayes—Forest Hills
Col. Victor Kent—Cuba
Col. William Kent—Bergen
Col. Dorothy Knapp—W. Nyack
Col. Robert L. Knapp—Denmark
Col. Robert Langley—Tully
Col. Marshall W. Lashway—Peru
Col. C. Prescott Lunt, Sr.—Ontario
Col. Bernard G. Lusk—Rochester
Col. George K. Lusk—Rochester
Col. Donald W. Maloney—Syracuse
Col. William Maloney—Syracuse
Col. Melvin J. Manasse—Whitney Point
Col. Donald Martin—Ballston Spa
Col. Jack McCarthy—Medina
Col. Crawford McFetridge—Penn Yan
Col. Darlene McGinnis—Nedrow
Col. Doyt McGinnis—Nedrow
Col. Mike Merza—Boonville
Col. William A. Moran—New York
Col. Pamela Moore—Woodbourne
Col. Pete Murray—Ballston Lake
Col. T. Edison Ogden—Syracuse
Col. Jack B. Perry—Wilson
Col. John E. Plumstead—Kingston
Col. Donald Quinion—Hudson
Col. Ronald Reed—Sherman
Col. Norvel T. Reed, Jr.—Sherman
Col. Kenneth M. Rice—Hamburg
Col. Peter J. Roussos—Southfields
Col. Bob Schuster—Cornwall on the
Hudson
Col. Murray Schuster—Cornwall on the
Hudson
Col. Ben Schwadron—Queens Village
Col. Mildred Sivers—Oswego
Col. Theodore Sivers—Oswego
Col. Marvin L. Smith—Silver Creek
Col. Harold Spoor—Baldwinsville
Col. Roy G. Titsworth—Groveland
Col. David H. Tracy—Pavilion
Col. Richard C. Tracy—Dansville
Col. J. V. Trageser—Java Center
Col. Lee Viningre—Grahamsville
Col. Morris Weinstein—Middletown
Col. Craig Wilcox—Bergen
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Kenneth Aycock—Kenly
Col. Neil Bolton—Winston-Salem
Col. E. Brooks Harris—Henderson
Col. C. D. Carpenter—Conover
Col. James E. Carpenter—Claremont
Col. George K. Dukes—Winston-Salem
Col. Billy Dunn—Maxton
Col. Frank Godley—Charlotte
Col. Johnny Godley—Charlotte
Col. E. Brooks Harris—Henderson
Col. Homer E. Harden—Greensboro
Col. J. Martin Haywood—Rockingham
Col. Ben G. Hoffmeyer—Charlotte
Col. David S. Holland—Greensboro
Col. J. F. Johnson—Liberty
Col. Turner Kees—Hickory
Col. W. Craig Lawing—Charlotte
Col. Forrest A. Mendenhall
—High Point
Col. A. T. Morris—Durham
Col. James E. Mozeley—Charlotte
Col. Willie G. Phipps—Goldsboro
Col. Hugh Simpson—Union Mills
Col. Joe Stockton—Lattimore
Col. Johnnie Sutton—Salisbury
Col. Kenneth W. Teague—Burlington
Col. J. W. Walden—Monroe

NORTH DAKOTA

Col. Norman Aldinger—Cleveland
Col. Edward Heinze, Jr.—Dazey
Col. Wilbert Kroh—Bismarck
Col. Bob Penfield—Bowman
Col. Bud Rice—Tioga
Col. Dick Saunders—Hettinger
Col. James Smykowski—Cayuga
Col. Robert Steffes—Arthur
Col. Elmer Zimmerman—Haynes
Col. Edward G. Stevens—Rindge
Col. Paul W. Lawton—Chesterfield

OHIO

Darbyshire & Associates, Inc.,
—Wilmington
Col. Gary W. Cain—E. Springfield
Col. Chris B. Dawson—Waverly
Col. Donald R. Florea—Milford
Col. Herman L. Hart—Bristolville
Hunter-Mayhugh Realty Co.—Hillsboro
Col. Harry W. Kerns—Urbana
Col. Edward King—Washington C. H.
Knotts Auction School—Gallipolis
Col. O. L. Lansaw—Middletown
Leaning Pine Auction Co.—West Milton
Col. Howard T. Logan—Greenwich
Col. Mearl Maidment—Bowling Green
Col. James A. Marlowe, Sr.—Warren
Col. Cal Nethro—Lakewood
Col. Harley O'Day—Columbus

Col. Edward P. Pfister—N. Royalton
Col. George Roman—Canfield
Col. Don Standen—N. Ridgeville
Col. Ralph VanderVlucht—Perrysburg
Col. Harold Vaughn—Hamilton

OKLAHOMA

Col. Cecil Abernathy—Oklahoma City
Able Auction & Realty—Lawton
Col. R. D. Bentley—Lawton
Col. Leo F. Brown—Clinton
Col. Lewis W. Campbell—Wyandotte
Col. V. K. Crowell—Oklahoma City
Col. Eddie Douglas—Tonkawa
Col. Orval Free—McAlester
Col. Lee Hickman—Oklahoma City
Col. Clyde Jones—Alva
Col. George L. Lewis—Lawton
Col. Jimmie McPherson—Weatherford
Col. Jim Richards—Spencer
Col. Paul H. Riley—Norman
Col. F. E. Springer—Red Oak

OREGON

Col. Harold E. Ball—Portland
Col. Dick I. Boyd—Portland
Col. Orland J. Brenner—Medford
Gary Day Associates—Canby
Col. S. J. Frey—Lebanon
Col. Jack Healy—Portland
Col. Donald Heffelfinger—Portland
Col. Donald F. Kennedy—Portland
Col. Edgar Lane—West Linn
Col. Larry Lewin—Salem
Col. Virgil R. Madsen—Junction City
Col. Harold W. Morris—Tigard
Col. C. A. Morrison—Grants Pass
Col. Virgil Munion—Roseburg
Col. Eldon H. Shelley—Eugene
Col. Eldon R. Sherlock—Milton
Freewater
Col. Lynn Walters—Clackamas
Col. Forrest Witthar—Portland

PENNSYLVANIA

Mrs. Tom Berry—West Newton
Cecil and Opal Blair—Parker
Col. Dale Cunningham—New Castle
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. Ralph W. Horst—Marion
Col. Leo Jesion—McKeesport
Col. Alfred Traiman—Philadelphia
Louis Traiman Auction Co.—Philadelphia
Col. Wylie Rittenhouse—Uniontown

RHODE ISLAND

Col. Jos. W. Champagne, Jr.—Coventry
Col. Ernest O. Maine—Hopkinton
Col. Max Pollack—Providence

SOUTH CAROLINA

Col. Lloyd Meekins—Dillon
Col. Archie Moody—Darlington
Col. Stanley O'Neal—Hartsville
Col. Geo. P. Pechilis—Columbia
Col. J. L. Pinckney—Orangeburg
Col. R. Eugene Smith—Bishopville
Col. W. C. Smith, Jr.—Columbia

SOUTH DAKOTA

Col. Richard Flatten—Colman
Col. Wild Bill Hickok—Hot Springs
Col. C. V. Penfield—Lemmon
Col. Richard W. Stene—Beresford

TENNESSEE

Col. Rubert Ainley—Dukedom
Col. Richard W. Bethea—Chattanooga
Col. George Burns—Jackson
Col. David O. Hardin—Greeneville
Col. J. Robert Hood—Lawrenceburg
Col. J. Stanley Tisdale—Memphis
Col. A. Virgil Wilder—Knoxville
Col. Norman Wilder—Morristown

TEXAS

Adams & Adams Auction Service—
Corpus Christi
Col. Maurice Britten—Groom
Col. Walter S. Britten—Bryan
Col. Dub Bryant—Big Spring
Col. Arthur L. Bunnell—Marble Falls
Col. Phil Bunnell—Marble Falls
Col. Preston Bunnell—Marble Falls
Col. J. E. Conoly—Van Horn
Col. Jack Dillard—Waskom
Col. Paul Gaston—Taylor
Col. Grover Howell—Seagoville
Col. Henry A. Ismonde—Houston
J. O. Lawlis Associates—Houston
Col. Jesse F. James—Oklahoma City
Col. Anson Lockwood—Seagoville
Col. Jack V. Ogle—Greenville
Col. Hugo Settle—Amarillo
Col. David M. Sims—Houston
Col. R. J. Smith—Lone Oak
Col. E. W. Strahan—Houston
Col. Barney Welch—Austin
Col. W. J. Wendelin—Henderson
Col. John W. Wilson—Amarillo

UTAH

Col. Andrew Oost—Salt Lake City

VERMONT

Col. Raymond Camire—Burlington
Col. Walter Flatow—Waterbury Center
Col. Terry P. Lawton—Brattleboro

VIRGINIA

Auctioneers, Incorporated—Richmond
Col. W. F. Artrip, Jr.—Winchester

Col. C. W. "Buck" Bayne—Covington
Col. D. E. Bumpass, Jr.—Mineral
Col. Willie T. Catlett—Lynchburg
Col. H. H. Chambers—Rice
Col. Harold Entsminger, Jr.—Roanoke
Col. Charles Hope—Arlington
Col. Morris F. Fannon—Pennington Gap
Col. Harry D. Francis—Max Meadows
Col. David H. Gladstone—Norfolk
Col. O. D. Jordan—Martinsville
Col. Melvin Lacey—Dry Fork
Lackey-Saunders Co.—Hampton
Col. Jack Peoples—Chesapeake
Col. Dick Price—McLean
Col. Tom W. Reese—Remington
Col. Maury Riganto—Norfolk
Col. Robert B. Ritchie—Richmond
Col. J. E. Sutphin—Newport
Col. J. D. Vaughan—Keysville
Col. Ray Waldrop—Montpelier
Col. Roy Wheeler—Charlottesville

WASHINGTON

Col. Bob Berger—Pasco
Col. Ray S. Brock—Pasco
Burnham & Burnham—Thornton
Col. Bud Chapman—Seattle
Col. Bob Etherton—Seattle
Col. Al Gay—Seattle
Col. Bill Johnson—Seattle
Col. Arthur A. Lee—Bellevue
Col. Robert F. Losey, Sr.—Renton
Col. Orville Sherlock—Walla Walla
Col. Wes Wendt—Spokane
Col. Richard E. Williams—Kennewick

WEST VIRGINIA

Col. Jim Alvis, Jr.—Rupert
Col. Wilbur S. Brock—New Haven
Col. Ronald Dempsey—Anstead
Col. Leonard F. Eddy—Middlebourne
Col. O. B. Harris—Beckley
Col. James McCutcheon—Parkersburg
Col. A. G. "Dick" Miller—Ceredo
Col. Thomas F. Newman—Pine Grove
Col. B. G. Park—Paden City
Col. Bill Sheets—Buckhannon
Col. Walter Wiseman—Charleston
Col. R. C. "Rick" Woodward—
Barboursville

WISCONSIN

Col. Jim Appleman—Cashton
Col. Rollie Bast—Richfield
Col. Robert Brandau—Wilton
Col. W. C. Broughton—Hollandale
Col. Lester M. Bue—Beloit
Col. Norm Christensen—Franksville
Col. Earl F. Clauer—Mineral Point
Col. Paul Conrad—Westby
Col. Joe Donahoe—Darlington

Col. Jim Esch—Showano
 Col. Peter Faith—Whitewater
 Col. Tom Frederick—Walworth
 Col. John Freund—Omro
 Col. Harold Gavin—Baraboo
 Col. Jim Gavin—Reedsburg
 Col. Fred C. Gerlach—Brookfield
 Col. Dean George—Evansville
 Col. Paul George—Evansville
 Col. Damon Hamilton—Prairie du Sac
 Col. W. C. Heise—Oconto
 Col. Lee Hyde—Ripon
 Col. Bill Jones—Pickett
 Col. Foy Kneisel—Friendship
 Col. Don Lloyd—Oshkosh
 Col. John Monday—Madison
 Col. Neil Nelson—Westby
 Col. Mike Nowak—Edgar
 Col. Walter Nowatske—Mukwango
 Col. Roy Obberich—Plymouth
 Col. Willard Olson—Delavan
 Col. John Paffel—Comstock
 Col. Gerald Pearson—Plainfield
 Col. Pat Riley—Waupaca
 Col. Erwin L. Stewart—Durand
 Col. LeRoy Teske—Berlin
 Col. Howard Thompson—Evansville
 Col. Victor Voigt—Reedsville

WYOMING

Col. Earl W. Conner—Kemmerer
 Col. Hugo Ward—Greybull

ELSEWHERE

Col. Charles Benovoy—Ottawa, Ont.
 Col. Bob Crockett—Kingston, Ont.
 Col. Ken Hurlburt—Ft. MacLeod, Alta.
 Col. Ross Kemp—Stratford, Ont.
 Col. Charles Stocks, W. Clayton, Canal Z.
 Ladies Auxiliary to the NAA

My Kitchen

Please stay away from my kitchen, from my dishwashing, cooking and such.

You were kind to have offered to help me, and I do want to thank you so much.

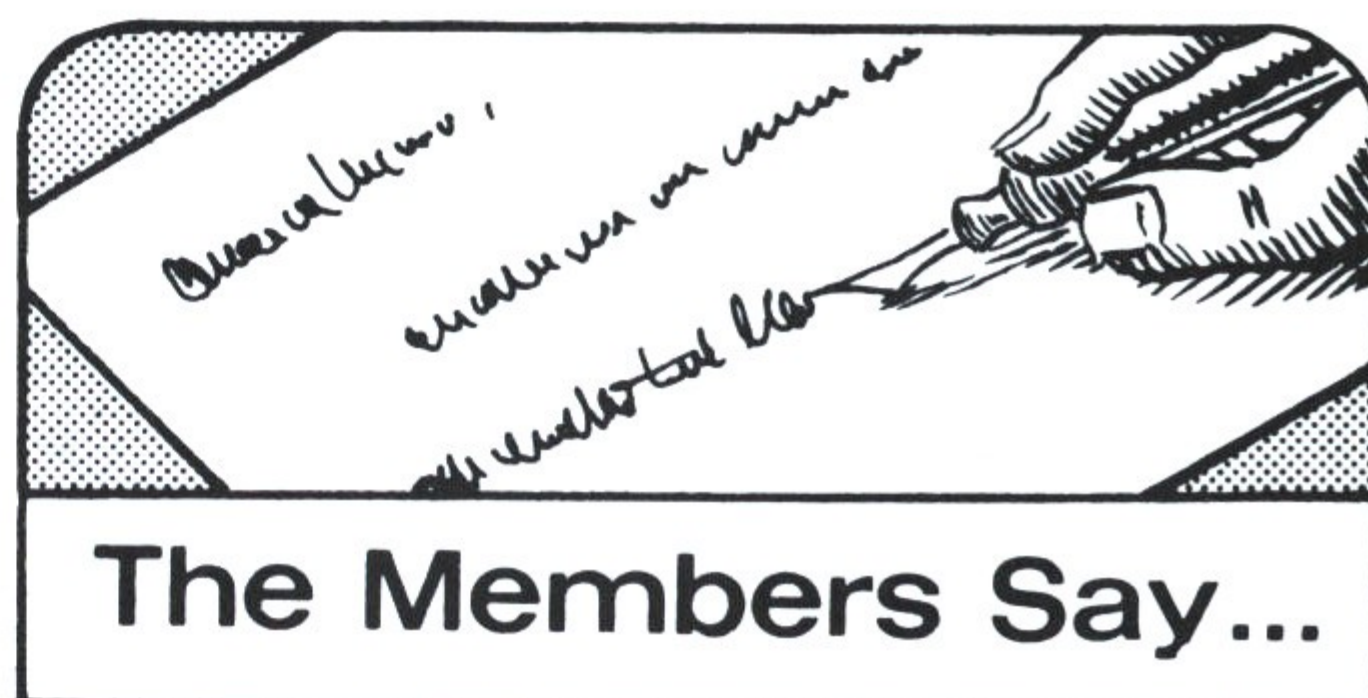
I hope you won't think me ungracious when I ask that you leave me alone.

For my kitchen is not very spacious, and my system is strictly my own.

So please stay out of my kitchen; it may well prevent a few wars.

And when I'm invited to your house, I promise to stay out of yours.

IN UNITY THERE IS STRENGTH



Dear Mr. Hart,

Just to say "Thank you" for all the nice things you did to make our visit at the convention so enjoyable. We appreciate your meeting us at the airport and seeing us off when we went home.

We enjoyed the convention and thank you once again. Looking forward to seeing you in Texas.

Cordially,
 Charlotte Goldstein
 Boston, Mass.

* * * * *

Dear Bernie:

I and my wife have attended the past six conventions and, believe me, all were very good. I liked very much visiting our new home office building in Lincoln. Enjoyed the topic by Phil Goldstein, Boston, Mass., "Small Business Liquidations". Phil is dynamic as well as impressive.

Ever truly yours,
 George J. Wittstadt
 Cambridge, Maryland

* * * * *

Dear Bernie:

Just a note to let you know that we are thinking of you.

Enclosed check in the amount of \$100.00 for Building Fund. Keep up the good work. Looks like a wonderful home.

Yours in auctioneering,
 George A. Martin
 Your Yankee Auctioneer
 East Lebanon, Maine

* * * * *

Dear Bernie:

Will drop you a line to let you know

Be An Auctioneer

Two week term and home study.
 Nationally recognized. G.I. approved.

FREE CATALOG!

Missouri Auction School

1600 GENESEE / KANSAS CITY, MO. 64102

sales are doing great in this area. We closed our Pizza House in April and opened a package liquor and Antique Shop. We do a lot of our business at Col. Jack White's. (An NAA member, of course).

Enclosed is my check for \$10.00 for another year.

Sincerely yours,
Lee Lewis,
Eldon, Mo.

"Sell and Buy from NAA members. It Pays".

* * * * *

Gentlemen:

During the National Auctioneers Convention, the Radisson Cornhusker Hotel held a fun auction in the Apartment for the conventioners. Enclosed please find a check for the amount of \$45.30 which is a percentage contribution from the items auctioned off.

Wishing you continued success, I remain,

Sincerely,
Skip Ward
General Manager
Radisson Cornhusker Hotel

* * * * *

Dear Friend Bernie:

Thought I should check up on you a little and find out how you cooled out after the big race in Lincoln. . . We had a great, good time, meeting old acquaintances and meeting new ones. . . You sure are an Old Wheel Horse when it comes to getting things done so smooth and gracefully.

You sure did yourself proud, master you a lot of satisfaction and rewarding comfort for the flawless success of your efforts.

You have spent the greater core of your life in creating an organization that you believed in and vowed to wake them up and become professionals. The future may be more easy.

When you called upon us to build a "Home Plate" of our own, many of us responded, those who did not should still have the opportunity to contribute to our building fund, no matter how small it may be, there are still things to be done.

Many of our membership do not realize the cost of valuable building sites in a growing, progressive, clean city like Lincoln.

Many of our membership, during the past few years or the last decade, have not employed building contractors, pavers, landscapers, architects,, legal advice and all that goes with producing a new spacious completely finished air conditioned building that we own. Hot dog and a bun used to be a nickle in Albany now the price is thirty cents. Times change. . .

Auctioneers are fine people, I am proud to be one.

Thank you for your fine hospitality,

Tim Anspach
Albany, New York

Estate Auction Breaks Attendance Records

Clinton, Iowa — The estate of Florence Luedtke, 75, a recluse of 16 years, was auctioned July 17 by the Clinton-County team of Paul Burnett, Paul Burnett, and Pat Cavanagh. Miss Luedtke, who died from injuries inflicted by two men burglarizing her home, left an extensive lifetime collection of antiques, furniture, and other valuables.

An estimated 1,200 persons thronged to the premises, overflowing the yard and crowding the adjacent hillside during the eight-hour auction. Included in the estate were: walnut and oak chairs rockers, tables, pedestals, mirror and picture frames, desks, book cases, buffets, tea cart, and bedroom suite; brass beds and umbrella stands; upright piano and stool; Victrola and records; Victorian laces, linens, furs, and clothing; Tiffany and kerosene lamps; cut and pressed glassware; jardinieres, silverware, dishes, and a vintage 1928 Studebaker, selling for \$1,075.

The local and out-of-state attendance was heretofore unprecedented in Clinton County, possibly establishing a new record for the entire state, and signifying once again the superior talents of Burnett, Burnett, and Cavanagh through the auction method of selling.

How Do You Know!

Mother to neighbor: "I think my son is home from college."

"What makes you think so?" asked the neighbor.

"Well, I haven't had a letter from him in three weeks, and the car is gone."

**We Can
Consistently Supply
You With Antiques
For Your Auction
Sales On Consignment.**

**You Need Only Supply References
Or Good Credit Rating.**

Write Or Telephone if You Have Interest.

I. TAYLOR ASSOCIATES, INC.

Address P.O. Box 6672

Philadelphia, Pa. 19149

Ph. 215-Fi. 2-9138



Western College of Auctioneering

Pictured on the opposite page is the graduating class, June, 1971, Western College of Auctioneering, Billings, Montana, 75th since opening Summer 1948. Left to right:

SEATED: Instructors, R. J. Thomas, Billings; Jack Ellis, Lavina, Mont.; Mike Coolidge and Bill Hagen, Billings.

FIRST ROW STANDING: Joe Gill, Polson, Mont.; Robert Witherell, Inkom, Idaho; David Martin, Spring Grove, Penn.; Tom Taylor, Douglas, Ariz.; Pat Mader, Buffalo, Wyo.; Larry Myers, Tillamook, Ore.; Kenny Wallace, Belcher, La.; Kelly Collins, Thompson Falls, Mont.; Allen Larmer, White Earth, N.D.; Les Marty, New Castle, Wyo.; Thomas Sankey, Couer d' Alene, Idaho.

SECOND ROW: Bill Smith, Kamloops, B.C.; Alex Lubynschki, New Brook, Alberta; William Masur, Thorhild, Alberta; Norman Hale, Sturgis, So. Dak.; Steve Dorfman, Petaluma, Calif.; Elmer Powell, Scottsdale, Ariz.; George Johnson, Dubois, Wyo.; Del Rae Baker, Kalispell, Mont.; Gordon Sherwood, Lethbridge, Alberta; Cliff Stewart, Louis Creek, B.C.; Jim Boschee, Medicine Hat, Alberta; Boyd Myers, Tillamook, Ore.

BACK ROW: George Berdar, Kamiah, Idaho; Roy Simmons, Moscow, Idaho; William Hope, Lethbridge, Alberta; Gordon Jackson, Gadsby, Alberta; David Huisman, Galt, Calif.; David Kennedy, Estavan Sask.; Met Johnson, Salina, Utah; Bill Phelps, Templeton, Calif.; William Kohlenberg, Moose Jaw, Sask.; Lester Maxfield, Jr., Torrington, Wyo.; Rex Hendrickson, Hamilton, Montana.

Buster Brown Items Auction for \$1,800

Dayton, Ohio — Buster Brown. He lives in a shoe. That's his dog Tige. Look for him in there too!

And while you're at it, look for both of them on cups, saucers, silverware and anything else that looks old.

A 97-piece collection of Buster Brown memorabilia sold for \$1,800 at a Dayton auction.

Auctioneer Clem Long couldn't believe it.

China, booklets, buttons, a hatchet, even an empty cigar tin ("Buster Brown cigars, two for a nickel") all emblazoned with the mischievous faces of Buster and his mutt were among the \$40,000, two-day sale's hottest items.

Long was auctioning the estate of the late Cecil P. Lux of 8913 Dixie Dr. In his travels as a businessman, he gathered the collection all over the country.

In bidding which zoomed from \$100 to \$1,800 in 25 seconds, Brown Shoe Co., St. Louis, Mo., owners of the Buster Brown trademark, snapped up the entire collection.

Other bidders tried. Walter Douglas, Long's antique's manager, said a Centerville businessman went to \$1,700. "Also, we had to hold up the auction several minutes while an elderly lady came up, studied the items, pondered it a bit, then decided not to bid," said Douglas. "She gave the impression that money would be no object."

Douglas said the stuff doesn't really qualify as antique since it's only several decades old.

"But it's apparently already rare and valuable," he said. "Myself, I can't see it. I thought we'd be fortunate if we got a few hundred dollars for the lot."

Ohio Association Votes \$1,000 To NAA Building

Ohio auctioneers met at the Hospitality Inn, Toledo, June 12-13 for their annual Summer Meeting. Saturday night's entertainment was furnished by the Jerry Francis Singers. A Fun Auction followed.

A business session was conducted Sunday morning by President Don Standen. Chief item was the approval of the recommendation from the Board of Directors that the Ohio Auctioneers Association contribute \$1,000 to the NAA Building Fund.

Following dinner served to 79 persons, Dean J. Richard addressed the group on the subject of "Free Enterprise". A question and answer period, with Division of Licensing officials as panelists, completed the program.

\$2.6 Million in Real Estate Sold at Auction

Philadelphia, Pa. — Sales of more than \$2.6 million in real estate recently sold at auction has been reported by the Louis Traiman Auction Company here.

In the largest sale, the famed Fuzzydele Farm in Chester County, Pa., one of the showplace gentlemen's farms in the East, was sold to A. R. Robson for \$300,000. The sale included a restored stone residence, fully equipped barn, and other farm buildings.

A group of improved residential sites on a development tract and an adjoining site in Montgomery County, Pa., brought \$263,000 from four buyers.

A 67-acre gentlemen's farm in Hartsville, Bucks County, was sold for \$222,000 by order of Girard Trust Bank, trustee for the estate of the late Thelma A. Royer.

Two Chester County farms brought over \$566,000. "Stoney Brook Farm," a 52-acre property in Upper Uwchlan Township, was sold in seven parcels for \$221,185.

The 95-acre Chrisman farm in Chester County was sold in seven parcels for Mr. and Mrs. D. B. Chrisman for an aggregate of \$179,000, and a 41-acre gentlemen's farm in Kennett Township was sold for \$166,000. The sale included a fully restored and modernized authentic Pennsylvania farmhouse, matching garage and horse barn.

Hopeland Farms, two complete farms of 163 acres in the Ephrata area of Lancaster County, was sold for \$155,000.

The Knorreaster Yacht Yard in Ocean City was sold for William G. Knorr to Edward A. Rhine, also of Ocean City, for \$137,500. Sale of the real estate included two modern steel buildings, office and repair shop, and riparian rights on Great Harbor Bay.

"Spring Meadow Farm" in Upper Oxford Township, Chester County, was sold in seven parcels for \$136,400.

Melvin Kivitz bought 42 acres adjacent to Cheyney State Teachers College in Thornbury Township, Chester County, for \$124,700.

"Brasenhill," one of the finest Jacobean residences in the United States, and two prime residential building lots di-

rectly opposite the residence in Lebanon, Pa., were sold to the Church of the Open Door for \$115,000.

The famous "Witchwood Country Kitchen" restaurant, a landmark at the intersection of Routes 202 and 309 in Montgomeryville, Pa., was bought by Francois Michelland for \$144,000. Fully equipped and ready to operate, the property was sold for Dolly Madison Industries, Inc.

Robert E. Wilson bought 55 acres of prime development tracts in East Vincent Township, Chester County, for \$108,000.

Seven parcels of prime center city real estate in Bloomsburg, Pa., were sold by order of Girard Trust Bank, trustee for the estate of the late Mae E. John, for \$93,000.

A rancher on three acres of waterfront property on Trippe's Creek on the famed Eastern Shore of Maryland brought \$87,250, and a one-story industrial building and lot in Burlington, N. J. was sold for Dolly Madison Industries for \$71,500.

Other sales during the period included a prime 60-acre development tract, part of the Kitzmiller farm in Amity Township, Berks County, sold for \$60,000; a 13-acre residential tract in Delran Township, Burlington, N.J., sold for \$26,000; a colonial residence on 10½ acres in Doylestown, Pa., sold for \$22,000, and a one-story building in Clayton, N.J., sold for \$16,200.

Youth Days Auction Brings In \$9,800.00

**By Col. John R. Fishdick,
Eagle River, Wis.**

Ten years ago this month Col. John R. Fishdick, Eagle River, Wisconsin, and life member of the NAA, originated the Eagle River Recreation Assn. Youth Days auction. The first year, 1962, the gross sale was \$2,100.00 and now the 10th anniversary the gross sale was \$9,800.00. Over the ten year period over \$40,000 has been raised for youth activities in the community.

Col. Fishdick, has publicized each year the importance played by the National Association of Auctioneers in promoting Benefit auctions for the community good. This was the 359th Benefit auction con-



ducted by Fishdick and in all cases his services have been donated. He has helped raise over one million dollars and now is working on the second million. He has received accolades from many organizations and dignitaries for his humanitarian work.

One of the highlights of this auction was the sale of 27 mementos from celebrities and dignitaries across the country, individuals, such as Pres. Nixon,

V.P. Agnew, John Wayne, Dean Martin, Glen Campbell, Bing Crosby, Mamie D. Eisenhower, Martha Mitchell, Bill Cosby, Frank Sinatra, etc.

The two day event was video taped for CBS television. Col A. Jesse, Crandon, and A. L. Splettstozer, Tomahawk, Wis., N.A.A. members assisted in the auction, Col. Splettstozer set some kind of record when he sold a Shetland Pony for \$285.00 and then turned around and sold the second high bidder another pony — sight unseen for \$75.00 — how about that?

From all reports this auction is the largest consecutive youth days auction in the country.

M. Grubaugh Named To Auction Market Board

Marvin J. Grubaugh, Rising City, Nebr., has been appointed to a four year term on the Nebraska Auction Market Board by Governor J. J. Exon.

Grubaugh served as Chairman of the 1971 National Auctioneers Convention, in Lincoln. He is a past president of the Nebraska Auctioneers Association and with his brother, Dick, operates the Nebraska Livestock Market in Lincoln.

REPPERT SCHOOL OF AUCTIONEERING

Tuition \$200.00
For 3 Week Term

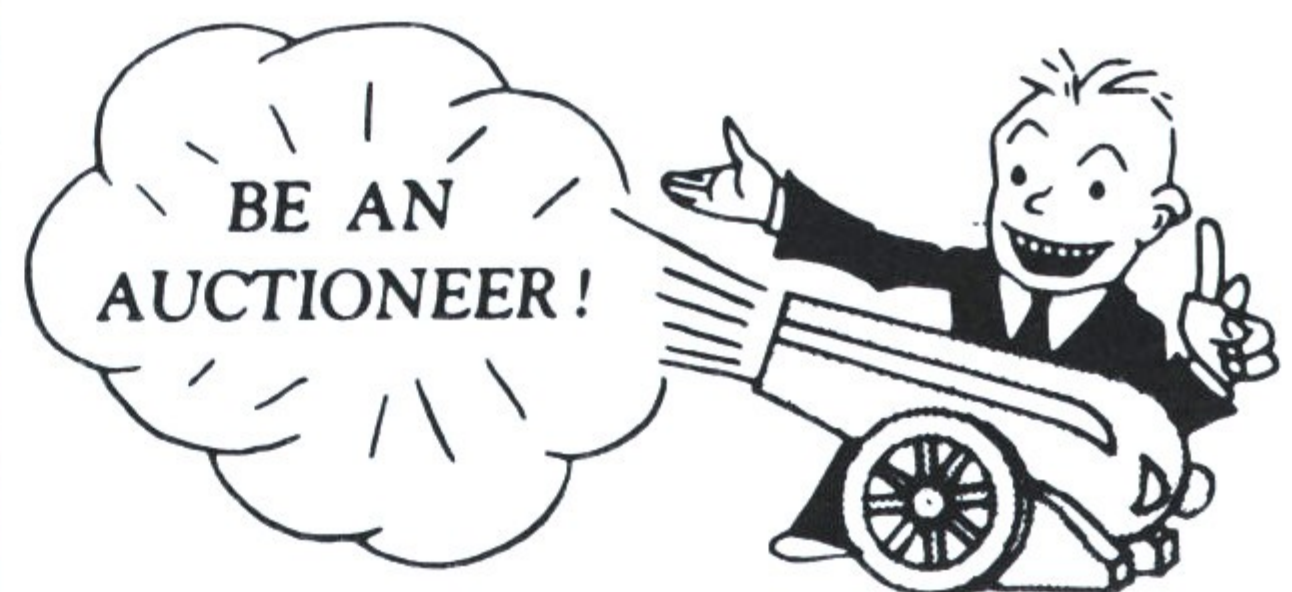
Also Home Study

Founded in 1921

Decatur, Indiana

Box 189

46733



ENROLL TODAY!

**Being An Auctioneer Is An
Honorable, Pleasant and Profitable
Profession. No Capital Is Required.**

* * * * *

WRITE FOR BROCHURE AND APPLICATION TODAY

**MENDENHALL
School of AUCTIONEERING**

U. S. HWY 29 & 70 W (1-85)

PHONE (AC-919) 888-7165)

HIGH POINT, NORTH CAROLINA

Tennessee's 13th Meet Sees 118 Registrants

The thirteenth annual convention of the Tennessee Auctioneers Association met in the Sheraton - Peabody Hotel in Memphis, Sunday and Monday, June 13 and 14. This was an outstanding convention which was tremendously enjoyed by the 118 in attendance.

Sunday evening activities were highlighted by the annual banquet with Mr. "Pek" Gunn, of Nashville, keeping the audience laughing heartily for an hour with his homespun humor and recitations of life as he knew it in his boyhood days on Tumblin' Creek in Tennessee.

In the auction contest for auctioneers who have joined T.A.A. since June 1970, Col. Calvin Kirkham walked off with the honors, with Col. J. Stanley Tisdale of Memphis as first runner-up followed

closely by Col. Terry Jones of Dyersburg.

The Fun Auction in the hotel lobby drew a very large crowd and resulted in receipts of \$300.50 being added to the T.A.A. treasury.

In the Monday sessions we were privileged to have Col. Grover Howell, N. A.A. 1st Vice President, speak to us in both the morning and afternoon sessions.

The Honorable R. Jackson Rose, Assistant Attorney General for the State of Tennessee, gave a very informative address pertaining to legal aspects of auctioneering in Tennessee. All members of the Tennessee Auctioneer Commission were in attendance, along with Mrs. Carolyn Liles, Executive Secretary.

Col. William Collier, of Waverly, was elected President for 1971-72 along with the following officers:

Col. Al Durham, Murfreesboro—
1st Vice Pres.



Upper left: President-elect, William Collier, addressing the Tennessee Auctioneers convention; center: Mr. Pek Gunn entertaining an appreciative audience; upper right: President Feller Brown speaking at the Tennessee Banquet. Lower left: E. B. Fulkerson conducted the new members auctioneering contest and is shown with the top three winners, Calvin Kirkham, J. Stanley Tisdale and Terry Jones. Lower right is Al Durham at the mike during the Fun Auction.

Col. Haskell Ayers, La Follette—
2nd Vice Pres.
Col. J. Stanley Tisdale, Memphis—
3rd Vice Pres.
Col. Hubert D. Songer, Murfreesboro—
Secretary-Treasurer
Col. M. E. "Feller" Brown,
Old Hickory—Director
Col. E. H. Lawson, Kingsport—
Director.

Holdover Directors are Col. Sam Furrow, Knoxville; Col. James H. Richardson, Rogersville; Col. Ralph Masengill, Morristown; along with Col. Al Durham.

The Mid-Year meeting of T.A.A. will be held in Trinity Lane Holiday Inn, Nashville, Tennessee, Monday, December 6, 1971.

The Tennessee Auctioneers Association had a very successful year under the direction of President Feller Brown and he is to be complimented on a job well done.

We invite all auctioneers in Tennessee to join T.A.A. and all are invited to attend our mid-year meeting in Nashville, December 6, 1971.

HUBERT SONGER, Secretary

NASHVILLE

AUCTION SCHOOL

Term Soon, Free Catalog.
We run 4 terms each year.
Write for our free catalog.

G. I. Approved
Nashville Auction School
2004 West End Avenue
Nashville, Tennessee 37202
The Nation's Finest School
in Music City, U.S.A.



ZIP CODE 22901

AREA CODE 703

WRITE General Material & Brochures

INVESTORS OPPORTUNITY

1,290 acres of America's prime grassland, SELLING AT AUCTION
THURSDAY, SEPTEMBER 9, 1:00 P.M.

This is one of the finest Ranches we have ever sold.

All lays in a block, has lots of fence, good water and excellent grass.
About 700 acres has been tilled and re-seeded to Native and Domestic Grasses.

Located 6 mi. south-east of Wautauga, S. D., or 30 miles southeast of Lemmon, S. D.

Owner will finance.

Dear Fellow Auctioneers,

We anticipate this ranch to sell in the \$40 to \$45 per acre price range. It would be a terrific investment for someone living in a land scarce area. This land can only appreciate in value, as we have some of the last large tracts available. —Bob Penfield

BOB and ARLENE BAUMEISTER,
Wautauga, S. D., Owners

Penfield Auction Service, Auctioneers & Clerks

Bob Penfield
Bowman, N. D.
(701) 523-5243

Earl Penfield
Lemmon, S. D.
(605) 374-3113

Dick Saunders
Hettinger, N. D.
(701) 567-2560

Cleo Penfield
Lemmon, S. D.
(605) 374-5144

APPRECIATION

By Bernard Hart

With the aid of a lot of people the National Auctioneers Association was successful in staging its greatest convention. This year of 1971 is one that will remain as a part of history for auctioneering for generations to come. It was the year of achievement and hopefully the year that will mark the beginning of better things for all auctioneers.

When it was first announced that the Auctioneers of America were going to construct a home office building - AND FINANCE IT ENTIRELY WITH DONATIONS - there were many who termed it a wild dream. Some of those who had that feeling saw the finished product the week of July 19. Those who pioneered the project, those who had confidence, beamed with pride at the completed project.

In this year of 1971 it was proven to those with little faith what a few auctioneers, as a team, could achieve. We trust this will spur ALL auctioneers toward greater goals.

This group who shared in the financing of the headquarters building for the National Auctioneers, we especially appreciate.

Next, we would like to thank the 822 persons who were in Lincoln, for the Open House and Building Dedication the week of July 19. It would have been a pretty dead party had no one come. The record attendance was a fitting climax to a great project.

Then there were the members of the Nebraska Auctioneers Association, working under the guidance of their President, Tom Johnson, and Convention Chairman, Marv Grubaugh. It would be impossible to name all who assisted but we especially want to mention Albert Christensen and his Transportation Committee, who performed so capably without previous experience or guidelines.

Margie Flanagan, LoJeanne Emrich, Carolyn Christensen, Phyllis Jensen, Sharon Layman and many other wives of Nebraska auctioneers played important roles in the success of the entire affair. And speaking of the ladies, I must men-

tion Jan, who has been my "right hand" for most of the time that we have been located in Lincoln, and our extra girls for the convention, Susan, Hilda and Carla. All had duties to perform which they did in admirable fashion.

In order to stage a convention it is necessary to have program participants. I have not had time to write each of these persons and thank them as they should be thanked but I do want everyone to know that I deeply appreciate the efforts they gave to make for a successful convention. Most of them were my personal friends and performed partially out of friendship, others were friends of friends of mine. To all, I say "Thanks for a job well done."

Probably the most heart-warming of all was the aid and support of the citizens of Lincoln, those business firms who furnished the beautiful floral pieces to enhance our building throughout the entire week of Open House. The Chamber of Commerce personnel was only a phone call away when special favors were needed. Mayor Schwartzkopf, Director of Agriculture Kreuscher and Governor J. J. Exon, all gave unselfishly of their valuable time and crowded schedules and made me proud that I had selected the State of Nebraska and the City of Lincoln for the home of the National Auctioneers Association.

A final thank you to Sam Lewis, Secretary of the American Dairy Council of Nebraska, the Nebraska Dairy Princess and the Nebraska Shorthorn Lassie. You all helped to write history.

Desk Brings \$104,000

Philadelphia — An antique desk has been sold here for \$104,000, believed to be the highest price ever received at auction for a piece of American furniture.

The desk was crafted in 1770 by John Goddard, a Newport, R. I., cabinetmaker. It is made of mahogany and doubles as a dressing table.

PRICE FREEZE!

AMPLI-VOX announced a General Price Increase August First! But — in view of the Troubled Economy — We LOWERED OURS! No Fancy Ads! No Fancy Talk! Just Bargains! These prices good only through October 16, 1971 — ORDER TODAY TO SAVE BIG \$ \$ \$

Here's A Sample:	Sugg. Retail	Sale Price
Mod. S-112 Ampli-Vox "Roving Rostrum".....	\$198.95	\$174.95
Mod. S-210 "Diplomat" Brief Case PA.....	\$159.95	\$139.95
Mod. S-220 "Message Announcer" Big Seller..	\$ 98.95	\$ 88.95
Mod. S-310 "Sound Cruiser" for Truck.....	\$219.95	\$194.95
Mod. S-610 "Half Mile Hailer" The Best.....	\$139.95	\$124.95
All Models F.O.B. Our Warehouse — Send For FREE Catalog!!!		

STAGE 70
C O R P O R A T I O N

P.O. BOX 1121

DECATUR, ILLINOIS 62525

217/877-0414



The Lighter Side...

LIKEWISE TRAPPED

A man drove into the farmer's implement yard and approached the busy farmer. "Will you be using your mower this afternoon?" asked the borrower.

"Yes, 'fraid I will be," said the wary would-be lender.

"Good," said the visitor. "If you're going to be busy mowing, you won't need your rotary hoe. Mind if I borrow it?"

NOT AFRAID

The bank robbers walked up to the teller's window and said, "I want \$1,000 or I'll drop this suitcase on the floor."

"You will?" said the teller. "What's in it?"

"Dynamite," said the other.

"Let her drop," was the answer. "I've forgotten what my wife told me to get at the store," said the teller, "and I might as well have the explosion here as at home."

TIMELY

Know what a farm is? It's what a city man dreams of at 5 p.m., but never at 5:00 a.m.

MILLIONAIRE

Two farmers were discussing what they'd do if they inherited a million dollars. The first farmer said he would quit farming at once. The second thought for a moment and answered, "I think I'd just keep farming until it was all gone."

A LITTLE ADJUSTMENT

The visitor in New York was embarrassed when after dining at a nice restaurant he pulled out his billfold to pay the check and found he had just enough money to cover the check, but nothing over for the tip. He called the waiter over and explained the situation. The suave waiter listened to the man's story without a change of expression, then said, "Don't let a little thing like that bother you. We'll just add this thing up again!"

TARDINESS

"I think we've solved the problem of employees showing up late for work," explained the new creative man in the advertising department to the personnel director. "Since we have 400 employees, we've suggested that the parking lot be repainted so there are only 395 parking spaces."

CASH WANTED

A farmer's barn burned down and the agent for the insurance company, explaining the policy that covered the structure, told him that his firm would build another barn of similar size instead of paying the claim in cash.

The farmer was furious. "If that's the way your company does business, you can cancel the insurance on my wife!"

BILLS BILLS

"Another new dress," bellowed the husband. "Where will I get the money to pay for it?"

"Whatever my faults," dear, cooed his wife, "you can't say I'm inquisitive."

GRADES

"No wonder Monette gets straight 'A' in French," lamented one teen to another. "Her parents were born in Paris and speak French at home."

"In that case I ought to get 'A' in geometry," complained the other. "My parents are square and talk in circles."

HORSE SENSE

A man was driving through the country when his motor stopped. He got out to see if he could locate the trouble. A voice behind him said, "The trouble is in the carburetor." He turned around, but saw only an old horse. "I said, you better check the carburetor," repeated the horse.

Rushing to the nearest farm house, the man related his experience to a farmer. "Was it an old bay horse with a flop ear?" asked the farmer. "Yes, yes, that's the one," babbled the man. "Well, don't pay any attention to him," said the farmer. "He don't know nothing about automobiles anyway."

BUY BELOW WHOLESALE

"OUR PRICES CAN'T BE BEAT"

BEST In Service-Price-Quality

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
BRONCO WESTERN WATCH—for CHILDREN	Ea. \$ 3.50
Ladies' HEART SHAPED DRESS WATCH	
Gold or Silver	Ea. \$ 6.50
Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
Men's Hamilton Gold Coin Watch—24 Jewels	Ea. \$35.00
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	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
Reversible Necklace with Matching Earring Set	Doz. \$18.00
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
45-pc. Beautiful Deluxe Dinnerware Set	\$ 4.80
Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea. \$ 5.90
HAMILTON BEACH Electric Cordless Knife	Ea. \$ 5.00
Electric Mixer on Stand with Bowl	Ea. \$ 9.50
MIRRO Automatic Perk.—9 Cups	Ea. \$ 5.00
10-pc. Hard TEFLON-II Set—NAME BRAND	Set \$ 7.50
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
98-Pc. Dinnerware Set—Ret. \$198.00	per set \$30.00
6-pc. Stainless Steel Steak Knife Set	Set \$ 2.50
Lite-Up Mirror w. Travel Case—Just Turn On	Ea. \$ 4.25
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. \$ 8.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz. \$ 8.80
5-pc. Kitchen Knife Set—in Wooden Display Rack	Set \$ 2.00
3-pc. Wood Animal Family Set	Dozen Sets \$ 5.00
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
4-pc. Stainless Steel Place Setting Set	Doz. Sets \$ 9.00

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
11-Blade Camping Knife with Holder	Ea. \$ 1.10
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
LUMIJET Disposable Flashlight	Doz. \$ 8.60
29-pc. BLUE TEMPER Drill Bit Set	Set \$ 7.90

RADIOS 'n NOVELTIES

6 TRANS. RADIO WITH CARRYING CASE & BATTERY	Ea. \$2.25
Large Twin Eye Radio—Battery/Electric—AM	Ea. \$ 4.75
Large Size AM/FM Radio Battery/Electric #2019	Ea. \$ 9.00
TOILET SEAT RADIO "JOHN"—Ass't. Colors	Ea. \$ 7.50
Deluxe TONY-SONIC AM/FM—AC-DC Radio	Ea. \$ 9.00
Deluxe 3-Band—Police—AM/FM Radio	Ea. \$14.50
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. \$12.80
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
Automatic Needle Threader—Boxed	Gross \$ 8.00
Disposable Butane Lighter—Display Boxed	Doz. \$ 5.90
MEN'S WINDPROOF LIGHTERS—	
Carded or Boxed	doz. \$ 2.00

LAST MINUTE SPECIALS

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
New Magic 10 Color Pen	Doz. \$ 5.90
Matching Umbrella and Bag Set	Doz. Sets \$13.00
8-Track Auto Stereo Tape Player with 2 Speakers and Bracket—Complete Set	Set \$30.00
Old Fashion Large Size Kerosene Lamps	Doz. \$24.00
Giant Stained Glass Kerosene Lamp, Boxed	Ea. \$ 2.00
(10x50) Binoculars with Leather Carrying Case	Set \$16.00
24-Pc. INDIA Brass Candleholders—Tea & Tableware	Set \$15.00
3-Dimensional Large Ass't. Picture Scenes	Ea. \$ 4.00
PLAY-POKER SLOT MACHINE—DEALS A NEW HAND EVERY TIME YOU PULL THE HANDLE... FASTEST PITCH ITEM ON THE MARKET TODAY—	Ea. \$2.00
TROUBLE FREE—Made in Japan	
Large Size Ass't. Plush Toys	Doz. \$16.00
3-BLADE SCOUT KNIFE	Doz. \$ 4.80
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
Barking Poodle—Battery Operated	doz. \$24.00
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
Beautiful Framed Picture with Clock Inside	Ea. \$ 7.50
Pre-Recorded 8 Track Cartridge Tapes—	
Ass't. Top Tunes	Ea. \$ 1.90
Musical Revolving Doll—Beautifully Dressed	Ea. \$ 3.90
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. \$ 2.50
Assorted Battery-Operated Deluxe Toys	Doz. \$24.00
Men's Deluxe Folding Umbrella	Doz. \$15.00
Battery Operated Crawling Baby Doll	Ea. \$ 3.00
Large Musical Bird Cage Music Box	Ea. \$ 4.90
3-pc. Set—Gourmet Cast Iron Skillets	Set \$ 3.00
The Original "Drinking Bird"	Doz. \$ 6.00
15 Light—Push In Bulb Xmas Light Set	Doz. Sets \$ 6.00

Visit Our Showroom For 1,000's of Bargains

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.

BRING THIS AD FOR FREE \$50.00 GIFT WITH PURCHASE.

IF YOU WANT TO BE IN THE WINNER'S CIRCLE, AND ALWAYS BE IN FIRST PLACE, THE ONLY PLACE TO BUY IS AT SHELDON CORD PRODUCTS. WE WANT YOU TO LOOK! WE WANT YOU TO SHOP! BUT WE DON'T WANT YOU TO OVERPAY. AGAIN WE SAY WE WANT YOU TO BE IN FIRST PLACE AND BUYING FROM SHELDON CORD PUTS YOU IN FIRST PLACE.

ORDER NOW FROM THIS AD
AND YOU WILL BE A WINNER.
— YOUR FRIEND FOREVER —

SHELDON CORD PRODUCTS

3320 WEST LAWRENCE AVENUE
CHICAGO, ILLINOIS 60625
PHONE: (312) 267-6570

OPEN FROM 9 TO 6 SEVEN DAYS A WEEK
DON'T MISS OUR GIANT ANTIQUE SALE

WANTED

**Product lines - Sell or Lease to Mfr.
Don't Liquidate**

Prefer items in Production Quantities made from Bronze or Aluminum Castings and/or Stainless Steel Bar Stock.

SPHER-O-SEAL, Incorporated
Box 387-A, Sandy Hill Road,
IRWIN, PA. 15642

MAGNETIC CAR-TRUCK SIGNS

Original 3 dimensional. Free customer layout for you with either emblem. Advise name, address, phone, size flat space available and colors preferred. Quote and brochure will be mailed.

"TRI METRIC SMART SIGNS"

Box 237

Pluckemin, N.J. 07978

SUPERIOR SCHOOL OF AUCTIONEERING

Ray Sims	Ham James
Paul Good	Dale Hanna
Ike Hamilton	Hugh James

Owners and Instructors
P.O. Box 1281, Decatur, Ill. 62525

*Learn Auctioneering
At Home*

NELSON AUCTION SCHOOL

16800 Whitcomb

Detroit, Michigan 48235

Home Study Course \$57.50
(With Recordings)

555 Auction Sayings 3.00

Residential Classes Begin SECOND MONDAY of April; and September EVERY YEAR! Send for FREE BROCHURE.

Nationally Recognized School



WE ARE PROUD OF OUR STUDENTS—THEY HAVE BUILT THE COLLEGE

A two week term, equal to a College Semester in hours used.

You will be on your feet for 60 some hours of bid calling practice.

14 Instructors assist you. Night and Day.

All classes limited to thirty men. You are an individual here, not a number.
Diploma issued if you qualify.

We do not need more Auction Schools, but more Qualified Auctioneers. Tuition is based on what we can do for you. Tuition, including room and board, is \$350.00. Compare to a College semester, and realize you can make money after one term here.

Write Today, to:

Box 1458, Billings, Montana



AUCTION SUPPLIES

WRITE FOR FREE SAMPLES

"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12

Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashing form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is not duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1/3 White, Pink & Card) . . .	\$14.50
18,000 Tickets (1/3 White, Pink & Card) . . .	27.50
36,000 Tickets (1/3 White, Pink & Card) . . .	55.00

STANDARD CLERKING SHEETS . . . Form No. CLS-2

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

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

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

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

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

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

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

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

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

FINAL SETTLEMENT FORMS . . . Form FS-69

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

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

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

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

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

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

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

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

PERSONAL PROPERTY AUCTION CONTRACT

. . . Form No. PPC-69

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

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

SAVE 50%

RETURN THIS COUPON WITH YOUR FIRST ORDER

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

That's right—a \$20 value for only \$10. One to a customer please.

Payment with Order—We Pay Postage . . . C.O.D. Orders—You Pay Postage

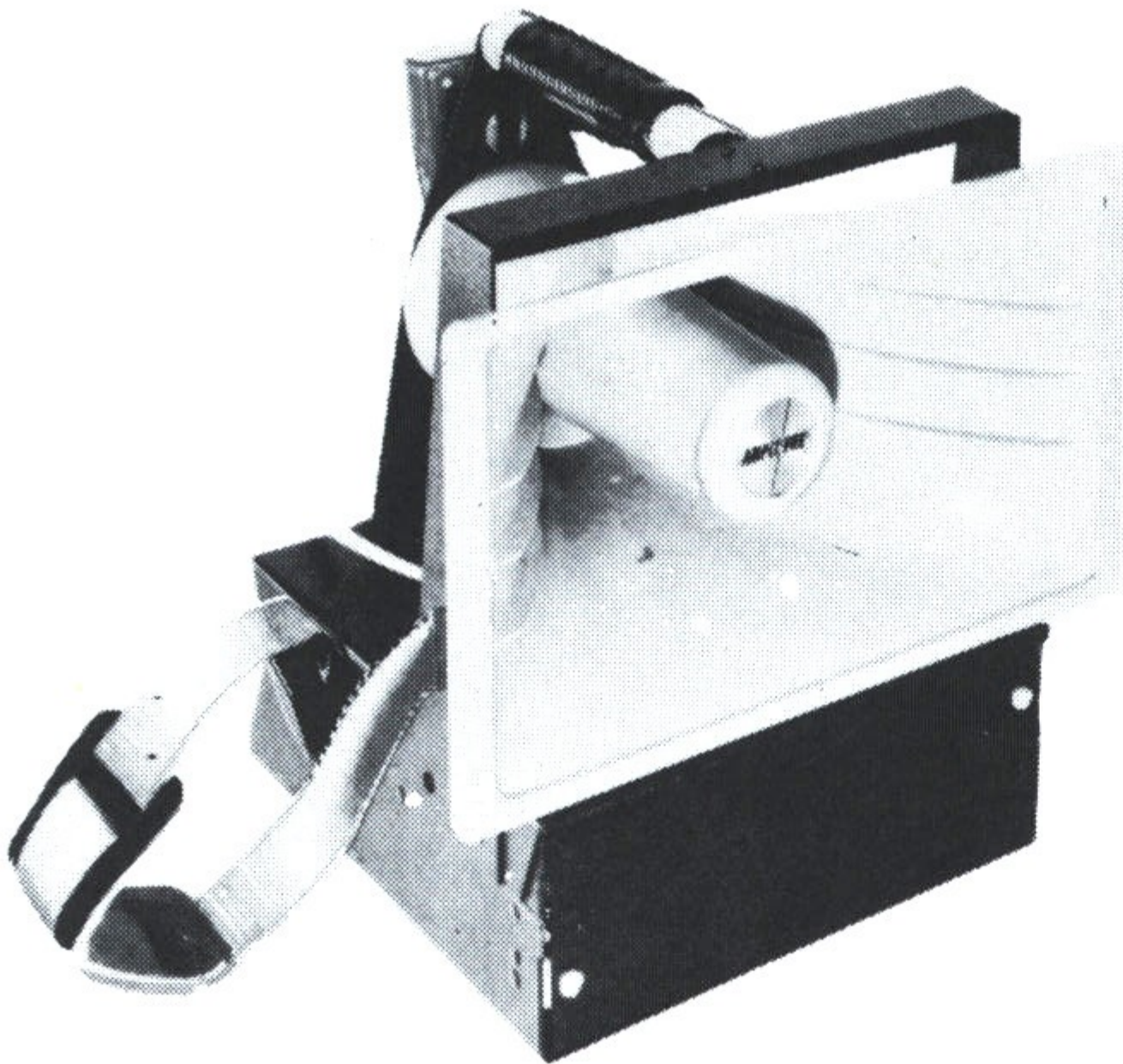
Order by Mail . . . Send Check or Monney Order To:



Missouri Auction School

Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

AMPLI-VOX® Solid State Public Address Sound Systems



HALF-MILE HAILER

- 25 watt solid-state megaphone
- Extremely intelligible, even at half a mile
- Easy to handle—weighs 15 lbs. never blocks your vision, never gets in your way

\$139.95

Specifications

Amplifier: All-transistor push-pull design, 25 watts (E.I.A. music power rating), 40 watts peak.

Frequency response: 30-15,000 Hz.

Controls: On-Off; Volume.

2 Inputs: 105 db gain input for ceramic or dynamic microphone and auxiliary input for phono, tuner, tape recorder, etc. (requires 0.3 V. for full output).

2 Outputs: 2 phone jack outputs for 4, 8, or 16 ohm speakers or recorder.

Power Source: Ten flashlight batteries, size "D"; 40 ma. idle current; 200 hours of operation. (AC Adapter available.)

Speaker: Weatherproof Implex horn, capable of handling full amplifier output.

Microphone: Noise-cancelling hand-held microphone, supplied with 8' coil cord, push-to-talk switch.

Construction: Gripper handle, shoulder strap included.

Weight: 15 lbs. with batteries.

Price: Complete system Perma-Power Model S-610 (less batteries.) Net each **\$139.95**

Accessories:

Set of ten alkaline batteries; AC Adapter; Car top carrier speaker system



Order by Mail . . . Send Check or Money Order To:

Missouri Auction School

Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

We stock a complete line of Auctioneer's P. A. Equipment.
Write for FREE literature and prices.