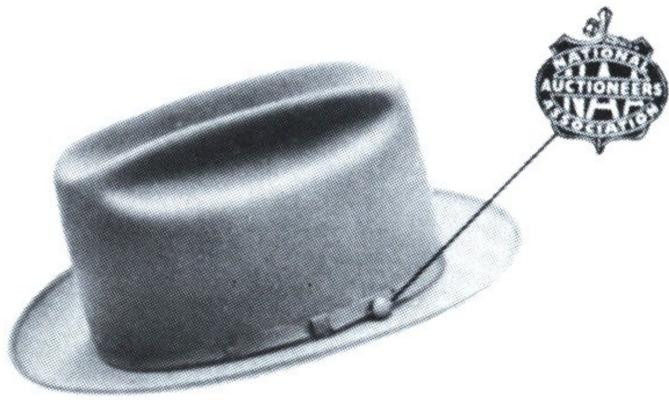


VOL. XIII NO. 9 SEPTEMBER, 1972

THE **au**ctioneer





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

KEEP A COOL HEAD!!

Yes, the cool summer hats are in and they really look good this season. They are just a little lighter shade (Salt Rock, which is a real light cream) this year. Get your order in now and have the hat on hand when the weather gets hot.

Of course we ship the felt hats the year around and we have a complete stock in all three brim widths as we do the straws — 2” - 2-3/8” and 2-5/8” brim.

We are also offering for the first time the beautiful 3 colored, felt, embroidered National Auctioneers Emblem pocket patch. This goes on the patch pocket of your blazer and most of you have seen the picture on some of the blazers worn by our past presidents. These are the same patches we put on the blazers we handled at one time. We also have the National Realtors Emblem.

Remember the solid gold diamond tie tack makes a wonderful birthday or anniversary present.

Patches (either one) \$3.00 each

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)

HATS

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

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THE AUCTIONEER

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION

135 LAKEWOOD DR. LINCOLN, NEBR. 68510



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

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Forty-two States, Two Provinces

Represented At Annual Convention

They came from 42 states and two Canadian Provinces to the National Auctioneers Convention, in Dallas, July 27-29, one of the most representative groups to ever attend. Total registration figure was down from a year ago and many of the larger membership states were not as well represented as in past years. Final tally showed that 624 persons had registered their attendance.

Tennessee, with a mighty boost from the McCarter family, led all states in registration with 54 persons. They were the first winners of a new award given to the state showing the best increase in registrants over previous years. The C. B. McCarter family accounted for 23 of the 54 Tennessee registrants and they too were recipients of a new award, "Auction Family of the Year."

Home state registration was 53, only one less than Tennessee recorded. Nebraska and Illinois both had a good representation with 44 from each state. Kentucky was fifth in order of attendance with 38 people.

Following is a list of registrations by States:

ALABAMA—11

Mr. and Mrs. Raddie J. Dickson, and daughter, Headland
 Mr. and Mrs. Terry Duncan, and daughter, Madison
 Frank McFarland, Dothan
 Mr. and Mrs. John A. Horton, and daughter, Huntsville
 Ben Whigham, Dothan

ARKANSAS—9

Mr. and Mrs. Howard Batterton, Hot Springs
 Mr. and Mrs. Don Diggs, Hot Springs
 Mr. and Mrs. J. C. Dyer, Nashville
 Mr. and Mrs. James E. Wilson, Hot Springs
 Brad L. Wooley, Little Rock

CALIFORNIA—7

Harold Henry, Los Angeles
 Mr. and Mrs. Ed Huisman, Galt
 David Huisman, Galt
 Ron Kavanagh, Herald
 Jo Kensinger, Fresno
 Dean Parker, Auburn

COLORADO—11

Artie D. Baldwin, Denver
 Mr. and Mrs. Chuck Cumberlin, Greeley
 Mr. and Mrs. H. W. Hauschildt, Denver
 Larry D. Land, Commerce City - Brighton
 Tom L. Pearch, Eagle
 Mr. and Mrs. Jack Salisbury, Ft. Collins
 Mr. and Mrs. Troil Welton, Wray

CONNECTICUT—1

William J. Josko, Southport

DELAWARE—1

Riley Jefferson, Lincoln

FLORIDA—15

R. K. Beebe, West Palm Beach
 Jim Graham, North Palm Beach
 Mr. and Mrs. Marty Higgenbotham, their two children, and guest, Mary Roberts, Lakeland
 Mr. and Mrs. Neil L. Hoopingarner, and four children, Tampa
 Vince Simmons Jr., Lakeland
 J. Wayne Taylor, Miami

GEORGIA—5

Rev. George Hand and son, Timothy, Atlanta
 Mr. and Mrs. H. C. Thomas, Marietta
 Lee Waldrip, Gainesville

HAWAII—3

Mr. and Mrs. Louis L. Stambler, and nurse, Honolulu

IDAHO—2

J. W. Messersmith, Twin Falls
 Jim Messersmith, Jerome

ILLINOIS—44

Mr. and Mrs. Edward H. Ahrens, Staunton
 Mr. and Mrs. Gail Cowser, and two children, Glasford
 Mr. and Mrs. Milt Cully, Des Plaines
 Mr. and Mrs. A. C. Dunning, Elgin
 Mr. and Mrs. C. P. "Terry" Dunning, and daughter, Elgin
 Mr. and Mrs. Mike Fahnders, Pekin
 Mr. and Mrs. Leo R. Kramper, St. Libory
 Edmund E. Kueker, Waterloo
 Frank Pelate, Dupo
 Laurance R. Oaks, Monmouth
 Johnnie O'Fallon, and guest, Omer Portwood, Hartford
 Mr. and Mrs. Lyle M. Paddick, Oblong
 Mr. and Mrs. Fred G. Quick, Aurora

Mr. and Mrs. Norb Richter, and daughter, New Baden
 Mr. and Mrs. Norm Roth, and daughter, Morton
 Mr. and Mrs. James Sims, and three children, Thompsonville
 Mr. and Mrs. Lloyd E. Sitter, Anna Elwood Stagen, and son, Paxton
 Mr. and Mrs. Ted Stumpf, and daughter, Mascoutah

INDIANA—29

James D. Bayman, South Whitley
 Mr. and Mrs. James A. Buckley, Shelbyville
 Mr. and Mrs. Bill Cooke, and guests, John and Pat Rosinko, Griffith
 Tom Dunlevy, Jeffersonville
 Mr. and Mrs. Robert Ellenberger, Bluffton
 Mr. and Mrs. Ira Edward Garrett, and two children, Pittsboro
 Mr. and Mrs. Harvey C. Lambright, LaGrange
 Mr. and Mrs. D. D. Meyer, Vincennes
 Mr. and Mrs. Noble Ratts, Whitestown
 Mr. and Mrs. Romaine Sherman, Goshen
 Mr. and Mrs. William Harold Smith, Brownsburg
 Mr. and Mrs. Paul Taylor, Mariah Hill
 Roy L. Crume, Kokomo
 Mr. and Mrs. Glenn E. McNeely, Jr., Westfield

IOWA—18

Warren Collins, Jesup
 Mr. and Mrs. Lyle Erickson, Cresco
 Howard B. Johnson, Story City
 Mr. and Mrs. Robert Mallinger, and daughter, and guest, Sigourney
 Mr. and Mrs. Kenneth E. Mozena, Dubuque
 Fred Neumeister, Dubuque
 Mr. and Mrs. Clarence F. Prange, Charles City
 Mr. and Mrs. Wendell R. Ritchie, Marathon
 Mr. and Mrs. Wayne Stewart, Audubon

KANSAS—19

Mr. and Mrs. Dick Brewer, Mt. Hope
 Mr. and Mrs. W. O. Harris, and son, Wetmore
 Mr. and Mrs. Marvin Knopp, and two children, Dighton
 Mr. and Mrs. Rex B. Newcom, Whitewater
 Mr. and Mrs. Bill Sams, Olathe
 Mr. and Mrs. Ralph Van Sickle, and two children, Hartford
 Mr. and Mrs. Roy E. Woods, Wichita

OUR COVER

Everyone knows this is the season to elect presidents and we would like to introduce you to our new president elect, Col. Morris F. Fannon and his family of Pennington Gap, Va. On the left their son, Sidney, then Col. Fannon, his lovely wife, Velda, and their daughter Cindy. I am sure many of you remember Morris, for the fine job he did as Convention Chairman, when our National Convention was held in Roanoke, Va., at the Hotel Roanoke. He served a three year term on the Board of Directors prior to being elected to the office of 2nd Vice President. Association participation is a family affair for this couple. Velda just finished serving as Secretary-Treasurer of the Ladies Auxiliary to the NAA, to accept the office of 2nd Vice President of same.

KENTUCKY—38

Mr. and Mrs. Adrian Atherton, Hodgenville
 Mr. and Mrs. J. H. Barnard, Jr., Bowling Green
 Mr. and Mrs. J. O. Briggs, and son, Stanton
 Roy Butler, Jr., Hardinsburg
 Mr. and Mrs. W. L. Crowder, and daughter, Bowling Green
 Mr. and Mrs. John L. Cummins, and two children, Cynthiana
 Mr. and Mrs. Sammy L. Ford, and son, Brodhead
 Henry L. Jones, Winchester
 Mr. and Mrs. Wayne Kessler, and son, Campbellsville
 Mr. and Mrs. C. Roger Lewis, Morehead
 Mr. and Mrs. John P. O'Connor, and four children, Owensboro
 Mr. and Mrs. Perry Poe, and daughter, Brooksville
 Mr. and Mrs. Clarence Proffitt, Lamb
 Mr. and Mrs. Rex Proffitt, Tompkinsville
 Thomas Turner, Magnolia

LOUISIANA—7

Mr. and Mrs. Bill Bailey, Jonesboro
 Rhett Grant, Mansfield
 Marvin A. Henderson, Livingston
 Mr. and Mrs. Ray Wallace, and son, Shreveport

MARYLAND—9

Mr. and Mrs. William H. Amoss, and two



No two people added more to the convention than Kelly and Frog Adams. Frog served as Convention Chairman (his real name is Howard) and the two of them were always present with a winning smile, ready to help anyone who asked.

children, Fallston
 Robert C. Burkheimer, Elkton
 Mr. and Mrs. Grant I. Harding,
 Reistertown
 Mr. and Mrs. George Wittstadt,
 Cambridge

MASSACHUSETTS—8

Mr. and Mrs. Robert E. Chaffee, and son,
 Monson
 Mr. and Mrs. Charles (Florence) Cornell,
 Lakeville
 Mr. and Mrs. Phil Goldstein, Boston
 Gordon Reid, Brimfield

MICHIGAN—10

Mr. and Mrs. Richard Brodie, Westland
 Mr. and Mrs. Frank Gates, Litchfield
 John M. Glassman, Eau Claire
 Arthur L. Good, Mason
 Harold V. Howe, Niles
 Doug Van Hill, Zeeland

Gary Van Hill, Zeeland
 Garth W. Wilber, Bronson

MINNESOTA—4

Milo Fodness, Kenneth
 Albert O. Maas, Millville
 Joe Maas, Plainview
 Wayne Pike, Princeton

MISSISSIPPI—7

Mr. and Mrs. B.H. Cayson, and two
 children, Tupelo
 Mr. and Mrs. David Gillentine, Jr., and
 daughter, Tupelo

MISSOURI—20

Mr. and Mrs. H. Willard Arnaman, and
 son, Unionville
 Mr. and Mrs. Ken Barnicle, Ellisville
 Mr. and Mrs. Lenzie Beck, Sikeston
 Mr. and Mrs. John F. Brown, and son,
 Shelbina

Mr. and Mrs. L.D. "Buck" Carroll,
Ravenwood
Mr. and Mrs. Dean Cates, Kearney
Mr. and Mrs. Dick Dewees, and son,
Kansas City
Mr. and Mrs. Guy Jageman,
Independence
Tony Thornton, Springfield

MONTANA—8

Mr. and Mrs. Frank E. Bass, Lewistown
Mr. and Mrs. O.S. "Jack" Ellis, Roundup
Mr. and Mrs. W. J. "Bill" Hagen, Billings
Mr. and Mrs. Ron Miller, Lewistown

NEBRASKA—44

Mr. and Mrs. Henry Buss, Columbus
Mr. and Mrs. Albert Christensen, and
two children, Pawnee City
Mr. and Mrs. Blaine A. Farrar, and two
children, Maywood
Mr. and Mrs. Dean Fleming, Atkinson
Mr. and Mrs. Marvin Grubauugh,
Rising City
Bernard Hart, Lincoln
Edward Hart, Lincoln
Mr. and Mrs. Albert Helzer, Cairo
Mr. and Mrs. Duane Jensen, and two
children, Newman Grove
Dick Kane, Wisner
Mr. and Mrs. Eugene Marshall, and two
children, and guest, Elm Creek
Jan Merritt, Lincoln,
Mr. and Mrs. Merle Nelsen, Newman
Grove
Mr. and Mrs. Virgil H. Olson,
Grand Island
Mr. and Mrs. Dick Shea, and two
children, Sterling
Rex Young, and two nieces, Mrs. Doro-
thy E. Lawton, and Mrs. Margaret
Toman, Plattsmouth
Mr. and Mrs. Mylen Wegener, and two
children, Humphrey

NEW HAMPSHIRE—2

Mr. and Mrs. Merle D. Straw, Jr.,
Seabrook

NEW JERSEY—4

Mr. and Mrs. John Kachmar, and
daughter, and guest, Flemington

NEW MEXICO—4

Mr. and Mrs. Robert Enders,
Sandia Park
Mr. and Mrs. John A. Overton,
Albuquerque

NEW YORK—18

Mr. and Mrs. Paul W. Calkins, and four

TAPES AVAILABLE
A tape of the address by Bill Allen
at the National Convention (Thurs-
day noon) is available. Send check
or money order for \$6.95.

BILL ALLEN
P.O. Box 1144 Lamesa, Tex. 79331

daughters, Peru
George Forrest, Holley
Darlene McGinnis, Nedrow
Mr. and Mrs. Doyt McGinnis, Nedrow
Mr. and Mrs. Robert W. Matson,
Kennedy
Mr. and Mrs. Norvel Reed Jr., Sherman
Mr. and Mrs. David Tracy, Pavilion
Mr. and Mrs. Morris Weinstein,
Middletown

NORTH CAROLINA—10

Billy Dunn, Maxton
Mr. and Mrs. G. T. Gilbert, Lincolnton
J. Martin Haywood, Rockingham
Mr. and Mrs. W. Craig Lawing, Charlotte
Mr. and Mrs. Forrest Mendenhall,
High Point
Mr. and Mrs. Kenneth W. Teague,
Burlington

NORTH DAKOTA—10

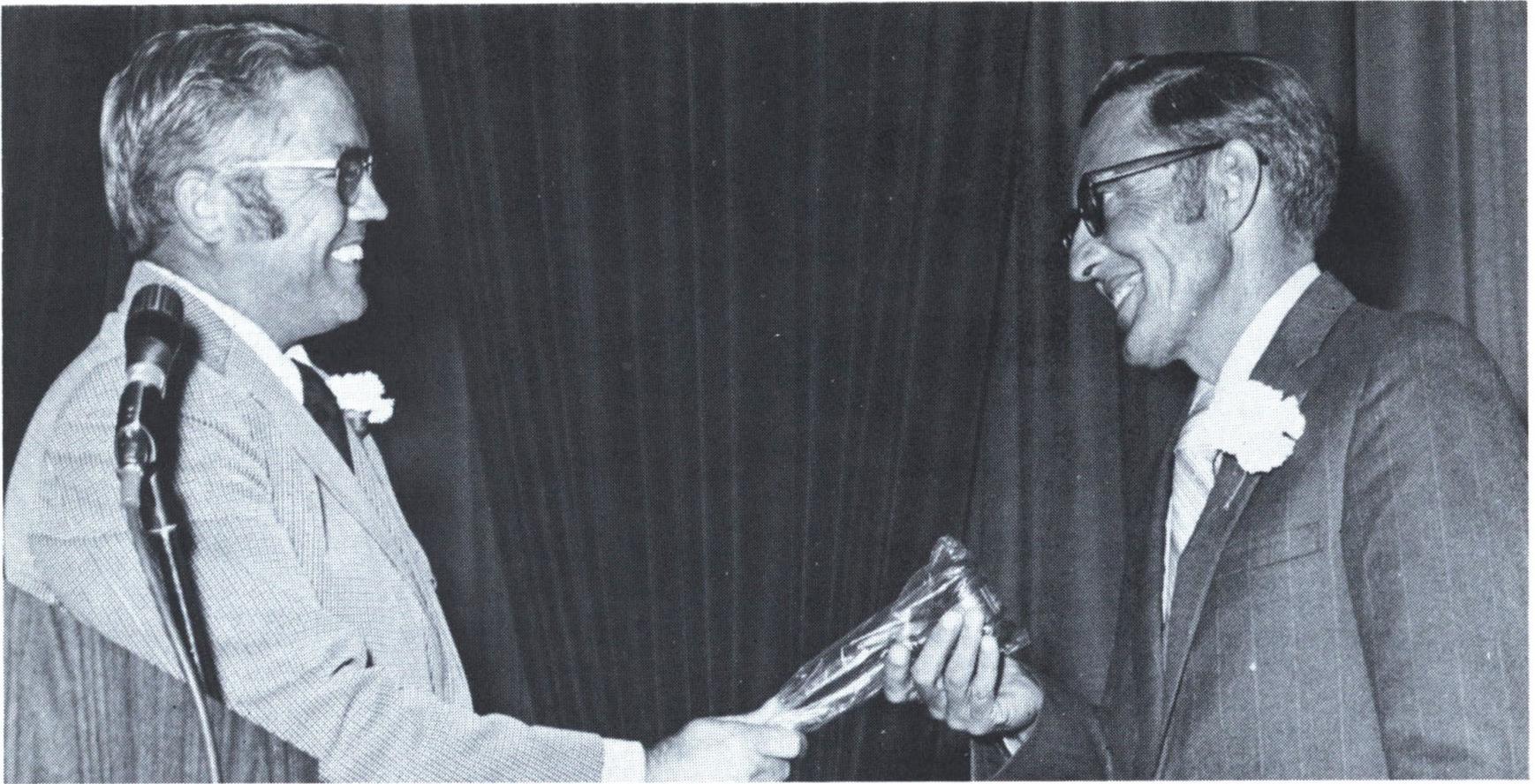
Mr. and Mrs. Edward Heinze, Jr., Dazey
Mr. and Mrs. Bob Penfield, and two
children, Bowman
Mr. and Mrs. Wilbert Kroh, Bismarck
Mr. and Mrs. Bob Steffes, Arthur

OHIO—25

Mr. and Mrs. Dick Babb, Wilmington
Mr. and Mrs. Bill Dice, Dayton
Mr. and Mrs. Ford Good, Seville
Mr. and Mrs. Walter A. Hartman,
Camden
Mr. and Mrs. Richard T. Kiko,
No. Canton
Mr. and Mrs. Russell T. Kiko, Canton
Mr. and Mrs. Newt Dilgard, Ashland
Mr. and Mrs. Albert L. Rankin, Alger
Mr. and Mrs. Robert A. Riley, London
Mr. and Mrs. Roger D. Rumbaugh,
Homerville
Mr. and Mrs. Don W. Standen,
N. Ridgeville
Mr. and Mrs. Harold Vaughn, and
daughter, Hamilton

OKLAHOMA—27

Paul R. Alford, Ada
Lewis Campbell, Wyandotte
Mr. and Mrs. B.L. "Lee" Hickman,
Oklahoma City



Retiring president, Grover Howell, presents gavel to president-elect Morris Fannon (right).

Al J. Jones, Oklahoma City
 Mr. and Mrs. Don McLaughlin,
 Oklahoma City
 Mr. and Mrs. Tommy Messimore, Tulsa
 Fred Ott, Claremore
 Mr. and Mrs. J. O. Palmer, Seminole
 Mr. and Mrs. Ray Patterson, Manitau
 Mr. and Mrs. Melvin L. Rippetoe,
 Chouteau
 Mr. and Mrs. H. J. Simmons, Seminole
 F. E. "Red" Springer, Red Oak
 Mr. and Mrs. Ron Sutton, Shawnee
 Mr. and Mrs. Jim Thompson, and
 daughter, Lawton
 Ed Vierheller, Claremore
 Mr. and Mrs. Victor Wood,
 Oklahoma City

PENNSYLVANIA—14

Mr. and Mrs. Harry Anderson, and two
 children, Georgetown
 Margaret Berry, West Newton
 Ralph W. Horst, Marion
 Ann Nahrbecki, Southwest
 Denise Nahrbecki, Southwest
 Raymond H. Patterson, Eighty Four
 Blaine N. Rentzel, Mt. Wolf
 Mr. and Mrs. Wylie S. Rittenhouse,
 Uniontown

SOUTH CAROLINA—3

Lloyd Meekins, Dillon
 Fred Mullis, Lancaster
 Sherrill C. Mullis, Lancaster

SOUTH DAKOTA—9

Mr. and Mrs. Donald D. Jensen,
 Edgemont
 Mr. and Mrs. Vernell Johnson, and two
 daughters, Lyons
 Mr. and Mrs. Dale McPherson, Rapid City
 C. V. Penfield, Lemmon

TENNESSEE—54

Rubert Ainley and sister, Mrs. Newel
 Bell, Dukedom
 Mr. and Mrs. Clive Anderson, Nashville
 Mr. and Mrs. Steve Anderson, Nashville
 Mr. and Mrs. Hack Ayers, LaFollette
 Tom Beasley, Nashville
 Buford Evans, Lawrenceburg
 Mr. and Mrs. E. B. Fulkerson,
 Jonesboro
 Mrs. William Gashen, Nashville
 Mr. and Mrs. Jerry C. Gregory, and son,
 Springfield
 Mr. and Mrs. Ernest D. Hill,
 Hendersonville
 Carolyn Liles, and three children,
 Nashville
 Mr. and Mrs. C. B. McCarter, and 10
 children, Sevierville
 Mr. and Mrs. C. Lee McCarter, and son,
 and guest, Sevierville
 Mr. and Mrs. Carl Edd McCarter, and
 two children, Sevierville
 Mr. and Mrs. Fred "Doc" McCarter, and
 son, Sevierville
 Mr. and Mrs. Fred S. Ramsay, Madison

Don Richeson, Nashville
Mr. and Mrs. Dewey C. Smith, and son,
Antioch
Jim Stevens, Nashville
Mr. and Mrs. Raymond Taggart, Memphis

TEXAS—53

Mr. and Mrs. Dusty Adams,
Corpus Christi
Mr. and Mrs. Frog Adams, and daughter,
Corpus Christi
Mr. and Mrs. Coy E. Biggs, and two
children, Slaton
Mr. and Mrs. Walter S. Britten, and son,
Bryan
Mr. and Mrs. Dub Bryant, Big Spring
Mr. and Mrs. Richlin Chambers, Dallas
Mr. and Mrs. Don Flusche, Muenster
Dave Foster, Stephenville
Mr. and Mrs. Johnny A. Gathright,
Longview
Mr. and Mrs. Jack Harper, Austin
Mr. and Mrs. Paul N. Henry, Houston
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daughters, Dallas
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Henry A. Ismonde, Houston
Marvin Jaynes, Mesquite
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Carroll Kopfer, Dallas
J. O. Lawlis, Houston
Mr. and Mrs. Del Lemons, Houston
Willard Joe Robertson, Joshua
Hugo Settle, Amarillo
Mr. and Mrs. Henry R. Storey,
Brownwood
R. R. Talley, Austin
Herb Thompson, Dallas
Mr. and Mrs. Bill Wade, Dallas
G. C. Walters, Dallas
Bill Watson, Kilgore
Barney D. Welch, Austin
Mr. and Mrs. Bill Wendelin, Henderson
John W. Wilson, Amarillo

VERMONT—2

Mr. and Mrs. Walter Flatow,
Waterbury Center

VIRGINIA—13

Mr. and Mrs. J. M. Bowen, Hillsville
W. R. (Bill) Cox, Richmond
Mr. and Mrs. Morris F. Fannon, and two
children, Pennington Gap
H. Layton Laws Jr., Manassas
Mr. and Mrs. Clarence L. Marshall and
three daughters, Hillsville
John E. Sutphin, Newport

WASHINGTON—9

Mr. and Mrs. Jerald Abhold, Renton

Mr. and Mrs. Ray S. Brock, Pasco
Robert Heaverlo, Yakima
Mr. and Mrs. Robert F. Losey, Sr., and
two grand children, Renton

WISCONSIN—29

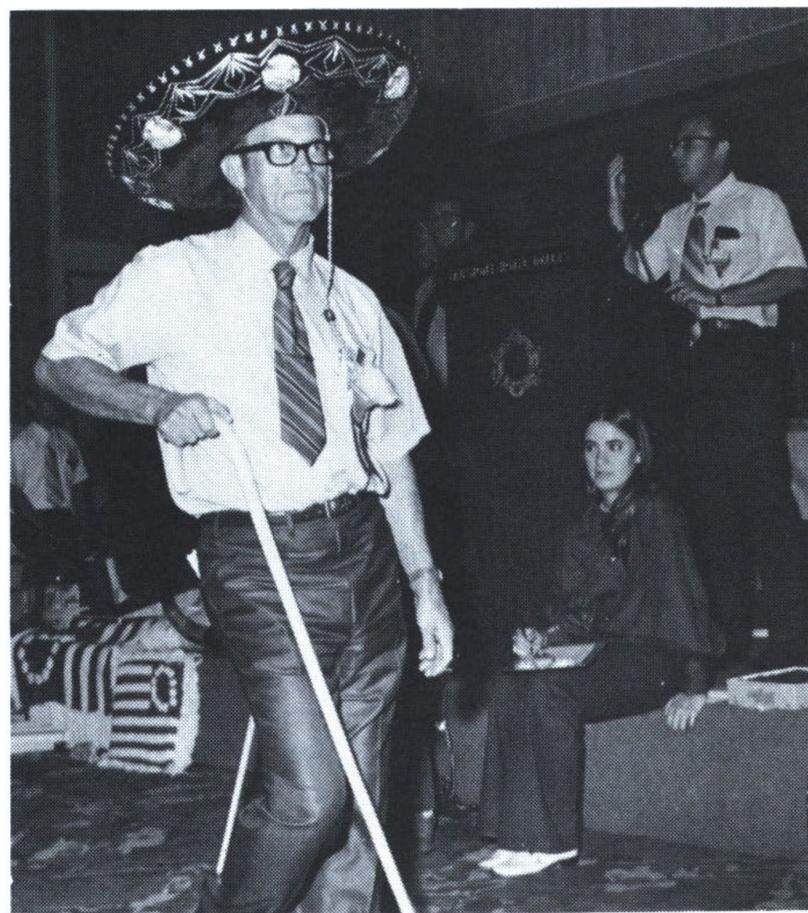
Mr. and Mrs. Wiliam K. Bodell,
Hazel Green
Mr. and Mrs. Robert Brandau, Wilton
Mr. and Mrs. John Dahl, Berlin
Mr. and Mrs. Joseph W. Donahoe, and
two children, Darlington
Mr. and Mrs. Harold J. Gavin, Baraboo
Mr. and Mrs. James F. Gavin, Reedsburg
Mr. and Mrs. Ernie Kueffner, and two
children, Hartford
Mr. and Mrs. Don Lloyd, Oshkosh
Neil E. Nelson, Westby
Mr. and Mrs. Albert H. Noble,
Mineral Point
Mr. and Mrs. Eldon F. Schraepfer,
Hollandale
Mr. and Mrs. Leroy Teske, Berlin
Mr. and Mrs. Victor V. Voigt, Reedsville

WYOMING—3

Mr. and Mrs. R. A. "Dick" Mader, and
son, Gillette

CANADA—5

Jerry E. Brooks, Clear Creek, Ontario
Mr. and Mrs. Dale Odegard, and daugh-
ter, Camrose, Alberta
Bill Sininger, Cardston, Alberta



The Fun Auction was exactly that, fun as well as profitable. Bill Wade, Dallas, "parades" the merchandise. This year's Fun Auction Committee did an outstanding job.



The Ladies Auxiliary

In Appreciation

I am deeply grateful for the honor you have bestowed on me. I accept the position as President of the Ladies Auxiliary to the National Auctioneers Association with humility. Knowing my weakness, but with determination to carry out the responsibilities to the best of my ability, with the help of God and all of you, we will have a good year.

It has been a great and wonderful experience over the years to attend the Conventions, to see the organization grow year by year, to the many friends we have made and the list grows each year. To those of you who have never attended these conventions, you have missed a very delightful and useful experience, to meet and share the experiences with Auctioneers and their wives from all over the nation. Why not start planning now to meet us in Florida next July. The Welcome Mat is out.

What can you say after such a outstanding Convention, except a great big THANK YOU to Willie Howell and all the Texas girls. Everything was beautifully planned and carried out from beginning to the end. We have always heard everything is bigger and better in Texas, you folks have just proved this statement to be true.

Ladies, we urge you to write to the Ladies page in "The Auctioneer", we are always interested to hear about anything that is of interest to or about you, this is your Auxiliary - so let us know about you.

Let me hear from you personally at my home address, Route #1, Lincolnton, N.C. Your suggestions are always welcome, yes, and your criticisms too. We can't know what you are thinking if you don't tell us, if you have neither just write to say Hi! Love and Best Wishes to everyone.

Nan Gilbert
NAA Auxiliary President

Preoccupied

A woman who is at a loss for words is probably doing a crossword puzzle.

Ladies,

It was so good to have each of you who were able to make it to Texas for the Convention. So sorry everyone couldn't have come and been with us! We certainly consider it an honor to have had you in our State and hope you had a very memorable and happy time while here.

Sincerely,
Valena Bryant, President
Ladies Auxiliary Texas A.A.

Tennessee Auxiliary Elects New Officers

The Ladies' Auxiliary of the T.A.A. met June 19, 1972, at the Hyatt-Regency Hotel in Knoxville.

The meeting was called to order by Mrs. Clive Anderson, Sr. The officers, nominated by the nominating committee and accepted by acclamation were:

President: Mrs. Feller Brown

First Vice President:

Mrs. William Collier

Second Vice President:

Mrs. Steve Anderson

Three Year Director:

Mrs. Ralph Massengill

Mrs. Ernie Hill was elected as a Two year director, and Mrs. Billy Howell was elected as a one year director to finish Mrs. Steve Anderson's unexpired term. Mrs. Clive Anderson is serving on the board of directors as a past president.

Amendments made to our by-laws were as follows: Article 4 for officers: Each year one director shall be elected to serve a three year term.

Article 5: Section 1: Each retiring president shall become a member of the board of directors to serve a three year term.

The meeting was adjourned at this time, and coffee was served with sweet rolls.

We, as members of the T.A.A. Auxiliary, would like to extend to all wives of Tennessee Auctioneers to join us in



Mrs. Nannie Gilbert, Lincolnton, N.C., is shown above (on the left) accepting the gavel, signifying her acceptance as President of the Ladies Auxiliary to the NAA. Presenting the gavel is the retiring president, Willie Howell, of Dallas.

our meeting next year. We think we can promise you a good time, and we would certainly enjoy having you.

Mrs. Don King, Secretary

Appreciation

Convention time is passed for another year, but our family is already making plans for next year.

This has been a most rewarding year for me. Not only has it been a great honor for me to serve as your president of the Ladies Auxiliary but also to have been one of the hostesses of our convention in Texas. I hope that each of you were able to find something in Texas that you liked.

I would like to thank each and every one of you for coming. We enjoyed visiting with you all again.

Also a big thank you to all the officers, directors, committee members and the Ladies Auxiliary as a whole for the cooperation you have given me this past year. It has been a pleasure working with each of you.

Our Auxiliary is in good hands for the coming year. Our new officers and directors will do their very best to make a good Auxiliary for you. We will be looking forward to seeing all of you next year in Florida.

Willie Howell

Playwrights who are obscene should not be heard.



Pop's Ponderings

National Association From Poverty To Riches

By COL. POP HESS

Greetings to our readers and members of our National Auctioneers Association as we enter the 1972-73 year!

My pondering has been quite mixed these past few weeks since I wrote my column for last July. In that time I have been pondering over the results plus having watched that big convention at Miami while also looking forward to watching and digesting the next one down there this month (August) and my pondering may then be more mixed at the conclusion of that one.

While I regret that I was not in attendance at our recent NAA Convention, I think I have picked up all the odds and ends together with most of the details on the general run of our session at Dallas, and I find from the daily events that Ohio had a good turnout as was also the case with many of the states.

My friend who is also Secretary of our Ohio Association, the fine boy we call "Newt" was not too sure the Texas climate struck him just right, but reported that it was a good convention and a wonderful trip. He did say that due to his health situation, he would not eat as many new half-ripe Ohio apples the week before he goes to the next NAA Convention!

Col. Rankin of Alger, Ohio gave me a nice phone call after he arrived home. He reported in general on the convention and was happy to have been able to attend. So if these two good Ohio Auctioneers and their wives got through as good from our state, I regret my home ties were such that I had to stay home and listen. However, this issue under the direction of our fine Secretary and Editor, Bernie and Staff and other contributors, will give the Convention report as they saw it and so I will leave that detail to them.

At this time I would like to mention that in support of this publication, I have missed only one month since 1952

and it has been my pleasure to see the progress to close of 1971-1972. The past officers together with the year by year Secretary, BERNARD HART and his management have had the pleasure of witnessing our NATIONAL AUCTIONEERS ASSOCIATION go from POVERTY TO RICHES and he as Editor brought into being a readable publication for the membership and the Auctioneering profession. To prove this, read the printed records, approved by conventions held, 1962, to date.

Looking back and also ahead on the subject of conventions, both the political ones and ours, takes your writer back many years to recall a nice old gentleman who made his daily trips to the General Store and Post Office in my home village, for his mail. When the political conventions were on and when election season was also on, this fine old gentleman whom I respected for his wisdom, and we would all wait for his comments on an important political event of that day: (Quote) "AS I ALWAYS SAY AFTER HEARING SO MUCH, THE OLD SAYING IS VERY TRUE: THE HORSE OF ANY KIND OF TEAM OR HITCH WHO PULLS THE HARDEST AND GETS THE MOST DONE SEEMS TO GET THE MOST WHIP!"

The above observation is still true today as it was yesterday. For us who strive to keep this National Auctioneers Association on target for bigger and better, we must stick to our theme: "Where there is unity, there is strength!" IF THE WHIP IS NEEDED, LET'S TRY IT ON THE NON-SUPPORTERS and put stronger links in the golden chain of unity strength we have accomplished.

Here in Ohio we have had a peculiar line of weather from the time spring set in until this date of writing. We have had it cold, wet, dry with some very HOT days and some very COLD days. This old man has wore out his red flannels putting them on and off. When asked how I am feeling health-wise the

most I can say is that I feel older than I once was. However, I sleep good, EAT TOO MUCH OF WHAT I AM NOT SUPPOSED TO; HEAR TOO MUCH OF WHAT I LIKE AND DISLIKE.

TO GET BY, I HAVE TO HAVE A CREW OF TWO TO THREE PEOPLE TO GET IN THE RIGHT POSITION TO GET UP AND MAKE A FRIENDLY BOW OR SAY A FEW WORDS. This may be stretching it a bit but I do enjoy the trips. So, for the coming year, I make this offer to all: I will stay close about my home base and IF WHEREVER YOU LIVE AND GET IN MY OHIO AREA, COME AND SEE ME AND ALSO NOTE THIS: IF YOU HAPPEN TO COME, BRING PLENTY OF MONEY WITH YOU AND I WILL SHOW YOU A FINE TIME! MY FRONT DOOR IS ALWAYS OPEN TO VISITORS.

I HAVE MY OFFICIAL NOTICE FROM OUR EDITOR THAT MY COLUMN IS WELCOME FOR THIS RUN: SEPTEMBER, 1972, TO CLOSE OF JULY, 1973.

YOURS AS USUAL, "POP" HESS,
(MAIN ACTIVITY: PONDERING THE DAYS BEFORE YESTERDAY).

Auction Nets \$32,000 For Cancer Society

Flint, Mich. — At the fourth annual cancer auction and benefit bake sale sponsored by the Flint Independent Automobile Dealers Association, over \$32,000 was raised to benefit the American Cancer Society. The bake sale was conducted by the women of Flint Auto Auction. Chairing the auction, which was held in a local shopping mall and was open to the public, was Jim Williams, Flint Auto Auction. A record in donations for this or any previous sales was set, according to Mr. Williams.

The 1972 officers of the Flint IADA are George Tansley, president; Patrick Cunningham, vice president; and Jack Wiltz, secretary-treasurer. Their most successful Officer Installation Banquet was held in February with 311 people in attendance. This well-organized local group offers many benefits to its membership, support of the National, as well as participation in such public endeavors as the auction to benefit the cancer society.



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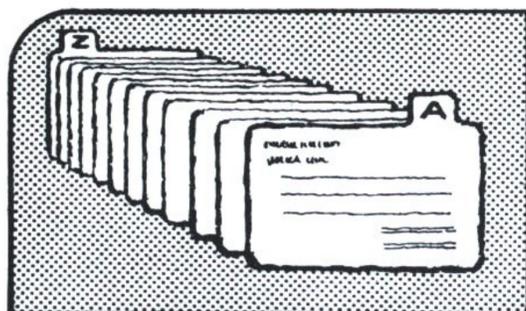
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Clive Anderson, Sr., President of the Tennessee Auctioneers Association, accepts plaque on behalf of the state organization in honor of showing the best increase in convention registration. Bob Penfield makes the presentation.



Ralph W. Horst, (right) Marion Pa., receives plaque signifying "Auctioneering's Highest Award" in recognition of outstanding service to the profession of auctioneering and to the National Auctioneers Association. B. L. Wooley, Little Rock Ark., received a like award but was not present for a picture.

- | | |
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The Awards Committee was quite active this year. Jim Messersmith presents a pitcher of pink lemonade to John Overton while Bob Penfield, at the podium, explains it is in recognition of New Mexico doubling its usual convention registration, from two persons to four. Frog Adams and Willie Howell heartily approve.

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 Ray Miskimon, Illinois
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 Orval Free, Oklahoma
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 * Ronald W. Blackburn, Arkansas
 * Ted Kay, New York
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 Jim Walker, Nebraska
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 George Kittrell, Florida
 Sigmund Shore, Illinois
 James W. Anderson, Alabama
 Philip E. Wells Jr., Illinois
 Victor Nash, California
 Meredith Richwine, Indiana
 John Kasten, Illinois
 Lewis Miller, California
 Leo McClain, Illinois
 Keith Reid, Illinois
 Elmer Powell, Jr., Arizona
 Bill Hodgins, Saskatchewan
 Jerry Kemp, Florida
 Homer Snyder, Maryland
 * Charles Van Derveer, New York
 Don Smith, Texas
 * Frank P. Lennard, Texas
 John W. Stark, Florida
 Sidney P. Hough, Florida
 Jim Hill, Florida
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 Fred Quick, Illinois
 Ray Buckner, Illinois
 * J. A. Marshall, Georgia
 Russell Kruse, Indiana
 Florence Cornell, Massachusetts
 George Borum, Illinois

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 Bernie F. Johnson, Illinois
 Harold Hilliard, Illinois
 Bobby Steed, Alabama
 * Harold V. Howe, Michigan
 Francis Haley, South Dakota
 Walter G. Price, Indiana
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Fred G. Mock, North Carolina
J. Kent Pfaff, North Carolina
Brady Allman, West Virginia
Robert E. Sigler, Ohio
* Cornelius A. Bruce, South Carolina
* Edward Metzler, Ohio
Phil Neuenschwander, Indiana
Ford Good, Ohio
Norman Geolat, Illinois
Ralph Losinno, New York
Max F. Bixler, Oklahoma
J. C. Clem, Alabama
Dick Glandt, Nebraska
T. L. Williams, Illinois
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 * J. H. Simmons, Oklahoma
 Ron Sutton, Oklahoma
 Elvan Markwell, Oklahoma
 Fred Mullis, South Carolina
 * R. R. Talley, Texas
 Morris Fannon, Virginia
 * Joe Beck, Missouri
 John Spahn, Minnesota
 * Charles E. Gregg, Texas
 Emil Iwanski, Illinois
 * Joe Mosbey, Illinois
 Ted Counts, Virginia
 Donald Maloney, New York
 William A. Maloney, New York
 Edward Barber, New Jersey
 Stan Haworth, Virginia
 Merrill Picquet, New York
 * Tony G. Riggs, Missouri
 James Rodgers, Massachusetts
 William Yoder, Indiana
 * Rose Marie Gribble, Ohio
 Stanley Sexton, Nebraska
 R. A. "Dick" Mader, Wyoming
 Larry J. Dealey, Ohio
 Tom W. Reese, Virginia
 Herbert Bambeck, Ohio
 John C. Reddiconto, New York
 Robert McIntyre, Michigan
 F. E. Fitzgerald, North Dakota
 Charles Benovoy, Quebec
 S. J. Frey, Oregon
 * George H. Barclay, California
 Dick Yager, Wyoming
 * Paul Lands, Kentucky
 Al Gay, Washington
 Ralph E. Smith, Kansas
 Douglas Schuur, Michigan
 Larry Axler, California
 Milton Crosby, Connecticut
 Roy A. Sanch, Michigan
 Wayne Casteel, Oklahoma
 Gene Navalesi, New Mexico
 Joe L. Horn, Florida
 Dale Butman, Minnesota

Membership Directory

A new Membership Directory will be prepared and distributed to members only. If your membership has expired July 1 of this year or prior to July 1, it must be renewed prior to October 15 to insure your name being listed in the Directory of active members.

DON'T DELAY

RENEW TODAY

Harold W. Morris, Oregon
 Richard Mather, Connecticut
 Donald Dain, Kansas
 Gerald Zimmer, Kansas
 Ray Gerbitz, Kansas
 Bernard Baragary, Kansas
 A. C. Richard Pinto, Connecticut
 Carl H. Shaw, Maine
 Carson C. Fast, Ohio
 Harry M. Carr Jr., Indiana
 Frank Onischuk, Massachusetts
 Lew Bronstein, New York
 * John Hull, Oregon
 Herman Rabe, Kansas
 Joe F. Willis, Tennessee
 Charles W. Clements, Tennessee
 Leonard Harville, Tennessee
 Clayton Rutledge, Tennessee
 Clay Moore, Tennessee
 Lemuel B. Pewitt Jr., Tennessee
 Don O. King, Tennessee
 Ben Gary, Tennessee
 David E. Patterson, Tennessee
 Edward W. Grist, Tennessee
 Charles Scherritze, Tennessee
 J. R. Rutledge, Tennessee
 Ben E. Lewis, Tennessee
 Delmus Trent, Tennessee
 Mary Hatch, Indiana
 Tom Brown, Virginia
 Jim Adriance, New York
 Robert A. Peterson, South Dakota
 Gaylon A. Souvignier, South Dakota
 Larry Lagasse, Kansas
 C. V. Penfield, South Dakota
 John Plumstead, New York
 E. R. Harrison, Kansas
 Mennell Mullins, New Mexico
 Jewett Fulkerson, Missouri
 Robert R. Hale, Missouri
 * Jerry Chesnutt, Kansas
 John Klein, Nebraska
 William Long, Maryland
 * Russell Marshall, Kentucky
 * Nathan Elliott, Kentucky

* Ernest R. Bobb, Kentucky
 Albert L. Rankin, Ohio
 Orville M. Schroeder, Minnesota
 Russell Lydiatt, Nebraska
 Wayne Pike, Minnesota
 Argel McDowell, Indiana
 Clay Powell, Oklahoma
 Robert McClendon, Alabama
 L. R. Ketcherside, Kansas
 Carman Thummel, Kansas
 Robert Thummel, Kansas
 Loy C. Tillotson, South Dakota
 * Thomas E. Prindall, Maine

* Denotes new membership.

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Veteran NAA Member Is Active In Little League

(From the ALBANY (N. Y.) TIMES-UNION)

By **BILL FOSTER**

This writer doubts there are many Little Leagues who can boast of an 85-year old sponsor doing more than just putting up his money every year.

But, such is the case in the Colonie Little League, where, Tim Anspach, a gentleman who came to Albany 46 years ago for a visit and stayed, not only sponsors three teams — midget, intermediate and major — he takes an active part in the progress of all his "Boys."

Learned of this unusual circumstance while taking in a Little League game at Colonie's Cook Park on a night off recently.

Mr. Anspach, who moves with the spring and grace of a man many, many years his junior, was all over Cook Park following with great enthusiasm what each of his clubs were doing.

"I tell the boys it doesn't make any difference to me whether you win or lose," said the Nebraska-born octogenarian. "To me it is more important these youngsters are learning to play and enjoying the great game of baseball," he continued.

Oh yes, before I forget, Mr. Anspach does more than just sponsor and root for his Little Leaguers in live. He also puts in a full day's work at his used car business on Central Avenue in Colonie.

After following the energetic supporter of Little League Baseball around, photographer Fred McKinney and yours truly, now know how the horses that trailed Riva Ridge in the Kentucky Derby and Belmont Stakes felt.

Mr. Anspach, who was one of the original sponsors (Rutland Lumber, Tobin Packing and Greenhouse were the others) when the Colonie Little League was formed in 1955, takes in nearly every game that his teams are involved in.

Joining him at the contests and, showing as much enthusiasm, is his wife, Kit, who was keeping a running score when last seen.

In talking with several people who were at the games. It was learned that "Tim," as he is called by some of his acquaintances, gets behind the Little

League program and really supports it with great pleasure and pride.

"I am a big backer of Little League ball because it gives the kids a chance at some good clean competition and prepares them for their later athletic endeavors," he stated.

One of the reasons that boys like to get on Tim's Trotters, the name is a carryover from the day's that Mr. Anspach owned trotting horses and raced them at Saratoga and New York City, is what their sponsor does after the game.

This week he may buy hot dogs for the majors, next time it'll be the intermediates turn and, the following game, it'll be the midgets flocking to the refreshment stand.

It is quite evident that there is no such thing as a "Generation Gap" with Mr. Anspach.

If anyone is looking for the Anspachs tonight, they'll probably be found at Cook Park cheering on Tim's Trotters against the Elks.

Heart Attack Claims Indiana Auctioneer

John W. Doane, auctioneer and photographer of Mount Vernon, Ind., died at his home April 6, the victim of a sudden heart attack. He was 57 years old. His photographic skill was known to many NAA members through the very good pictorial descriptions of Indiana Auctioneers Conventions used in **THE AUCTIONEER**.

Col. Doane's death came on the eve of what would have been his greatest auction. He had spent more than 100 hours cataloging the items of an estate and the sale was scheduled for April 7-8. It was conducted by fellow auctioneers in the area.

Col. Doane was a member of the National and Indiana Auctioneers Associations, past exalted ruler of the Mount Vernon Elks Club and President-elect of the Indiana Professional Photographers Association.

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**Top: Retiring president, Grover Howell, swears in the new officers and directors of the National Auctioneers Association.
Bottom: The McCarters of Tennessee, winners of a new award at this year's convention, "Auction Family of the Year".
Presence of this family at the convention added 23 names to the total registration.**

Convention Business

The Annual Business Meeting of the National Auctioneers Association was, with one exception, an extremely smooth operation. Most important item of this meeting is the election of officers and directors, as these are the men who are charged with the responsibility of directing the affairs of the organization.

Morris Fannon, Pennington Gap, Va., and Joe Donahoe, Darlington, Wis., were elected to the offices of President and 1st Vice President, respectively, by acclamation. There were two nominees for the office of 2nd Vice President, Wiley Rittenhouse, Uniontown, Pa., and Roy L. Crume, Kokomo, Ind., with Mr. Rittenhouse receiving the majority of the votes cast.

There were four vacancies on the Board of Directors and five nominees. Nominated were Chuck Cumberlin, Greeley, Colo.; Merle D. Straw, Jr., Seabrook, N. H.; Robert F. Losey, Sr., Renton, Wash.; Clive Anderson, Sr., Nashville, Tenn.; and John Horton, Huntsville, Ala. The first four men mentioned were the high vote getters.

Only committee recommendation was that offered by the Resolutions Committee in which the Texas Auctioneers Association was commended and congratulated for a very informative and entertaining convention agenda. The Grievance Committee had no action to report and the Auditing Committee found everything in order.

The president reported that the suggestion presented last year, that the governing body of the organization be the membership present at a given meeting rather than the Board of Directors, through an amendment to the Articles of Incorporation, had been rejected. This drew a request that the subject again be presented to the Board. After considerable discussion, heated at times, the body gave a vote of confidence to the Board in regard to their action on this matter.

President Howell also described the procedure necessary in getting a special "Week" proclaimed by the President of the United States. He found that it required a resolution approved by the U. S. Senate. While machinery was set in motion to accomplish this, time ran out and National Auctioneers Week became history.

An innovation at this year's convention was the Open Board Meeting on Thursday afternoon. Regular meetings of the Board of Directors are closed to the membership unless certain members are requested to attend for certain reasons or if members request an audience and the request is granted. This time, the Board invited any and all who desired to attend, the primary purpose being to receive suggestions for improvement of the organization. Thirty-five NAA members turned out for this particular meeting.

While the meeting seemed to center on offeratories of praise, one particular suggestion was later approved by the Board of Directors. In future conventions a question and/or suggestion box will be placed at the registration table.

A show of hands also indicated that those present favored a continuation of the publication of a Membership Directory as well as continuation of similar open meetings in future conventions.

A financial report of the association's general fund and the building fund will be published in the October issue of THE AUCTIONEER. These reports have been prepared by the firm of Dana F. Cole & Company, Certified Public Accountants, Lincoln, Nebr.

And the most important announcement of all, the 1973 NATIONAL AUCTIONEERS CONVENTION WILL BE HELD IN FLORIDA, July 26-27-28.

Nebraska Grange Tabs Auctioneering Rex Young

Murray, Neb. — Under sponsorship of the Murray Grange, a Rex Young recognition Day was held here, honoring long-time auctioneer, Col. Rex Young. Col. Young, formerly of Murray, but now of Plattsmouth, received a certificate of appreciation from the Nebraska Grange.

Special guests attending included State Sen. and Mrs. Calvin Carsten of Avoca; Dick Shea, president of the Nebraska Auctioneers Association; and Eddie Morris, Young's partner in the auction business for 15 years.



Jim Wilson (right), Little Rock, Ark., receives trophy for best piece of advertising. Garth Wilber is making the presentation.

J. Wilson Entry Wins Advertising Contest

The National Auctioneers Associations' second annual advertising contest trophy was awarded to James Wilson of Hot Springs, Arkansas. His advertisement of an antique auction in LuVerne, Iowa, was two color and was selected on a basis of eye appeal, layout and overall presentation. Judging was made by the

advertising committee and Mr. Harlon Bryant of Bloom Advertising, Dallas, Texas. In addition to the trophy Mr. Wilson's name will be added to the permanent plaque at the national office.

Certificates were presented in four categories for black and white and color. Winners were:

Industrial and Commercial

Black and white - Edward Bilbruck

Color - Edward Bilbruck
Real Estate
 Black and white - C. B. McCarter
 Color - James Wilson
Farm
 Black and white - Reuben Brehe
 Color - E. W. Patton
Antiques and Household
 Black & white - M. Robert Shuster
 Color - James Wilson

There were several good entries in all divisions, however, many of the entries were rejected because the National Auctioneers Association emblem or the words "member of National Auctioneers Association" did not appear on the copy. We urge everyone to help promote the association by finding a spot on your signature to use either the emblem or the words. Cuts can be obtained from national headquarters for a nominal charge. Participate in helping build the image of our fine association.

Judging for the third annual advertising contest will be held in Lakeland, Florida, during the convention. Entries can be submitted at anytime to national headquarters.

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Land O Lakes Lions Club Auction Co-Chairman look over the Benefit Auction crowds with Col John R. Fishdick (right) at Land O Lakes, Wis.

Successful Auction For Wisconsin Lions

The Land O Lakes, Wisconsin, Lions Club held their second annual Benefit auction, Saturday, July 8th at the Gateway Inn, Land O Lakes, to an overflowing crowd of spectators and bidders. It was a fast stand up auction that started at 10:30 A.M. and continued without a break till 4:00 P.M.

A highlight of the auction was the special youngsters session — this has become a traditional feature with Benefit auctions conducted by NAA Life member Col. John R. Fishdick, Eagle River, Wisconsin — who is also known through-out the country as "Mr. Benefit Auction U.S.A." Fishdick, states that a Benefit auction is just what the name implies — a charity affair that main purpose is to raise funds but also to be a fun affair for the whole family — it's more than selling new-and pre-owned items — we're selling Happiness also.

Another feature was the sale of mementoes donated by celebrities and VIP's — such as Carol Burnett, Johnny Cash, Don Rickles, Bob Hope, V. P. Agnew, Lawrence Welk, Dean Martin, Monty Hall (Let's Make a Deal Fame), Sen. Edward Kennedy, Earl Wilson, Bing Crosby, etc. The highlight of this part of the auction was the high bid of \$15.00 for a key ring donated by Bob Hope. As of this date Col. Fishdick, has helped raise over \$1,206,000 for non-profit

groups and in all cases has donated his services. Congratulations on another humanitarian deed, Colonel.



Col. H. Willard Arnaman, Director of National Auctioneers Association, administered the oath for the newly elected officers of the Missouri State Auctioneers Association at the spring meeting held Sunday, May 7, Ramada Inn, Moberly, Missouri. Pictured left to right are: H. Willard Arnaman, Unionville, National Auctioneers Ass'n. Director; Herbert Butterbaugh, Kansas City, director, term to expire 1975; Hugh Campbell, Chillicothe, retiring president, automatic director, term to expire 1975; Lenzie Beck, Sikeston, president 1972-73; John Wagster, Brosley, Mo., 1st vice president; Victor Crawford, Unionville, 2nd vice president; Victor Bagley, Jr., Lee's Summit, director, term to expire 1975; David Parryman, Independence, director, term to expire 1974; Gary Knight, Unionville, director, unexpired term of Lenzie Beck, to expire 1973; Ken Barnicle, Ellisville, Mo., secretary-treasurer. There was a very good attendance with over 70 registered. Following the buffet dinner, speaker was Rev. Charles H. Willey of Moline, Illinois.

Ohio Antique Prices

In an auction near Urbana, Ohio, on July 15, a round oak table with claw feet and six matching chairs and buffet sold for \$250. In the same sale, a set of six Heisey glasses brought \$50, a Heisey cream and sugar set also sold for \$50 and walnut washstands brought \$50 to \$60.

NAA members, Harry W. Kerns, of Urbana, was the auctioneer.

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Wisconsin Auctioneers Hold Their 22nd Annual Convention

Auctioneers from throughout the state of Wisconsin, convened at the Ramada Inn, Madison, on June 13 and 14, for their annual State Convention.

The evening of the 13th found the members and their wives enjoying a steak dinner and the annual Fun Auction. Mayor Dyke of Madison, was welcomed by the group and after a few comments he sold the first article of the auction, a half pint of honey which brought \$12.00.

Convention day opened on the 14th, Flag Day, with a large group of auctioneers listening to Donald Hovde, real-

tor of Madison, who discussed how closely his profession is linked with the auctioneer and what is expected for the 70's.

Wisconsin auctioneers were honored to have our National President, Grover Howell, fly in from Dallas, Texas, and take time from his busy schedule to bring a most inspiring address to those attending.

Our noon luncheon was attended by a large group. Tables were decorated with red clothes and an American Flag at each setting in honor of Flag Day. Mary Jo Brandau, daughter of Mr. and Mrs. Robert Brandau inspired the group by reading "I'm the Same Old Flag", after which a delicious buffet luncheon was served. Mr. Kenneth Haagensen, Vice President of the Wisconsin State Chamber of Commerce, addressed the group and was thoroughly enjoyed.

The business meeting was held at 2:00 P.M. with President, James Esch, Shawano presiding. Paul George, Evansville, distributed nine pins to new members attending as gifts of the association. La-Crosse was picked as our 1973 convention site. Ed McNamara discussed the progress of our license law and it is hoped that 1973 will see it realized.

New officers elected for the coming year are, Harold Gavin, Baraboo, president; Vice President, John Freund, Omro; directors are William Bodell, Hazel Green, and Robert Brandau, Wilton. Mr. Brandau resigned from the Secretary-Treasurer job and Vic Voigt, Reedsville was appointed to the position.

The ladies auxiliary held their business meeting following coffee and rolls Wednesday morning. Newly elected officers are President, Mrs. Walter Zeck, Eau Claire; Mrs. James Esch, Schawano, Vice President, and Mrs. William Bodell, Hazel Green, Sec.-Treas. Door prizes with the colors red, white and blue were distributed to the lucky winners, as part of the observance of Flag Day.

Wisconsin Convention

Pictures on the opposite page were taken during the Wisconsin Auctioneers Convention, in June, and furnished to **THE AUCTIONEER** by Mrs. Robert (Alice) Brandau. Identification follows:

(1) NAA President Grover Howell (left) chats with Joe Donahoe, an NAA Vice President.

(2) Harold Gavin (left) receives gavel as he accepts the Presidency of the organization from retiring president, James Esch.

(3) Bob Brandau sells a pound of honey in the Fun Auction while Harold Gavin (left) catches bids. Director Walter Zeck is in the background.

(4) Bud Fandrich, Portage, describes an antique pitcher at the Fun Auction with President Esch looking on. Bud is the man who received the plaque at the 1968 National Convention for being the 2,500th member of the NAA.

(5) Ernie Kueffner, Hartford, sells a stein with James Esch doing the display work.

(6) Earl Culp, Madison, (left) and new director, William Bodell, Hazel Green.

(7) John Freund, Vice President-elect from Omro, sells a jar of candy at the Fun Auction.

(8) Mr. and Mrs. Victor Voigt, Reedsville, will handle many of the Association's responsibilities in the coming year. Victor is the group's new Secretary-Treasurer.

The Bible is the only cement of nations, and the only cement that can bind religious hearts together. — Bunsen.

Tennessee Auctioneers

14th Annual Convention

By: Hubert D. Songer, Secretary

The 14th Annual Convention of the Tennessee Auctioneers Association meeting in the new Hyatt-Regency Hotel in Knoxville, was one of the best in the history of the organization, if comments from those in attendance are used as the guideline.

June 18 and 19 were the dates of the convention and along with the setting, the weather was just perfect. We were especially pleased to have our National Secretary, Colonel Bernard Hart, with us as well as Colonel Ken Barnicle and his wife. Ken is Secretary of the Missouri Auctioneers Association.

To say that any one thing was the highlight of the convention would be in error, for we were favored with a very interesting and informative program from beginning to end.

Our Sunday evening banquet found 154 in attendance and 64 auctioneers registered. Mrs. Caroline Liles, Executive Secretary of the Tennessee Auctioneers Commission, was in attendance, along with her family. The entertainment for the evening was provided by Jackie and Randy Liles, Scott McCarter and Hubert Songer. The program was greatly enjoyed by all in attendance.

Colonel Clive Anderson, Sr., of Nashville, was elected President for 1972-73;

succeeding Colonel Bill Collier, of Waverly. Other elected officers are 1st Vice President Alfred A. Robinson, Knoxville; 2nd Vice President Raymond Taggart, Memphis; 3rd Vice President Ernie Hill, Nashville; and Secretary-Treasurer Hubert D. Songer, Murfreesboro.

Directors are Bill Collier and M. E. "Feller" Brown, Old Hickory; E. H. Lawson, Kingsport; Sam Furrow, Knoxville; James H. Richardson, Rogersville; and Ralph Masengill, Morristown.

The Mid-year meeting of T.A.A. will be held in the Airport Hilton Inn, Nashville, Tennessee, on Monday, December 4, 1972. Plan now to attend.

The Tennessee Auctioneers Association members are making an all-out effort to increase our membership. Not satisfied with being third in the Nation, we are determined to move up. If you are licensed by the State of Tennessee as an auctioneer, or apprentice, we invite you to make application for membership by writing the Secretary at Tennessee Auctioneers Association, 1602 Jones Blvd., Murfreesboro, Tennessee 37130.

Plan now to attend our Mid-year meeting, Monday, December 4, 1972, in Nashville.



At the Tennessee State Convention, left to right: Mrs. H. D. Songer, wife of the Secretary-Treasurer; Mrs. Haskell Ayers; Col. Haskell Ayers, Convention Chairman Col. Bill Collier, retiring president; and Mrs. Collier.

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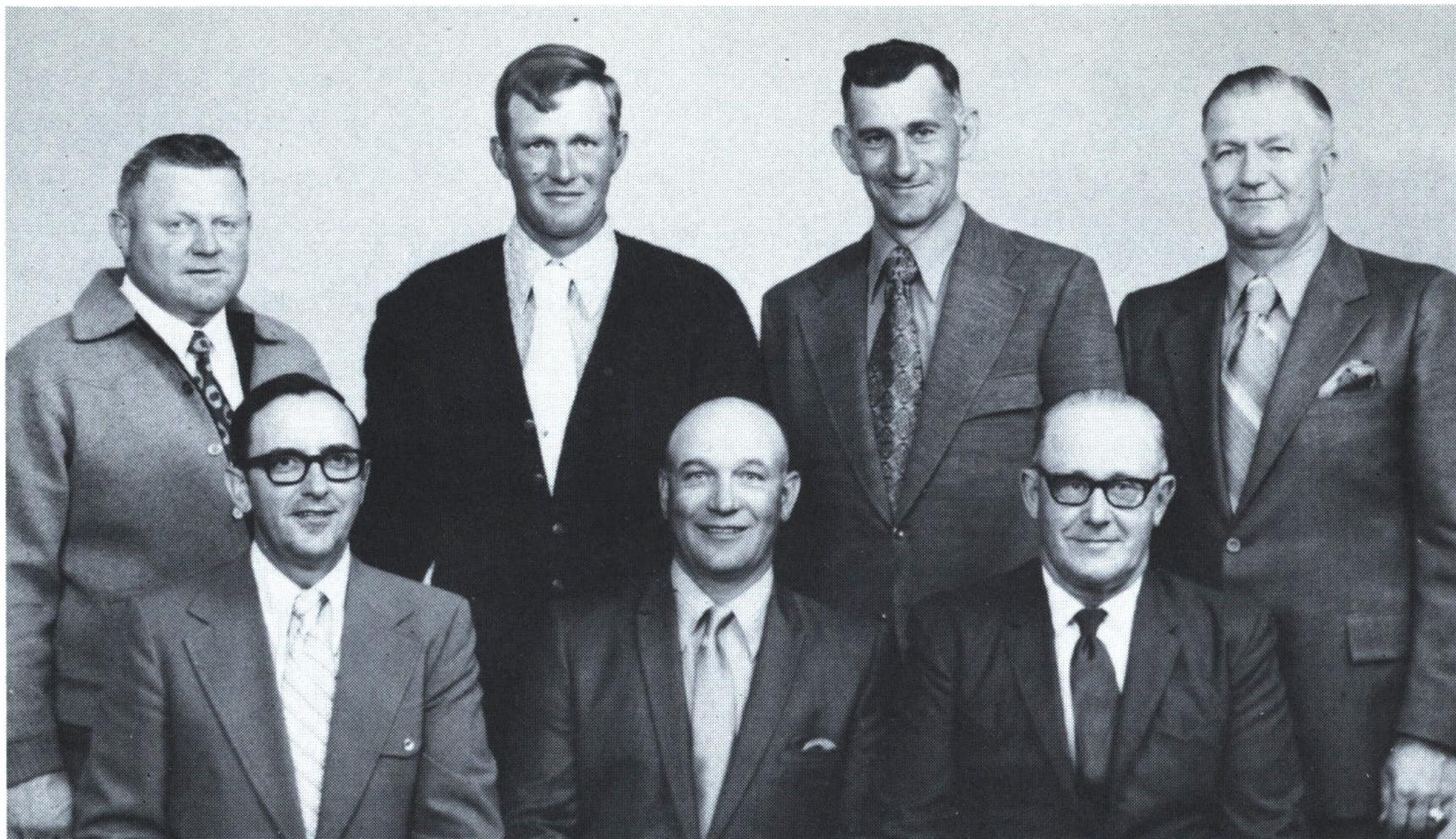
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ELECT OFFICERS — South Dakota Auctioneers elected new officers at their recent annual convention in Chamberlain. Executive Council members are, back row, from left, Irvin Salzer, Timber Lake; Edwin Bultsma, Platte; Don Sweeter, Worthing, and Norbert Simon, Hoven. Not pictured are Jack Churchill, Hermosa, and John Swenson, Clear Lake.

Officers are, front row, Dale McPherson, Rapid City, president; Howard Schwenn, Gettysburg, secretary-treasurer, and Gilbert Wagner, Reliance, retiring president. Not pictured is Gaylen Souvignier, Canton, vice president. The 1973 convention will be in Rapid City. — Barger photo

Book Advises Auction Enthusiasts and Buyers

MORE PEOPLE than anyone suspects do their gambling at estate sales and auctions which take place periodically in the Twin Cities area. Almost anyone is able to steer himself through the average estate sale (some are really that and some are simply sales of used furniture and other household goods) but an auction is a highly stylized way of making a purchase. It is a good idea to know the rules. One way to pick them is to attend auctions and watch.

A better way to polish your bidding skills and behavior is to read "How to Defend Yourself at Auction" by **Leona RUBIN**. If you daydream about finding the bargain of the century, the book is entertaining. If you go to auctions and bid, it will help you understand the signs and signals and the despicable

tricks of dealers and mousey old ladies who look harmless.

Mrs. Rubin, who is a professional painter and an art critic, not only covers the etiquette of bidding (and getting off the hook if you bid more than you intended) but gives all kinds of good, understandable advice on what kinds of things to buy for your own delight and for financial appreciation. It's always best to rate beauty of an object high.

This book is well put together, easy to use and would make a perfect gift for collectors of antiques. It is published by Westover Publishing Company, Richmond, Va.

St. Paul (Minn.) Pioneer Press

Haven't read this book, but it looks like something for those who have the old-fashioned bid bushers and pinhookers to contend with, as well as those who are to out-fox them.
W.C.



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These were the contestants in the 1972 Worlds Champion Livestock Market Auctioneers Contest. A special bus transported the participants from downtown Atlanta to the site of the contest, the livestock auction market at Social Circle, Ga. Contestants drew lots for selling order enroute.



Bob Steffes, center, 12-year livestock auctioneering veteran from Arthur, North Dakota, holds the World Livestock Auctioneer Champion trophy following competition June 17 in Social Circle, Georgia. Reserve Champion Ralph Wade, Mexico, Misosuri, is on the right. Runner-up in the World Championship contest was George Williams, Jr., left, of Denton, Texas.

Small Town Site of Interesting Auction

Rushford, Minn., population 1,400, was the scene of one of the most interesting auctions in the Upper Midwest, July 8, when the large private collection of antique glassware and furniture from the Wally Hoiseth Estate was sold. And it isn't every day that the local auctioneer in a small community has the honor to conduct a sale of this type. But it happened to NAA member Bertram Boyum, of Rushford.

The crowd, estimated at 1,000 to 1,500 persons, was in a buying mood and the auction was a huge success. Several marble topped tables brought from \$175 to \$200 each. A 3-piece bedroom suite with marble topped accessory pieces sold for \$1,850. A hobnail lamp with prisms sold for \$360 and a GWW lamp for \$250.

A lovely hand painted urn sold for \$290, a 3-piece set of custard glass for

\$260 and a Bridal Basket for \$180. An outstanding 3-piece set of carnival glass was purchased at \$215.

The auction started at 9:30 A.M. and lasted until 5:00 P.M. with a short recess during a downpour. Spirits weren't dampened, however, as the auction continued in a light drizzle with a full crowd.

A feature article, describing the collection in pictures and words, appeared in the Sunday edition of the WINONA (MINN.) NEWS about three weeks prior to the auction.

Departing guest: "You've got a nice place here, but the yard looks a bit barren."

Host, relieved that the guy is finally going home: "Oh, that's because the trees are still rather young. ..I hope they'll have grown to a good size before you come again."

California Convention Gets Good Attendance

The annual convention of the California Auctioneers Assn. was held in San Jose, with a delegation from the Southern California Auctioneers Assn. in attendance.

The group unanimously voted to raise their dues in order to raise money for needed legislation affecting the auctioneering industry. The Southern California group pledged extensive financial support for their lobbying efforts in a co-sponsored program.

New officers are Ed Huisman, Galt, replacing Ron Kavanagh, Herald, president; Jack Parnell, Auburn, vice president; and Dave Mason, Sacramento, was retained as secretary-treasurer.

WESTERN LIVESTOCK JOURNAL

Ruidoso Brood Mares Sell For Half Million

Thirty-three mares, some with colts, sold for a total of \$483,850 or an average of \$14,662 per head in the Quarter Racing Congress Brood Mare Sale at Ruidoso Downs, N. M., July 29.

Maggie Straw, a nine year old sorrel mare with a mare colt by Jet Deck, topped the selling at \$77,000. Following closely was LeEtta Chicks TAAA, a six year old with a stud colt, selling for \$74,000.

Three Lillies TAAA, another six year old, brought \$46,000, and Rare Jade, a three year old, brought \$40,000. Dean Parker, Auburn, Calif., was the auctioneer and the sale was managed by Blair Folck, Quarter Racing Congress.

Auctioneers Help In Rotarians Project

Del Lemons and Paul Henry, Houston, Tex., auctioneers, conducted a "Celebrity Auction" for the Rotary Clubs Activities of Harris County, Texas. This was an auction of personal effects from famous people, not particularly valuable as such but rather by what they represent.

A few of the items collected for the auction included a tie-pin from Senator Edmond Muskie with a personal letter,

Doug Sanders' golfing sweater, Coach Darrell Royal's cap, a money clip from Notre Dame's Ara Parsegian and some outstanding gifts from the Space Program.

An estimated crowd of 2,000 attended the auction and "Wild Game Dinner" sponsored by the eight Rotary Clubs in the Houston area. Proceeds were used to finance Little League Baseball.

The woman who claims she just turn-thirty sometimes fails to mention that it was a "U" turn.

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| 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 |
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| 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, Ass't. 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 |

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| 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 | Ea. \$ 4.80 |
| Electric Corn Popper—with Glass Lid | Ea. \$ 2.90 |
| Steam 'n Dry Iron—NAME BRAND | Ea. \$ 5.90 |
| 2 pc. Hand Carved Wood Spoon & Fork Set | Set \$2.00 |
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| 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 |
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| 19" Deluxe Tool Box with All Metal Tray | Ea. \$ 2.75 |
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 Col. Ernie Kueffner Sr.—Hartford
 Col. Don Lloyd—Oshkosh
 Col. Merle Lloyd—Oshkosh
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 Col. Willard Olson—Delavan
 Col. John Paffel—Comstock
 Col. Gerald Pearson—Plainfield
 Col. Eugene Pourchot—Oxford
 Col. Pat Riley—Waupaca
 Col. Roger Roe—Whitewater
 Col. Eldon Schraepfer—Hollandale
 Col. Larry Springer—Linden
 Col. Erwin L. Stewart—Durand
 Col. LeRoy Teske—Berlin
 Col. Howard Thompson—Evansville
 Col. Victor Voigt—Reedsville
 Col. Walter Zeck—Eau Claire

WYOMING

Col. Earl W. Conner—Kemmerer
 Col. Hugo Ward—Greybull
 Col. Bob Westbrook—Laramie

ELSEWHERE

Col. Charles Benovoy—Ottawa, Ont.
 Col. Bob Crockett—Kingston, Ont.
 Col. Harold P. Higgins—
 Huntington, Quebec
 Col. Ken Hurlburt—Ft. MacLeod, Alta.
 Col. Ross H. Kemp—Stratford, Ont.
 Col. Ralph C. Neely—London, Ont.
 Ladies Auxiliary to the NAA



Dear Bernie,

Just thought I would drop you a line and let you know that the Auctioneer magazine is excellent. It has been a real busy year here in North Dakota for auctioneers, but, as you see by the enclosed letter we still take time for benefit auctions. This was a real successful radio auction for Muscular Dystrophy and the feeling of helping some youngster with this sickness is as rewarding as is a large commission check.

We have had a lot of farm sales this year and we also run a consignment sale once a month here at Maddock. We get everything from diamond rings to tractors, and have a hard fast rule that all items consigned be usable good items, and all items be sold without reserve.

Keep up the good work.

Very truly yours,
 Arlo E. Schmidt
 Maddock, ND 58348

Dear Bernard:

The State of Indiana would like to thank all the Officers and Directors of the National Association and the fine people from the State of Texas for the wonderful hospitality extended to us during our attendance at the 1972 Convention. I know all members of the Indiana delegation enjoyed themselves.

We will be publishing our third issue of the "Indiana Auctioneer" the 1st of September. I would very much like to have two or three pictures taken at the Convention and the exact names and addresses of the newly elected Officers and Directors so that we can publish an article in our September issue. Any other general information that you would have available concerning the Convention would be appreciated. If at all possible, we need this information before the 27th of this month, which is the deadline of our September issue.

Thank you.
With warmest regards ,
Robert Ellenberger, President
Indiana Auctioneers Assn.

Mr. Hart,

I received my copy of "The Auctioneer", today and realized that I hadn't paid my dues for the coming year. I enjoy the magazine very much and I am very sorry that my dues are late.

Thank you,
Rollo A. Juckette
Dundee, Mich.

Dear Bernie:

Read with special interest, the article in the June issue of "The Auctioneer", on page 19, "Is This a Record" - Slaughter bull brings \$776.20.

I work at the Montreal Livestock Market, and recently sold a Charolais bull, weight 2730 lbs., for \$33.75 which was \$921.37, I wonder if this is a record.

Always enjoying The Auctioneer and wishing you every success, I remain.

Yours truly,
Harold P. Higgins
Huntingdon, Quebec

Dear Col. Hart:

Two years ago I attended auction school and shortly thereafter became a member of the National Auctioneers Association at the age of seventeen. These two years have seen me come a long way in the auctioneering profession, and my membership with the NAA has been very rewarding. Although I was not able to do as much bid calling as I would have liked to, I was certainly blessed with the privilege of working as ringman under some of the best purebred livestock auctioneers in the Southeast. Everyone that I have met and worked with during this short time has offered a helping hand. I owe a great deal of thanks to many who have taken me aside after a sale and offered a bit of encouragement and inspiration.

Although my home is still Georgia, presently I am stationed in California with the United States Air Force. With anticipation, I look forward to my return to the auction business.

Enclosed is \$10.00, for dues for another year. If possible, please send "The Auctioneer" to my new address.

Again, let me say thanks to the National Auctioneers Association.

Yours for a better Association
Carroll Cannon
Edwards AFB, Calif.

Col. Bernard Hart:

Sir, I think our Convention in Dallas was indeed fabulous. The first chunk of a hospitably act was rendered to me and my wife by our outgoing President, Grover Howell and one of his daughters. (Sharon to be exact). There was Jim Wilson, the Arkansas Traveler. He was a real inspiration to the young getting started as auctioneers, and a nod of yes, yes, from us older ones. I think C. B. McCarter was quite interesting, "The Tennessee Mountain Boy."

Most sincerely,
George Wittstadt
Cambridge, Maryland

Dear Bernie:

As we are aware, all Officers and Directors of the NAA and the various State Associations are constantly trying to increase the membership, so the thought occurred to me that an experience we had recently might be of interest to the readers of "The Auctioneer".

The wives of two of our members attended an Auction which was conducted by a member of our State and the NAA and with the help and cooperation of the Auctioneer in charge, left the sale with three new members for the Alabama and National Auctioneers Association.

It is this type of team work that has increased our membership from 13 to 55 since we organized just over a year ago. Not only are the members of our State Association becoming more "Membership Conscious", but also the wives—and when you get the wives interested and working, as in this case, you've got a winner!

Best regards,
Jim Casey, Sec.-Treas.
Alabama Auctioneers Assn.

Dear Bernie:

Enclosed you will find a check for membership and the "Booster" page. It was a pleasure to attend the National Convention in Dallas, but was quite dis-

appointed when checking out.

I was charged \$35.00 a night for a room with a single bed, and in The Auctioneer it said rooms would start at \$19.00. It will be hard for younger auctioneers to attend NAA conventions when having it in hotels that get that kind of rates.

You are always asking for new and young auctioneers but I don't see how they will ever be able to afford those prices.

Again, I was quite disappointed.

Sincerely,
Wayne Pike
Princeton, Minn.

"God save us from hotheads who would lead us foolishly, and from cold feet that would keep us from adventuring at all."

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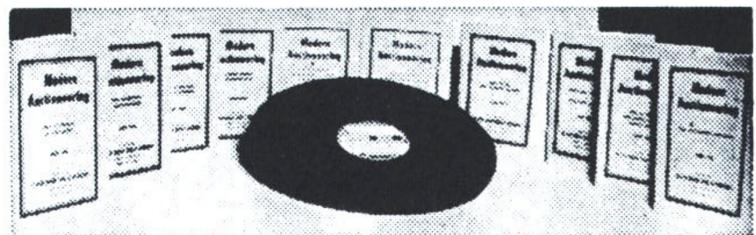
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Know Your Director



Bob Penfield, Bowman, N. D.

The subject of the first of a series to better acquaint the membership with the men who serve them is a man whose background and training for his responsibilities with the NAA could hardly be improved. Serving as a Director from 1962-65, elected 2nd Vice President in 1966, 1st Vice President in 1967, President in 1968, then another three year term as a Director, ending in July of this year and a convention attendance with only one "miss" since 1957, few men have a record of service that will match.

Bob was born the first year of the "dirty thirties" and spent his first two years in a sod homestead shanty in northwestern South Dakota. For several generations, the livelihood of his family and ancestors had been derived from trading horses. His father, Earl, graduated from the American Auction College, in Kansas City, in 1935. Bob grew up around the family auction market (then called sale barn) at Lemmon, S. D. He began working in the ring when he was 12 and was selling when he was 15. He conducted his first personal property auction when he was 17.

While home town newspapers herald-

ed Bob as "The Boy Auctioneer of the Dakotas" he was not neglecting his education. He graduated from High School in 1948, attended Northwest Bible College and graduated from South Dakota State University with a Degree in Animal Science. While attending South Dakota State he also worked as ring man and auctioneer at the Brookings and Desmet auction markets. He was also a Charter Member and first President of the South Dakota State Rodeo Club, sponsor of the first intercollegiate rodeo held on the Northern Plains.

In 1953 he was drafted into the Army and dropped from "colonel" to "private" in one quick step. His auctioneering continued as he conducted "fun" and charity auctions in several states and the Far East. He was discharged as a corporal and immediately changed back to a full time title of "auctioneer".

He and Winona Logsdon were married in the spring of 1958 and that same fall he became the youngest Livestock Auction Market operator when he purchased Home Base Auction Co., in Bowman, N. D. He built the market to more than twice its size in ten years and it is presently handling \$5 million in livestock annually.

In 1957 Bob attended his first National Auctioneers Convention, in Lansing, Mich. From here he brought home the idea of a complete auction service. At that time, nearly all auctions in the Dakotas were being clerked by banks or insurance agencies. Other auctioneers told him it couldn't be done and his dad was skeptical, but for several years Penfield Auction Service has been clerking 90% of the auctions they conduct.

His year as NAA President was climaxed by a new record attendance at the annual convention in Roanoke, Va., and chaired so efficiently by the current

EDITOR'S NOTE: A regular feature in THE AUCTIONEER for the next several months will be "Know Your Director". These men serve your association with no remuneration for time or travel. No doubt, they come and go and most of our members never really know them. The first four Directors to be featured will be those whose terms expired in 1972.

NAA president, Morris Fannon. Proof of Bob's popularity with his fellow auctioneers was the record attendance of 22 North Dakotans at the Roanoke convention, more than 2,000 miles away. At that same convention, President-elect Jim Messersmith, named him Chairman of the NAA Building Committee. This was the year plans were finalized and contracts let for the building. He participated in the ground-breaking ceremonies and a year later in the dedication program.

Bob became a Life Member of the NAA after returning from his army duties and proudly carries a membership card signed by the late E. T. Sherlock. He also purchased a Life Membership for his father upon the occasion of Earl's 60th Birthday and when his son, Bert, won the peewee division of the World Champion Livestock Auctioneers Contest, he presented one to him.

The Penfield family is completely involved in the auction business. Winona keeps the books, Bert helps with the merchandise and does some selling and helps the older girls, Patty and Laura, post auction bills. Sandra Jo and Joan Kay keep everyone on their toes.

Bob Penfield is a great association man. He never meets another auctioneer without mentioning NAA membership to him. Few if any men have been responsible for as many new members as he. He has served on the Board of Directors of the Certified Livestock Market Association, is currently a Director of the North Dakota markets group. He has held every office excepting Secretary-Treasurer in the North Dakota Auctioneers Association as well as the N. D. Auction Markets Association and has served two terms as President of each group.

He is a Charter Member of the South Dakota Auctioneers Association and an Honorary member of their Board of Directors, helped in organizing the Montana Auctioneers Association and maintains membership in all three states in which he conducts auctions. He is a past Secretary of the Bowman Commercial Club and a member of their Agriculture Committee.

Bob and Earl sell 4-H stock for seven counties (have sold as many as 11 in a year) and they conduct other benefit auctions.

Bob is a Trustee of the Bowman

Church of God and teaches the adult Bible Class each Sunday he is home.

Successful Auctions Results of Hard Work

Proper conduction of a public auction from the time the date is established until final settlement is made with the sellers involves a lot of effort on the part of the auctioneer if the sale is to realize its full success. The size of the sale often determines the amount of detail involved and also increases the importance of attention to detail. Elimination of some of the responsibilities or carelessness in their execution serves to detract from the final results of the auction. These facts were certainly born out in an auction conducted by Elwood Heller, Lebanon, N. J.

Mr. Heller was engaged to liquidate the personal effects of an estate in Flemington, N. J., which contained many, many valuable pieces. The auction was scheduled for May 24, 25, 26 and 27, to begin at 9:30 A.M. each day. Items in each day's sale were scheduled in the advertising brochure that was prepared.

For a period of six weeks prior to the sale, photographers and news columnists were constant visitors to Mr. Heller's office. Six newspapers publicized the auction prior to, during and after the sale. Twelve major newspapers carried advertising on the sale.

In the four days of selling, 2,400 individual sales were made, grossing in excess of \$90,000. A staff of a dozen persons aided in handling the sale in addition to extra help from the local police department. All items were sold and accounted for and removed from the premises in the four days. Two local churches ran the food concessions with all proceeds going to their coffers.

Prior to the sale, a preview was held with more than 1,200 people from an eight state area inspecting the items to be sold. Brochures were mailed to 1,000 individuals. Mr. Heller and his helpers feel that they were rewarded for all their extra efforts. The crowds were attentive, appreciative and courteous at all times and the executors of the estate were more than pleased with the results.

Many a speaker suffers from a rush of words to the head.

Good Holstein Sale

Holsteins in the dispersal sale of Four Knolls Farm, near Bedford, Pa., sold for an average of \$609 per head. Nearly half the offering consisted of open heifers.

Auction of the cattle was held on Monday, June 12 and another auction of farm equipment took place on Saturday, June 17. Proceeds from the two auctions were nearly \$85,000. Ralph W. Horst, former president of the NAA, was the auctioneer.

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The 11th annual Youth Days auction of the Eagle River Wisconsin Recreation Association had an unusual session in its two day event. The above youth's were auditioned to become youngster apprentice auctioneers for one day. Out of a group of over fifty-these six made the finals. They all auctioned off items in a 3 hour session and took in over \$560. According to Col. John R. Fishdick, coach, this is the first time any organization has promoted a Youth auction to be conducted by youngsters. The public response was amazing — and plans are being made to conduct it again next year and allow youngsters from any part of Wisconsin to participate. Col. Fishdick, who originated the Youth Days auction — 11 years ago is a life member of the NAA and is known through-out the country as "Mr. Benefit Auction, U. S. A." —Photo credit—Vilas News Review



A new award at the 1972 National Convention was made to the state showing the best increase in attendance. It was won by the State of Tennessee. Steve Anderson, Nashville, was able to get this group of Tennesseans together for a picture but four families had made their departure prior to the time the picture was taken. C. B. McCarter holds the plaque signifying the award.

Across The Country

BY BERNARD HART



Another National Convention is now history and once again we are wondering if the efforts of a few are properly recognized by the many. Right now - my personal thanks to Frog and Kelly Adams. These two Texans worked hard and put in long hours, yet acted as though they enjoyed every minute. Without them the convention would not have operated so smoothly.

Then there was Dub Bryant and Henry Storey and their spouses. They were on the job to receive the Fun Auction merchandise and skillfully guided one of our most successful money raising projects. Pearl and Walter Britten added that special Texas talent of making everyone feel at home.

Bill Wade, another Texan, was attending his first convention but he performed like a veteran in making local contacts as well as seeing to everyone's comfort. And TAA President, Jack Harper, was on hand throughout the convention to lend a helping hand wherever needed. To those Texans mentioned and all the rest who were present - my personal thanks.

The fiscal year ending June 30, 1972, was the most successful in the history of the NAA. On that day we had 3,488 active members, an increase of 450 over the past year. This was the biggest increase ever recorded in a single year.

Building this organization has been a long, hard struggle and I believe a few facts and figures may be in order to illustrate just how difficult it has been to get this far. Following is a tabulation of the total number of members at the close of the respective fiscal year:

| | | |
|------|---|-------|
| 1955 | — | 899 |
| 1956 | — | 893 |
| 1957 | — | 1,089 |
| 1958 | — | 1,243 |
| 1959 | — | 1,290 |
| 1960 | — | 1,296 |
| 1961 | — | 1,595 |
| 1962 | — | 1,734 |
| 1963 | — | 1,862 |
| 1964 | — | 2,070 |
| 1965 | — | 2,136 |

| | | |
|------|---|-------|
| 1966 | — | 2,261 |
| 1967 | — | 2,319 |
| 1968 | — | 2,557 |
| 1969 | — | 2,638 |
| 1970 | — | 2,785 |
| 1971 | — | 3,038 |
| 1972 | — | 3,488 |

The above figures tell the story of the past. What is in store for the future? You, the membership, hold the key to the answer to that question. Men join organizations because they admire those who comprise the membership. If you impress people properly in the everyday conduct of your business other auctioneers will have a desire to be a member of THEIR national professional organization.

Your officers and directors have expanded programs in mind that you will be hearing about in the future. They do not intend to stand still. But regardless of the success or failure of these programs you are still getting the biggest return on a ten dollar investment that is available — ANYWHERE.

And, in closing, I'd like to leave with you the now famous words of Lucretia Dellatasia as they carried Mr. Dellatasia out on a stretcher: "WELL, THEY LOOKED LIKE MUSHROOMS!"



Roy L. Crume (left) cheerfully congratulates Wiley Rittenhouse upon his election to the office of 2nd Vice President. Both men were candidates for the office.



The Lighter Side...

PAYOFF

A concert violinist glanced out of his hotel window one morning and saw a man sawing away on an old battered fiddle in the court below. Suddenly windows flew open and paper money showered down on him.

The violinist figured that if people would pay to hear such miserable playing, there was no telling what they would give to hear an artistic performance. So next morning he went down to the court and played the finest selections from his repertoire. Not one cent greeted him.

Following morning the fiddler was back, played the squeaky tune and again was showered with money. Completely baffled the violinist hurried downstairs and caught up with the man as he was collecting the bills from the ground. "How do you manage to collect so much money?" asked the violinist.

"It isn't easy," replied the fiddler, "but it helps if you're honest and pay off right away if the horse comes in."

SAVING TIP

More people should learn to tell their dollars where to go, instead of asking them where they went. —

DEFINITION

Executive: One who never puts off until tomorrow what he can get someone else to do today.

MAKING UP FOR IT

Young son had just made a grab for the biggest piece of pie at the dinner table. "Why do you always reach for the largest piece?" I asked him. "Don't you think your older brother ought to have that one?"

"Nope," Little Brother replied with logic. "He was eatin' pie 5 years before I was born!"

FIRST THINGS FIRST

Body Repair Man to Car Owner: "First, the good news — your glove compartment and sun visor are in excellent condition—."

CHECK

A little old maid was wandering along the bayfront at dusk when a stealthy figure slipped up behind her. He put one arm around her neck, the other around her waist, and commanded, "Give me your money."

When the lady didn't answer, he tightened his grip and repeated, "Give me your money!"

Finally, our heroine responded. "I haven't any money with me," she explained with a sigh, "but don't stop. I'll mail you a check."

AN ANCIENT CREED

This land belongs to my people.
Some of them are dead.
Some of them are living.
But most of them have
Not yet been born!

DEADLY RECIPE

Take one reckless, natural-born fool; two or three big drinks of strong liquor; one fast, high-powered automobile.

Soak the fool in liquor, place in the car and let him go. After due time, remove from wreckage, place in black satin-lined box and garnish with flowers.

GRADUATION DAY

On graduation day Mom was trying to take a picture of son in his cap and gown.

"Let's make this look natural," she said. "Son, you put your arm around Dad's shoulder."

Dad responded quickly: "If you want to look natural, why not have him put his hand in my pocket?"

RETORT

The politician was in the middle of his lengthy address filled with lofty promises when out of the audience came a booming voice, "Why I wouldn't vote for you if you were St. Peter!"

Eyeing the heckler up and down for several seconds, the politician replied, "Sir, if I were St. Peter, you wouldn't be in my district."

BIG MYSTERY

Literature Teacher: Have you read any mystery books lately?

Student: Yes, I'm in the middle of one right now.

Teacher: What's the name of it?

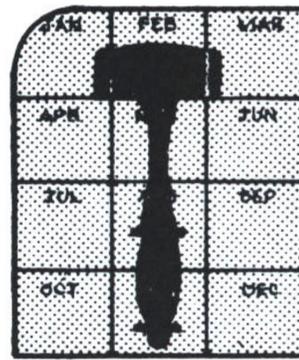
Student: Algebra II!!



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IT FIGURES

People who aren't afraid to roll up their sleeves seldom lose their shirts.



Convention Dates

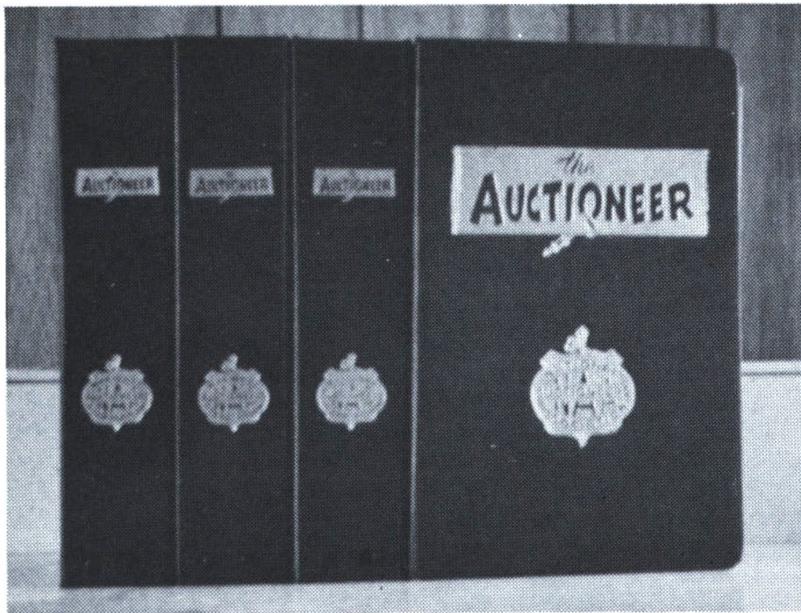
October 28-29 — Iowa Auctioneers Association, Mason City.

November 4-5 — Illinois State Auctioneers Association, Pheasant Run, St. Charles.

December 4 — Tennessee Auctioneers Association, Airport - Hilton Inn, Nashville.

January 13-14 — Ohio Auctioneers Association, Imperial House North, Columbus.

June 12-13 — Wisconsin Auctioneers Association, LaCrosse.



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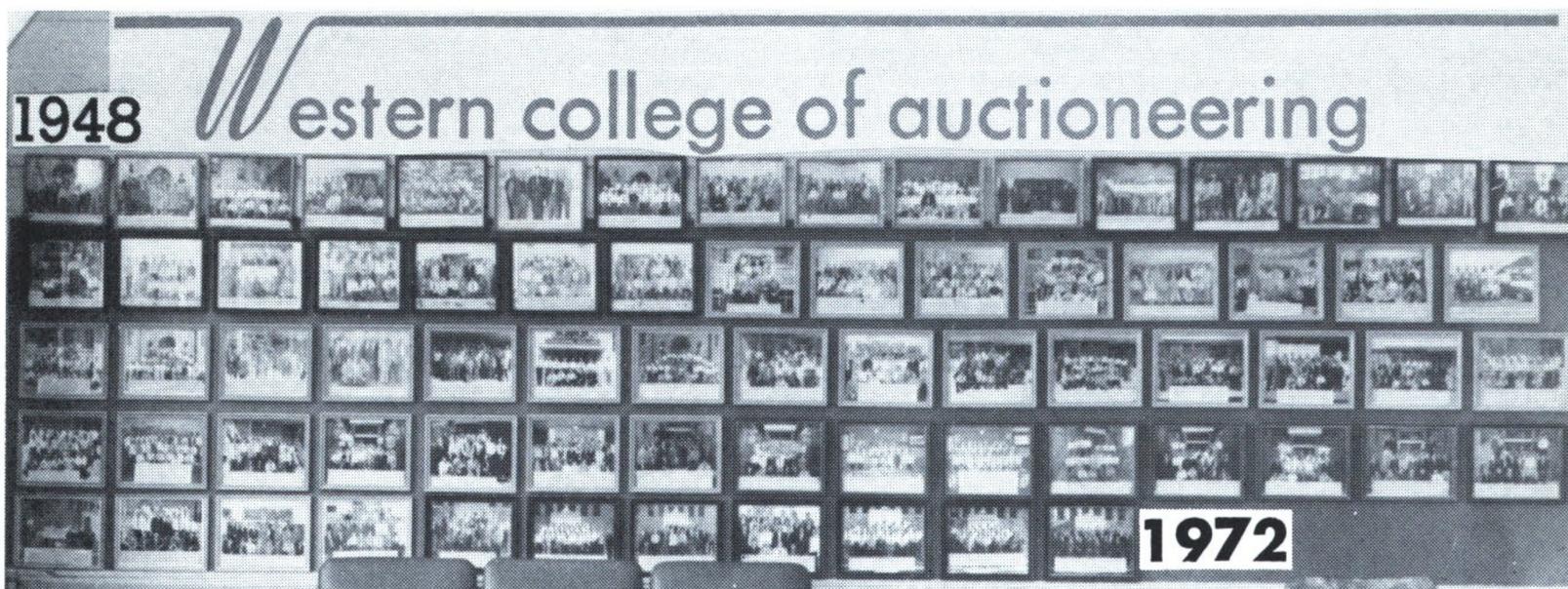
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9,000 Tickets (1/3 White, Pink & Card) . . . \$14.50
18,000 Tickets (1/3 White, Pink & Card) . . . 27.50
36,000 Tickets (1/3 White, Pink & Card) . . . 55.00

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

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BUYER CARDS . . . Form No. BC-70

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

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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

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

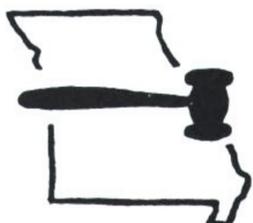
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