

the AUCTIONEER



Three very busy men at the 1965 National Convention were: President, John A. Overton (left); Convention Chairman, Jim Messersmith (center); and Washington State President, Si Williams (right).

WASHINGTON "SPUDS" IN LIMELIGHT



Pictured, (left to right): Mr. John W. Mullen and son, Bruce, representing the Washington State Potato Commission; Mr. Earl Cornwell, owner of Indiana's Largest Auction House; and Mr. Wes Wendt, 1965 Fun Auction Chairman.

EARN CORNWELL, Indianapolis, Indiana, became the proud purchaser of 10 lbs. of potatoes at the Fun Auction for \$70.00. The potatoes were donated by the **WASHINGTON STATE POTATO COMMISSION** of Yakima, Washington.

This was undoubtedly one of the high lights of the Fun Auction which was held on Thursday evening in the Isabella Room at the Davenport Hotel, Spokane, Washington.

This advertisement paid for by the Washington State Potato Commission of Yakima, Washington, Fred Ramsey, Secretary.

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promote the auctioneer and the auction
method of selling.

The Editor reserves the right to accept
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Cynthiana, Kentucky

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803 S. Columbia St., Frankfort, Ind. 46041

President's Address

By John A. Overton

(At the 1965 National Auctioneers Convention)

Mr. Chairman, officers of the N.A.A., Fellow Auctioneers, Guests, Ladies, and Gentlemen:

This past year has been a wonderful experience, we've been in many states, have talked to and corresponded with many auctioneers in varied lines.

It's hard to keep up with the scope of our profession unless contact of some kind or another is maintained with other auctioneers in the fifty states of our Great Country.

This annual meeting should be a must for every auctioneer who is interested in being of service to his clients.

I've attended all but one of the National Conventions in the last 15 years, and it's always obvious that the better auctioneer, who is most in demand, is also the one most willing to be of service to his fellow man and to his profession. Our profession dates back to before the birth of Christ yet there has never been an organization of auctioneers on a national scope that ever had 100 members or ever lasted over two years.

It's interesting to hear the comments in the different sections of the country or from even the auctioneers in various towns. It all boils down to the fact that the leading auctioneer in any area is 99 times out of 100 one of it's leading citizens, giving of his talent and time freely to the betterment and elevation of his community.

Our progress has been slow but it's been steady and in most instances it's been sound. There have been differences of opinion between states and between auctioneers, so far they have been solved, maybe not to everyone's satisfaction, but in an equitable manner and to the satisfaction of the majority.

In the few instances in which we have had to take action against individual auctioneers, the wisdom of the guidance of the past officers and committees has been borne out since those auctioneers against whom disciplinary

action was taken are no longer licensed auctioneers in their own community.

Many men have given of their talents, their money, their time to build the organization to it's present point, and with the help of the new officers coming up it will further progress and be of more service in the future!

There will be presented to our members a National Pension Plan that has been in the mill for almost a year now.

There is also working a plan where every member of the N.A.A. can be bonded, in cooperation with the N.A.A. and advertise accordingly.

We intended to try to get closer communication between the state organizations and the National Auctioneers Association and with the strong leadership coming up, the N.A.A. should progress even more rapidly than in the past.

When one considers that the N.A.A. has made the progress it has in less than twenty years, it's really amazing.

We need to spend a little more money possibly even increasing our annual dues sufficiently to make it possible to do all things that we would love to do.

I remember very well in Columbus, Ohio, in 1953 when the N.A.A. was flat broke and many auctioneers bought life memberships for \$100.00, others loaned money that the N.A.A. might continue it's work for the benefit of all auctioneers.

We, as an organization, have made some mistakes, the only person I've ever met who didn't make mistakes never did anything! We've accumulated a little money and a lot of knowledge and I believe we're grown up enough to expand our service to all auctioneers everywhere, who are interested in the welfare of their profession.

One of the most amazing things about this growth is the harmony and cooperation displayed by almost all auctioneers. When you consider that an auctioneer must be an individualist or he wouldn't be an auctioneer, because until 20 years

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ago he was a loner. He had to be if he worked in the auction business because there were very few places that auctioneers congregated. His competitor avoided him. He couldn't discuss his business with anyone besides another auctioneer so he was of necessity an individual, working for himself, usually by himself. He had no monthly copy of the Auctioneer, he had no state or national organization to turn to, in fact he was pretty well confined to his family to talk about his business.

I personally wouldn't want to go through a year without the Auctioneer, without the convention with its new faces, new facts, and methods and its improvements on the old tried and true methods. Of course there is always the pleasure of the social side, visiting old friends that one can only see at the convention.

I only have one interest in the future and that is to help in any way possible to get qualified young men started in the auction profession at a living wage so that they can in the future go on and make the profession a little richer for them having been in it.

The road looks long and pretty tough to the youngster starting out and if we can pave the way a little, make it a little more rewarding then maybe our sons will be more interested in following in Dad's footsteps.

Our profession if it is to prosper and grow must have young people interested in it. As a profession our average age is higher than that of almost any other profession. In other words we grow old too soon and if we don't have youth to offset this, then our profession will gradually fade away because of a lack of enthusiasm, new ideas, boldness and the willingness to gamble your knowledge and ability against all odds which is the attribute of youth!

May we, in some way, put aside all jealousy, all envy and spend our every waking moment in the improvement of our profession. If we have a competitor who doesn't do a good job, let's get him into the N.A.A. and educate him sufficiently that he will do a better job. He'll then help rather than hurt the profession.

I have three competitors in Albuquerque

who worked for me at one time each of them for several years.

I tell them all the same thing. If they do a good job they will make money for them and for me because every good auction develops more auctions. We do a larger volume each year, we cry a few more sales each year, they do more business each year, they cry a few more sales each year, so it proves that the auction business has not been scratched in the majority of towns and cities in our country.

There are opportunities for young men in our profession in any state in which they choose to live. It is up to us as a National Organization to further their development and interest so that they may become successful auctioneers operating on their own before they become forty or fifty years of age.

It's been obvious for quite a few years that a lot of enthusiasm interest and good intentions are generated at our annual convention, then through the press of our own business and the time consuming nature of our business we gradually let our resolutions and good intentions slide by the wayside. You auctioneers who have state associations, don't realize how fortunate you are. With only 17 auctioneers in our state we have never been able to get any ten together at one time. Your state organizations can do a lot to keep you informed as to what goes on in between National conventions.

I believe that we need to get the National officers, board members, and state representatives together at least three times a year to iron out problems that if they are left unsolved too long become magnified many times by the delay in solving them.

We have been saving our money as an organization to the point where it would possibly have been wiser to have spent a little more to keep closer contact between state and national associations.

In this next year and the years to come you'll find your national organization being of more service and with the help of every member a larger and better organization for all members of the auction profession.

My wife and I wish to express our sincere appreciation for all the hospital-

ty, invitations, cooperation and support from everyone in the profession. It has been most gratifying to be in a position to see the sacrifices many officers, directors, and members have made in the past in order to build a better association for the benefit of all. If our association never progresses any further, we owe a debt that can never be repaid to the men who personally sacrificed their own business, their time,

and their money that we might join together and help each other to enjoy the experiences and reap the benefits of their knowledge so unselfishly given through the past years. Let us all resolve to leave this convention and give enough of our time and our efforts to show that we do appreciate their sacrifices for our future and the future of the N.A.A.

Thanks again.

Resolutions

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

(1) Be it resolved that the National Auctioneers Association in convention extend their sincere thanks and appreciation to Washington, Idaho and Montana Associations for this informative and entertaining program.

(2) Be it resolved that in a new territory of operations the chairman and his committee be commended for their fine efforts in producing this convention.

(3) Be it further resolved that Bernard Hart be extended a special word of appreciation for his untiring efforts of organizing and developing this meeting.

(4) Be it resolved by the National Auctioneers Association Convention that the efforts made in the past of bringing together Auctioneers representing all of the fields of the auctioneering profession be continued and that maintaining harmony, the cultivation of a cooperative spirit, sound thinking and good judgment be uppermost in the minds of all the members in order to further the growth and increase the strength of this great organization.

Whereas, the auction profession is judged by the conduct of each individual auctioneer in the eyes of the public and whereas the auction profession needs to be promoted properly to the public and whereas the National Auctioneers Association has an established code of ethics for its members; now therefore be it resolved that all members of this association be very mindful of this established code of ethics and perform his services within the meaning of this established code so as not to draw criticism from the public which will damage the auction profession.

1965 Convention Attracts 34 States And Canada

Final tabulations showed that 405 persons had registered for the Annual Convention of the National Auctioneers Association, held at the Davenport Hotel in Spokane, Wash., July 15-16-17.

While the figure was below the total figures at the last several conventions, it was above expectations and pre-planning estimates. This was only the second time in its 16 year history that the NAA had chosen a Convention Site west of the geographical center of the 48 adjoining states, the other time being in Denver, in 1959. Many auctioneers and their families from the Northwest area were enjoying their first convention. To give you an idea of the support from this area, there were 47 registrants from the State of Washington, a state that had only 13 NAA members a year earlier and no state auctioneers association.

There were 33 present from Montana and 22 from Idaho. All in all, there were registrants from 34 different states and one Canadian Province. This was the same coverage as was experienced in the Des Moines convention a year earlier.

Indiana was the second high state in total registrants, 41 being counted from the Hoosier State. This unusually high figure from a state some 2,000 miles away, was due in part to the special plane chartered by the Indiana Auctioneers Association. The eight people from the Canadian province of Alberta, established a new record attendance from a foreign country.

Following is a list of registrants by states:

ARKANSAS—3

Wm. H. "Bill" Knight, Manila
Mr. and Mrs. B. L. Wooley, Little Rock

CALIFORNIA—6

Mr. and Mrs. Ed Huisman, Galt
Dean H. Parker, Auburn
Henry Polsfut, Paradise
Mr. and Mrs. R. D. Fitzgerald, Los Alamitos

COLORADO—8

Mr. and Mrs. Harvey Baldwin, Denver

Mr. & Mrs. Chuck Cumberlin, Greeley
Mr. and Mrs. H. W. Hauschildt, Denver
Thomas L. Pearch, Eagle
John Rainey, Glenwood Springs

DELAWARE—1

Riley Jefferson, Lincoln

GEORGIA—2

Otho "Whitey" Butler, Gainesville
R. A. Waldrep, Gainesville

HAWAII—3

Mr. and Mrs. Louis Stambler and daughter, Honolulu

IDAHO—22

Mr. and Mrs. Irvin Eilers and 2 daughters, Kimberly

Mr. and Mrs. Harvey C. Iverson, Gooding

Mr. and Mrs. J. Kent Just, Firth

Mr. and Mrs. Jim Messersmith & son and daughter, Jerome

Joseph H. Miller, St. Maries

Mr. and Mrs. Guy J. Nearing, Moscow

Paul L. Owens, Boise

Charlie Phelps, Ashton

Glen Spencer, Cottonwood

Mr. and Mrs. Kaye A. Wall, Burley

Mr. and Mrs. John Wert, Wendell

ILLINOIS—12

Mr. and Mrs. Ed Bilbruck, Lincolnwood

Albert Dunning, Elgin

Mr. and Mrs. Charles F. Knapp, Cissna Park

Michael Modica, Chicago

Mr. and Mrs. Fred Quick, Aurora

Mr. and Mrs. Ray Tuttle, Sheldon

Mr. and Mrs. Charles B. Wade, Morrisonville

INDIANA—41

Mr. and Mrs. James A. Buckley and son and daughter, Shelbyville

Lee Clingan, Covington

Everett E. Corn, Fairmount

Mr. and Mrs. Earl E. Cornwell, Indianapolis

Roy L. Crume, Kokomo

Mrs. Leona Drake, Indianapolis

Mr. and Mrs. Robert Ellenberger, Bluffton

Mr. and Mrs. Delbert Graft and son and daughter, Avilla

IN UNITY THERE IS STRENGTH



Don Moos, Washington State Director of Agriculture is in a jovial mood as he addresses the 1965 National Convention.

Mr. and Mrs. Bernard Hart, Frankfort
 Mary E. Henry, Frankfort
 Egg M. Hood, Anderson
 Dean Kruse, Auburn
 Russell Kruse and 2 sons, Auburn
 Mr. and Mrs. Maynard "Miz" Lehman, Berne
 Mr. and Mrs. Mel Liechty and 2 sons, Berne
 Mr. and Mrs. D. D. Meyer and 2 daughters and son, Vincennes
 Curran Miller, Evansville
 Don Millspaugh, Marion
 Roland Reppert, Decatur
 Mr. and Mrs. Romaine Sherman, Goshen
 Loyal K. Smeltzer, Elkhart
IOWA—22
 Mr. and Mrs. Warren Collins and son and daughter, Jesup
 Mr. and Mrs. Leland Dudley and daughter and 2 sons, Hampton
 Mr. and Mrs. Howard B. Johnson and 2 daughters, Story City
 Mr. and Mrs. Wendell R. Ritchie, Marathon
 Carl W. Setterburg, Burlington
 Mr. and Mrs. Howard W. Vos, New Sharon

Mr. and Mrs. George Yancey and 2 sons, Ottumwa

KANSAS—15

Mr. and Mrs. R. M. "Dick" Brewer, Mt. Hope

O. E. Carpenter, Fort Scott

Mr. and Mrs. W. O. Harris, daughter and 2 sons, Wetmore

Mr. and Mrs. Jack McVicker, 2 daughters and son, Garden City

Mr. and Mrs. E. T. Sherlock, Goodland

KENTUCKY—6

Mr. and Mrs. Adrian Atherton, Hodgenville

John L. Cummins, Cynthiana

Woody Simmons, Glasgow

John Taylor, Glasgow

Ed Wimmer, Covington

MASSACHUSETTS—1

Phil Goldstein, Boston

MICHIGAN—5

Floyd M. Dougherty, Three Rivers

Mr. and Mrs. Frank H. Gates, Litchfield

Lester Johnson, Mason

Mr. and Mrs. Sherry Olin, Sparta

MISSOURI—8

Mr. and Mrs. Ken Barnicle, Ellisville

Mr. and Mrs. Dick Dewees, Kansas City

Mr. and Mrs. Guy Jageman, Independence

Andy Little, Springfield

Tony Thornton, Springfield

MONTANA—33

Mr. & Mrs. Frank E. Bass and daughter and 2 sons, Lewiston

Mr. and Mrs. E. V. "Dusty" Dustin & son, Billings

Mr. and Mrs. Jack Ellis and son and daughter, Lavina

Mr. and Mrs. Pat Goggins and son and 2 daughters, Billings

Mr. and Mrs. Bill Hagen, Billings

Ralph E. Moore, Whitehall

Mr. and Mrs. Ray R. Petch and daughter, Dutton

Mr. and Mrs. Charles H. Pike, Billings

Howard Raser, Missoula

Willard Schnell, Miles City

Mr. and Mrs. R. J. Thomas and 3 sons, Billings

Norm Warsinske, Billings

NEBRASKA—19

Charles Corkle, Norfolk

Ray Flanagan, Albion

Mr. and Mrs. Dean Fleming, Atkinson

Dan J. Fuller, Albion

IN UNITY THERE IS STRENGTH

Mr. and Mrs. Lyle Knott and 2 sons,
Grand Island

Mr. and Mrs. Ralph Kuhr, Blair

Mr. and Mrs. E. J. Lightner, Hastings
Darrel Olson, Grand Island

Mr. and Mrs. Virgil H. Olson, Grand
Island

Mr. and Mrs. Henry Rasmussen, St.
Paul

John T. Ryan, Greeley

NORTH CAROLINA—4

Mr. and Mrs. G. Teague Gilbert, Lin-
colnton

Mr. and Mrs. W. Craig Lawing, Char-
lotte

NORTH DAKOTA—19

Mr. and Mrs. Jim Davis, Ypsilanti

Mr. and Mrs. F. E. Fitzgerald, Bis-
marck

Mr. and Mrs. Wilbert Kroh, Bismarck

Mr. and Mrs. Harold Nordwall, Turtle
Lake

Mr. and Mrs. Bob Penfield and son,
Bowman

Mr. and Mrs. Bob Steffes, Arthur

Jim Wentz, Bowman

Charles Wilkes, Park River

Mr. and Mrs. Armon Wolff and 2
daughters, Golden Valley

NEW JERSEY—4

John R. Potts, Neshanic

Herbert Van Pelt, Readington

Mr. and Mrs. Watson Van Sriver, Bur-
lington

NEW MEXICO—2

Mr. and Mrs. John A. Overton, Albu-
querque

NEW YORK—7

Mr. and Mrs. George K. Lusk, Roches-
ter

Mr. and Mrs. Harold Spoor, Baldwins-
ville

Mr. and Mrs. Alfred V. Zogg, Jr. and
son, Cortland

OHIO—17

Owen V. Hall, Celina

Richard T. Kiko, Canton

Russell T. Kiko and 2 sons, Canton

Mr. and Mrs. Homer Pollock, Delphos

Mr. and Mrs. Albert Rankin, Alger

Mr. and Mrs. Neil Robinson, Mansfield

Mr. and Mrs. Don W. Standen and son
and daughter, N. Ridgeville

William Stinebaugh, St. Mary's

Lloyd Kuch, St. Mary's

OKLAHOMA—10

Mr. and Mrs. V. K. Crowell, Oklahoma
City

Mr. and Mrs. Delbert Winchester,
Enid

Mr. and Mrs. Bob Goss and son and
daughter, Carmen

Mr. and Mrs. Jim Richards, Spencer

OREGON—12

Mr. and Mrs. Omer F. Bonney, Hermis-
ton

Mr. and Mrs. Gordon Haun, Milton
Freewater

C. A. Morrison, Grants Pass

Mr. and Mrs. Virgil V. Munion, Rose-
burg

Guy Sparks, Nyssa

Gerald W. Strasheim, Corvallis

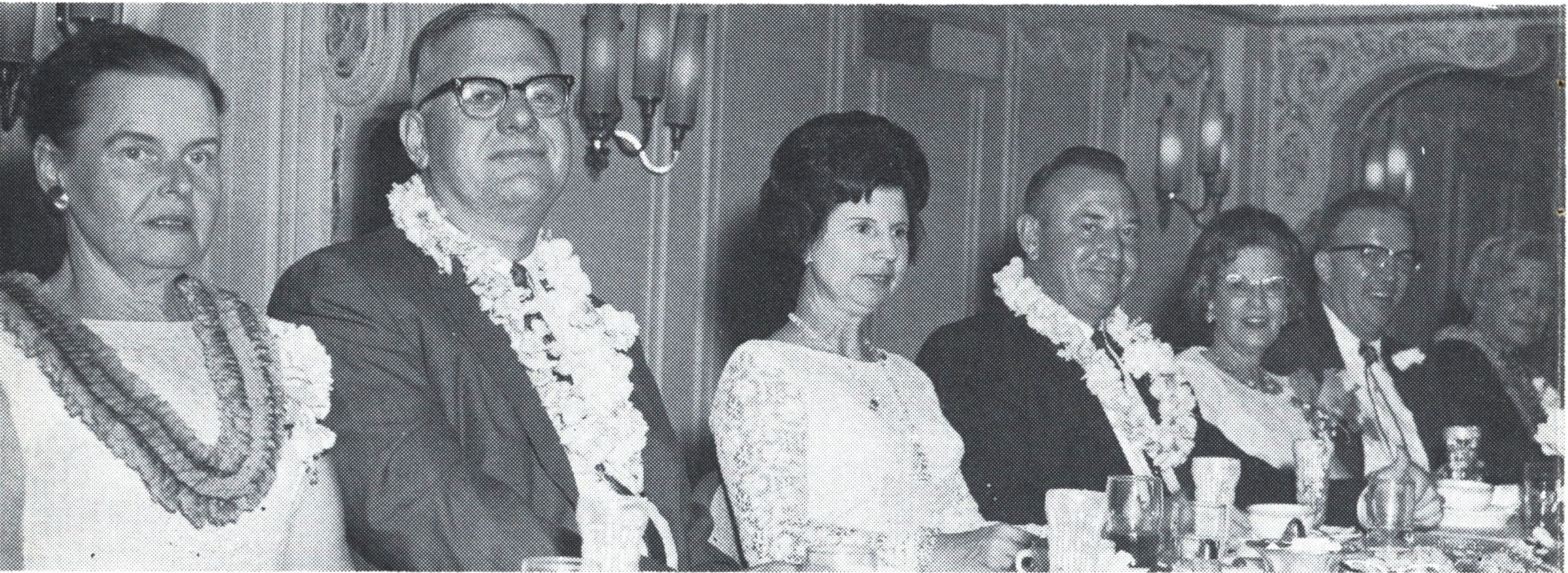
E. G. Tipp, Hillsboro

APPRECIATION

The members of the Tennessee Auctioneers Association and their wives and children wish to express their gratitude for the hospitality extended to them by the Auctioneers Associations of the states of Washington, Idaho and Montana at the National Auctioneers Association's Convention in Spokane, Washington. Favorable comment was expressed by the Tennessee members on the smooth and efficient manner with which the President and Convention Chairman presented the program for the 1965 National Auctioneers' Convention. We all feel sure that those who did not attend missed a great convention that was programmed for all aspects of the auctioneering field. In conclusion we again extend our appreciation to all those who worked to make the 1965 Convention a success.

E. B. Fulkerson, Secretary of T.A.A.

IN UNITY THERE IS STRENGTH



Traditional symbols of Hawaii adorned those at the head table at the Grand Banquet, closing our 1965 National Convention. These were flown in fresh from the Island State, compliments of the Stambler Family of Honolulu.

Mr. and Mrs. Forest Witthar, Portland
PENNSYLVANIA—20

Mrs. Margaret Berry, West Newton
William Boes, North Apollo

Mr. and Mrs. Henry Brooks and daughter,
Wilkes Barre

Mr. and Mrs. Ralph D. Burkett and 2
daughters and son, Ford City

Q. R. Chaffee, Towanda

Arthur M. Drakulic, Trafford

William R. Guthrie, West Chester

Ralph W. Horst, Marion

Russell E. Kehr, Hanover

Harold K. Keller, Mount Joy

Paul Z. Martin, Blue Ball

George R. Paich, Jeannette

Jake Spencer, Towanda

Oliver M. Wright, Wexford

SOUTH CAROLINA—1

Fred Mullis, Lancaster

SOUTH DAKOTA—6

Jack Churchill, Hermosa

Mr. and Mrs. Vernell Johnson,
Hartford

Freddie McFarland, Sturgis

Mr. and Mrs. Robert Peterson,
Brookings

TENNESSEE—4

Charles B. Arnette, Murfreesboro

Mr. and Mrs. E. B. Fulkerson and
daughter, Jonesboro

TEXAS—14

Mr. and Mrs. Walter Britten, College
Station

Mr. and Mrs. Dub Bryant and son and
daughter, Big Springs

Mr. and Mrs. Grover Howell and 2
daughters, Dallas

Mrs. Madie Lermon, Dallas

Carter Lester, Austin

Mr. and Mrs. Jim Rosser, Austin

VIRGINIA—1

J. E. Sutphin, Newport

WISCONSIN—20

Mr. and Mrs. Jim Appleman and 2
sons and daughter, Ashton

Mr. and Mrs. P. J. Faith, Caledonia

Mr. and Mrs. Ray Gevelinger, Dodge-
ville

Mr. and Mrs. Jim Heike, Mondovi

Mr. and Mrs. Walter C. Heise, and 3
daughters, Oconto

Don Lloyd, Oshkosh

E. J. McNamara, Lancaster

Mr. and Mrs. R. C. Riek, Woodville

WASHINGTON—47

Mr. and Mrs. Bob Berger and daughter,
Pasco

Mr. and Mrs. Wes Bly, Harrington

Mr. and Mrs. Ray Brock, Burbank

Elmer Burnham, Thornton

James Burns, Seattle

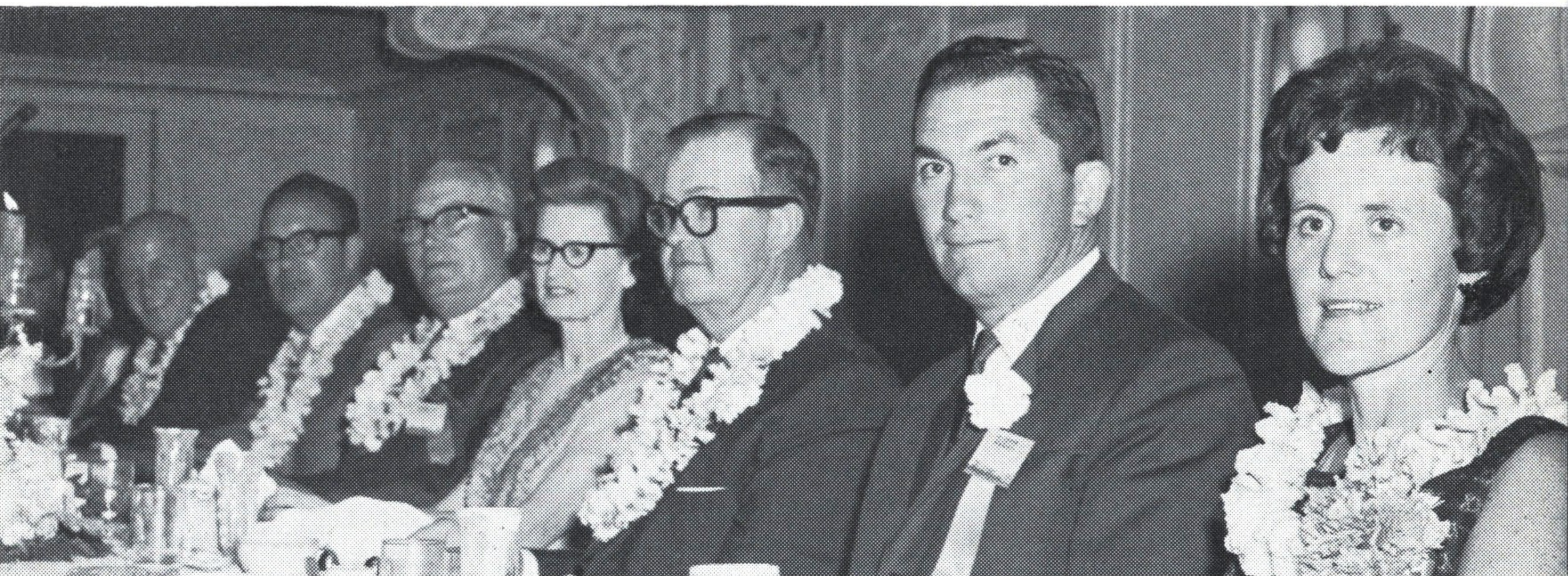
Perry J. Crowe, Yakima

Mr. and Mrs. Cap Eckert, Kennewick

Bob Etherton, Seattle

Mr. and Mrs. G. W. "Jerry" Fales and
son and daughter, Toppenish

M. J. Ford, Usk



From the left at the head table are: Mrs. Bernard Hart; Mr. Hart; Mrs. Albert Rankin; Mr. Rankin; Mrs. John Overton; Mr. Overton; Mrs. Si Williams; Mr. Williams; Don Moos; John L. Cummins; Mrs. Walter Britten; Mr. Britten; Jim Messersmith; Mrs. Messersmith.

Mr. and Mrs. Al Gay and granddaughter, Seattle

Willis Groen, Lynden

Mr. and Mrs. Robert L. Heaverlo, Yakima

Bill Johnson, Seattle

Mr. and Mrs. Arthur A. Lee, Bellevue

Mr. and Mrs. Robert F. Losey, Sr., Renton

John M. Mullen and son, Pasco

Mr. and Mrs. Myron Scholl, Spokane

Mr. and Mrs. Orville Sherlock, Walla Walla

Mr. and Mrs. Ray R. Warnecke, Spokane

Mr. and Mrs. Wes Wendt and 2 daughters, Granger

ters, Granger

Mr. and Mrs. Cliff Williams, Spokane

Mr. and Mrs. Si Williams, Walla Walla

Mr. and Mrs. Joe Yates, Walla Walla

WYOMING—2

Robert Musser, Cody

Earl W. Page, Cheyenne

CANADA—8

Mr. and Mrs. Archie Boyce, Calgary

Les Handley, Coaldale

Mr. and Mrs. Joe Perlich, Picture Butte

Mr. and Mrs. John G. Shields, Chinook

Gerald W. Thompson, Ft. Mac Leod

(All from Alberta)

Constitutional Amendment

An amendment to Article IV of the Constitution of the National Auctioneers Association was approved, as follows:

“It shall be the duty of the Board of Directors to employ and/or dismiss the Secretary and/or Treasurer, as well as establish the amount of their annual remuneration.”

This amendment was presented to the membership with the unanimous approval of the Board of Directors. It was ratified by the membership, in a ballot vote, 115 to 41.

The Constitution and By-Laws had not been previously changed since 1955.

IN UNITY THERE IS STRENGTH



A portion of the Banquet crowd that filled the Davenport's Marie Antoinette Room

President's Acceptance

By John L. Cummins

(At the 1965 National Auctioneers Convention)

Mr. Chairman, Mr. President. My fellow acutioneers, ladies and gentlemen.

Believe me when I say that I most sincerely thank you from the bottom of my heart for the honor you have just bestowed on me. As you may have



heard, I have had many honors in my life, all of them I highly appreciate, but none of them have brought to me the gratification, or personal satisfaction, as this one today. This can only happen in America, where a man, born 61 years ago in a log cabin on a tobacco farm in the bluegrass region of Kentucky attended his first auction with his dad at the age of 8 years old, who then and there decided to be an auctioneer, and at the age of 19 years conducted his first sale, one whose chief aim and ambition was to be recognized as a competent auctioneer, by his fellow

auctioneers, and one who has seen that wish and hope fulfilled here today by being elected as president of the greatest organization under the blue canopy of heaven, the National Auctioneers Association.

I accept the presidency of this fine organization with mixed emotions of pride and huminty, I am proud of the honor and at the same time I am humble, because of the challenge and responsibility you place upon me.

The challenge of trying to live up to and do as fine a job as the great and illustrious auctioneers who have preceded me in this office and the responsibility of leading for the next year, a strong, growing, enthusiastic, group of men and women, from, throughout our entire nation. It is no small task and I ask the help and advice of each and everyone of the membership in this organization. I want each one to feel that you are welcome to make suggestions at anytime.

Some may think that what I am going to say now should be discussed with the directors and it will be, but I see no harm in suggesting and pointing out these things to you.

I think that our aim is to enlarge and if possible improve our association. This I feel can only be accomplished by promotion, promotion if effectived in the proper manner will be beneficial not only to the N.A.A. but to every auctioneer, individually. We may be enjoying a good business at the present time, but all of us could do more if we tried a little harder. I read a government report a few months ago that said that only 2 per cent of all sales made in the United States were made at auctions, if that is true, we have a large field to work in.

This promotion can be done in different ways, it will have to be in different sections, and areas of the country.

I believe that the best method that

can be used to promote ourselves and our association is the ethical standards of the auctioneer. If everyone of us conducts our business, honestly, and truthfully with our clients, we will succeed and our profession will benefit, if we don't, we will soon be out of business and our profession will have a black eye, and that will hurt, everyone of us. Let us practice the golden rule, do unto others as we would have them do unto us.

I ask all to support our magazine, "The Auctioneer." It is one of the best trade magazines in the country today. Support it with ads and letters.

I would like to ask all to try and increase our membership in the N.A.A. make a little special effort to get a new member, go to work on it today and work at it everytime you have a chance. Do not wait until next week or

next month. Nothing has ever been accomplished by waiting, it has been said that upon the plains of hesitation, bleach the bones of countless millions who just before the dawn of victory, waited, and while waiting there they died. Let us not wait let us not die, let us work everyday with a little more effort to make the N.A.A. bigger and better.

I will promise you that I will do all that I am big enough to do in the next year for the success and advancement of this great organization that represents the profession that I love. I invite you to join me.

I invite you to join me because I honestly know our cause, is righteous, and I invite you to join me because I honestly know our cause is just and I also honestly know that with your help and the help of almighty God we shall succeed. Thank You!

Secretary's Report

The year ending June 30, 1965, was a continuation of the past eleven (11) years of the continual growth of the N.A.A. in all fields. On that date our membership reached an all time high of 2,136 members. This represents a gain of sixty-six (66) over last year and a gain of five hundred forty-one (541) in the past five (5) years.

As our fiscal year closed Illinois led in number of memberships with 152 members followed by Ohio — 148, Nebraska — 147, Indiana — 132, Pennsylvania — 131, Wisconsin — 107 and Kansas — 102. Total revenue from membership payments reached over \$20,000.00 for the second successive year.

More copies of "The Auctioneer" were distributed this year than ever before and revenue from advertising and the Booster Page reached a new high figure.

As your Secretary, I attended auctioneers meetings in the following states: Missouri, Indiana, Virginia, Montana, Nebraska, North Carolina, Illinois, Texas, Kansas, South Dakota and Oklahoma. During the year I assisted in organizing the Washington State Auctioneers Association and have made tentative plans in forming organizations in the States of Mississippi and Louisiana in the next few months.

Other travels in the interest of the N.A.A. were two (2) meetings with the 1965 Convention Chairman, Jim Messersmith, The Livestock Marketing Congress in Kansas City and I served as judge at the World's Champion Livestock Auctioneer Contest.

During the year, as a representative of your organization, I was admitted to membership in the American Society of Association Executives.

Our prestige among related organizations has continued to increase and several of them have consulted with us for advice and suggestions. The same is true concerning other organizations representing other facets of trade and business and at this time I can report to you that the stature of the N.A.A. is more impressive in the eyes of the general public than ever before.

In completing my 11th year as Secretary of the N.A.A., I want to express my thanks and appreciation for the fine cooperation and support that has been extended to me during the entire length of this period. This has been the contributing factor to the gains that have been mentioned elsewhere in this report.

Bernard Hart

Greetings From State Of Lincoln's Birth

Time rapidly comes and goes - the long anticipated convention at Spokane is now on pages of history. I arrived at the Davenport Hotel in Spokane on Tuesday night and left Saturday mid-night. I might add that the first person I saw at the hotel was another Kentuckian, Col. Johnnie Taylor of Glasgow.

The convention subjects were geared to our speed being both interesting and informative and showed signs of much strenuous effort and planning on the part of the Washington Association and the program chairman, Jim Messersmith of Jerome, Idaho. I feel that they went all out to generously entertain all of us.

In my estimation, those who did not attend this convention missed one of the better conventions of the National Auctioneers Association. Let's urge all our members to attend these conventions - it is the building of our auction profession, a profession, of which, we should love and be proud. Start planning now to attend the convention next year which will be held in Pennsylvania.

The Kentucky Association is extremely proud to have our own Col. John Cummins elected as President of the

National Auctioneers Association. I had the pleasure of hearing Col. Cummins speak August 11 at a seminar in Louisville, Kentucky. His subject was entitled "Why Am I in Business and How Am I Going to Stay?"

Adrian Atherton, President
Kentucky Auctioneers Assn.

Auction Directory Cites Importance

Importance and value of wholesale auto auctions is emphasized by a directory being distributed to its dealers by Ford Division of the Ford Motor Co.

The directory lists 91 auction locations and they are shown on 37 shaded area maps. Information about the auction includes days of operation, owners and managers, fees, pickup and delivery service and facilities for cleanup work.

Compiled and published by the Ford Division used vehicle promotion department, the directory was made possible through cooperation of members of the National Auto Auction Association.



The 1965 National Auxiliary Luncheon

THE LADIES AUXILIARY

Dear Ladies,

Those of you who have just returned home from a convention in Spokane, Washington, I am sure you will add to your memoirs a wonderful and educational trip. To those of you who were absent, you have lost something that can never take place again. The host state along with Montana and Idaho presented another outstanding convention.

Friends, I wish to remind you that this is your Auxiliary — its growth and responsibility depends upon all of us. How we achieve accomplishments, how we prosper and how we flourish will require the cooperation and efforts of everyone.

True enough it is that we meet personally only at the annual meetings in July. How good it is though to have visits with various members by the way of the page that is reserved for the ladies in The AUCTIONEER. This manner of news media is our only way of keeping abreast with our friends in the different states of our nation. It is not reserved for only the officers of the Auxiliary, but for anyone wishing to relay some information regarding their state association, family or any activities. As a reminder though, your release must be in the hands of the editor in Indiana by the 15th of each month, so that it can be published in the following edition.

There is no future in our page for the Auxiliary — the future is in the Auxiliary who does the work for this space. By contributing material for our page, you are contributing to our association; and there always is a reward of satisfaction when you give of your time and efforts for the betterment of this organization, as well as any other organization.

The West offered us beauty, miraculous works of nature, and outstanding hospitality — the East has a wealth of opportunities in the offering for us next July. With Pennsylvania as our next host

state, we can look forward to unlimited advantages for a convention in 1966.

Pearl Britten,
Auxiliary President

Kelly Zane Curry

Kelly Zane is the name of the newest member of the Curry Auction Firm at Lubbock, Texas.

Arriving on June 9, 1965, and weighing in at 7 lbs., 9 oz., it made it necessary for his parents, Col. and Mrs. Bud Curry, to stay home from the Spokane Convention in order to train the new member the fundamentals of auctioneering.

Capital which overreaches for profits; labor which overreaches for wages; or a public which overreaches for bargains will all destroy each other. There is no salvation for us on that road. — Owen D. Young.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1965-1966

President

Mrs. Walter S. Britten,
College Station, Texas

1st Vice President

Mrs. Wendell Ritchie, Marathon, Iowa

2nd Vice President

Mrs. Dick Dewees, Prairie Village,
Kansas

Secretary-Treasurer

Mrs. Jim Messersmith, Jerome, Idaho

Historian

Mrs. Warren Collins, Jesup, Iowa

Directors

(1968)

Mrs. Albert Rankin, Alger, Ohio

Mrs. Dick Brewer, Mt. Hope, Kansas

Mrs. Brad Wooley, Little Rock,
Arkansas

Mrs. V. K. Crowell, Oklahoma City,
Oklahoma

(1967)

Mrs. Ruth Marks, Abingdon, Illinois

Mrs. Bob Penfield, Bowman,
North Dakota

Mrs. Don W. Standen,
North Ridgeville, Ohio

(1966)

Mrs. Ernest C. Freund, Fond du Lac,
Wisconsin

Mrs. David H. Tracy, Pavilion,
New York

Mrs. Clint Peterson, Webster City,
Iowa



New Year Calls For United Membership

By COL. POP HESS

For the first issue of this year's run of "The Auctioneer" for the run through convention time, July 1966, the writer was again informed that this column could be written as of the past several years. From the time this publication was printed in Iowa and consisted of four to six sheets, in newspaper style, I have written a column for it. I think this was back in 1952.

I have never received any compensation for my contributions and have enjoyed every column that I have written and feel that this is my contribution to the Auctioneering Field through the leadership of the NAA. As in the past and present and future, this column will contain writings that are strictly personal view points. This comes about through the letters and material that reach my desk each month from old and young Auctioneers.

Through the past years in my column I have tried to hold out a helping hand to the NEW BEGINNER, COURAGE TO THE BUSY, AND COMFORT TO THE RETIRING Auctioneers.

When I wrote my column last issue I had many letters and questions on my desk for comment. However, much of this material concerned matters that were to be brought up before the convention and I therefore withheld comment on them until the Convention was past history. As of August 1st I have had many reports submitted to me for my remarks and comments and of course, one who writes such a column has to have information from many different people in order to be fair in his opinion.

I will not go into much detail concerning the convention as a full convention report will appear in the publication. I am sure that the bulk of our membership who attended were happy to note that our membership has hit an all time high of

2,163 members. our treasurer's report was that there was \$21,000.00 in our treasury. I was more than happy to hear that our Treasurer for the 15th year Col. Hank Rasmussen, the man who knows how to guard money even better than Jack Benney, accepted the job again. Our Secretary and Editor was again returned to his job.

Talking about NAA conventions brings back some remarks made by one of our Past Presidents at a NAA convention. He said, "most of our troubles come from license law promoters, mostly auctioneers who have never been successful in the Auction Profession". But at this time we are sorry to note that this is not quite correct. We had at the National Convention this year some rabble raisers who set up a Racoon Convention in the same hotel as the convention was held and started out on a project that was quite simply of the origin to oust our Secretary from his office. It appears that this came about due to the fact that a State Law was defeated in a certain state and they wanted to fight something or somebody so they started a battle on the floor of the convention that was out-of-place, and many auctioneers from many states felt that dirty laundry from a state was aired, that should never have come before a National Convention. By my reports received all was handled by our Board of Directors and things were equitably settled.

All of this reminds me of a story about the farmer who bought, under pressure, his sons their first high priced herd bull with all the registration papers, and as time passed and the project did not work out too well, and when the man was questioned about it, he said, "I don't know if we have a bull or the bull has us." By the same token, the question arises, do these states have on Auction-

eers Law or does the Law have the Auctioneers.

In my column in March I gave our Ohio Auctioneers License Law some mention. As a result I received some letters which cooled off my opinion of this law. I don't believe that this law was made for Auctioneers in general. Apprentice auctioneers have been having trouble getting started. Out of State Auctioneers cannot get permission to sell in Ohio. Auctioneers with a specialty in a certain field could not come in and sell sales that they had been selling for years, therefore, the Auctioneer and the Seller are getting hurt.

The question is whether or not the Advisory Committee appointed by the Governor of Ohio, who are Ohio Auctioneers, are able to take care of any personal grievance that they might have against an Auctioneer applying for a License, either Permanent or Temporary?

The writer wants to go on record in this column by saying, "I am not fighting the auctioneers of any state, or any Auc-

tioneers Association, The point I am trying to make is that let's not be stupid and get brain washed to please a sour-grudge that someone might have. I want to further say that to support the Racoon Convention that tried to take over at Spokane at this convention, an affair that only damaged and disgusted many of our nationally influential auctioneers, will lose us members and cause agitation against any State Auctioneers License Law that is presented.

Let's stay United for the National Auctioneers Association as only in unity is there strength.

Some states have set up State License Laws, some other states have not. A lot of trouble and argument can be eliminated if in their laws, they protect the Traveling Auctioneer who is serving a National run of sales. Many of our Auctioneers have a National Clientele that rewards him in being a specialist in the type of sale he sells. Laws that will not allow him to sell these specialty sales will damage all those involved. Let's be-



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come more co-operative and live and let live. This is the voice from the Old Goat from Ohio who writes a column with what comes to him from the horses mouths scattered throughout the United States of America.

In closing, the pot is really starting to boil in Ohio since I have had it relayed to me, and I have no official proof, that comments have been made to the effect that Pop Hess had better watch out what he writes or he will have a libel suit, etc.

New Officers

John L. Cummins, Cynthiana, Ky., was elected President of the National Auctioneers Association at the Annual Meeting in Spokane, Wash., July 17. Mr. Cummins has become a familiar figure in NAA circles, his famed tobacco chant being music to the ears of many. His first NAA convention was at Buffalo, in 1958, when he became the first man to speak of tobacco auctions on a national convention program. He served as Convention Chairman in Louisville, in 1960, was elected to the Board of Directors the following year, after two years on the Board he was elected 2nd Vice President. Last year he was our 1st Vice President.

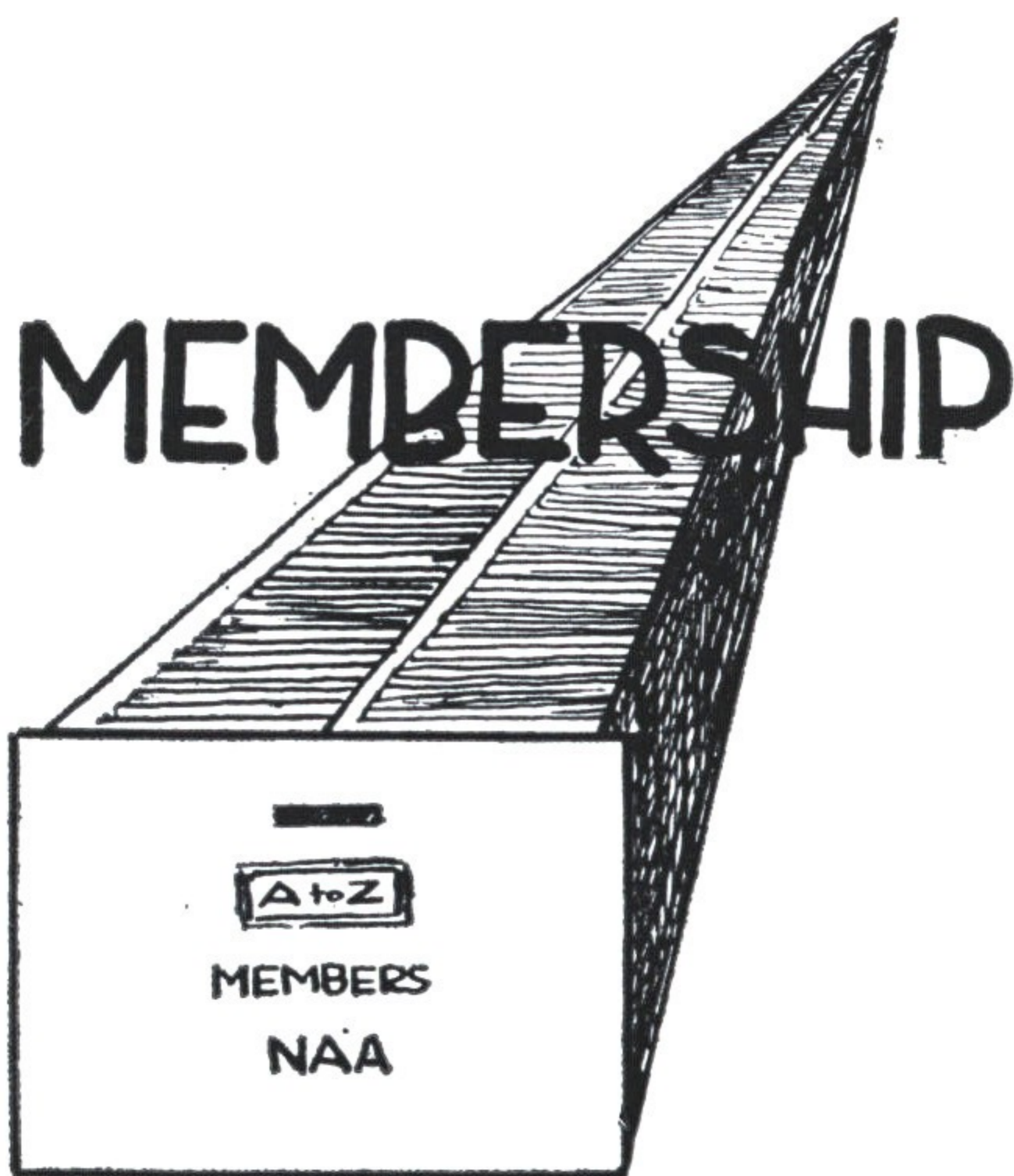
Brady L. Wooley, Little Rock, Ark., was elected to the office of 1st Vice President. Wooley is also a former Board member and was 2nd Vice President, last year. Ralph Horst, Marion, Pa., was elected to the office of 2nd Vice President. Also, a former Board member, he becomes the first Pennsylvanian to enter the "Presidential circle".

New Directors elected for three year terms were: Dean Fleming, Atkinson, Nebr., E. B. Fulkerson, Jonesboro, Tenn., Vernell Johnson, Hartford, S.D., and Si Williams, Walla Walla, Wash. Completing the slate of Directors is retiring President, John A. Overton, Albuquerque, N.M. The only contest in the election developed in Board members, when two floor nominations were made. However, a vote by ballot endorsed those whose names had been presented by the nominating committee, headed by E. T. Sherlock, Goodland, Kans.

Retiring Directors were: Charles Corkle, Norfolk, Nebr.; Ralph Horst, Marion, Pa.; Bob Penfield, Bowman, N.D.; Romaine Sherman, Goshen, Ind.; and F. E. Bloomer, Glenwood, Ia.

Henry Rasmussen, St. Paul, Nebr.; and Bernard Hart, Frankfort, Ind., were reelected, without opposition, to the offices of Treasurer and Secretary, respectively. Rasmussen's election marked the 15th consecutive year he had been elected to office, without opposition. Hart's record extends for 12 consecutive years.

However, election of these two men was "unofficial" this time as the Constitutional Amendment, described elsewhere in this issue, called for their selection by the Board of Directors. In a meeting of the Board, after the close of the convention, both men were contracted for their specific duties.



*Membership Processed
June 16 thru August 15*

Gerald N. Mead, New York
 William M. Preston, Alabama
 E. B. Fulkerson, Tennessee
 Bill Collier, Tennessee
 Cecil Earl Hurst, Tennessee
 E. R. Hargis, Tennessee
 John F. McLean, Tennessee
 Billy B. Howell, Tennessee
 Ralph P. Masengill, Tennessee
 C. B. Arnette, Tennessee
 Joseph H. Miller, Tennessee
 Harold Kemp, Tennessee
 Beeler Thompson, Tennessee
 Ray Anderson, Tennessee
 *James H. Richardson, Tennessee
 Verlon Freeze, Tennessee
 G. R. Burger, Tennessee
 Hoyt T. Walker, Tennessee
 Frank L. Walden, Tennessee
 Clive Anderson, Sr., Tennessee
 Clive Anderson, Jr., Tennessee
 James Matthews, Tennessee
 G. S. Gordon, Tennessee
 H. Jack Stewart, Tennessee
 Jim Stevens, Tennessee
 *Mont Davis, Jr., Tennessee
 *Dick I. Boyd, Oregon
 *Carmine Joseph Cerullo, Washington
 Cotton Laycock, California
 Marion E. Wooten, South Carolina
 Wayne Hill, California
 *Del Schulze, Washington
 *Garry Thompson, Alberta

*S. A. Johnny Johnson, Utah
 Jim Appleman, Wisconsin
 Robert Brandau, Wisconsin
 Lester M. Bue, Wisconsin
 Earl Clauer, Wisconsin
 Walter Digoski, Wisconsin
 Daniel P. Dhein, Wisconsin
 Art Doede, Wisconsin
 Joseph W. Donahoe, Wisconsin
 R. W. "Red" English, Wisconsin
 Ernest C. Freund, Wisconsin
 Ray Gevelinger, Wisconsin
 Harold Gavin, Wisconsin
 Fred Gerlach, Wisconsin
 Jim Heike, Wisconsin
 Wayne Huntzicker, Wisconsin
 William Jones, Wisconsin
 Gale H. Koelker, Wisconsin
 Ernie Kueffner, Wisconsin
 Myrle Lloyd, Wisconsin
 E. J. McNamara, Wisconsin
 James O'Brien, Wisconsin
 Pat O'Brien, Wisconsin
 Wilmer Hilgendorf, Wisconsin
 Arold R. Peterson, Wisconsin
 Gerald Pearson, Wisconsin
 Pat Riley, Wisconsin
 Leo Sullivan, Wisconsin
 Peter Van Veghel, Wisconsin
 Frank Van Veghel, Wisconsin
 *Marlyn Doede, Wisconsin
 *Joe Duggon, Wisconsin
 *Cordell Herbert, Wisconsin
 Don Lloyd, Wisconsin
 Russell C. Schroeder, Wisconsin
 Thomas C. Baker, Wisconsin
 Vic Schiller, Wisconsin
 James F. Esch, Wisconsin
 Neil Bolton, North Carolina
 *C. Wesley Bly, Washington
 Warren Easter, Tennessee
 *Donald Porter, Indiana
 *Russell L. Hornbeck, Illinois
 Mel Liechty, Indiana
 *Cecil Johnson, Texas
 *Henry R. Storey, Texas
 Keyes F. Carson, Texas
 Rhett Grant, Louisiana
 *Eddy Cole, Washington
 Leon Brinkley, Missouri
 Don E. Fisher, Ohio
 Robert Arnold, Missouri
 James Stickle, New Jersey
 Marian B. Stickle, New Jersey
 J. O. Briggs, Kentucky
 *Travis Mimms, Colorado
 Glen Helberg, Nebraska (Life)

IN UNITY THERE IS STRENGTH



Mrs. Walter (Pearl) Britten, (left) College Station, Texas, receives the symbol of leadership from Mrs. Albert (Virginia) Rankin, Alger, Ohio. Mrs. Britten is the newly elected President of the Ladies Auxiliary to the NAA, while Mrs. Rankin is the retiring President.

*F. E. Springer, Oklahoma
*Lee Hickman, Oklahoma
*Quinton Jenkins, Oklahoma
Wayne Casteel, Oklahoma
*John R. Fishdick, Wisconsin (Life)
Claude O. Elkins, Ohio
Joseph Showers, Indiana
Ted K. Tarrant, South Dakota
P. Frank Stuart, Florida
Henry Polsfut, California
*Paul Edwin Shockey, West Virginia
*James M. McCutcheon, West Virginia
*C. C. McClellan, Iowa
John W. Becker, Pennsylvania
Robert Gerhart, Michigan
*Ernest C. Davis, New York
H. V. Schwalbe, Louisiana
Claude H. Coleman, Tennessee
Stan Radde, Minnesota
George G. Borum, Illinois
*Andrew Lemley, Ohio

Joseph Lopshansky, Ohio
Lawrence E. Chapman, Michigan
Carl O. Westermarck, Montana
*Hubert E. Woodard, Montana
*Robert W. Mitchell, Indiana
Tom Ault, Indiana
Harry Miller, Indiana
Tom D. Flesher, Indiana
Wes Wendt, Washington
*Gerald W. Strasheim, Oregon
*Carter Lester, Texas
*G. V. Chesurin, Washington
*Ray R. Warnecke, Washington
*Cliff H. Williams, Washington
*Al Gay, Washington
*Guy J. Nearing, Idaho
*Lee Clingan, Indiana
Charlie W. Phelps, Idaho
*J. Kent Just, Idaho
Albert Dunning, Illinois
Michael Modica, Illinois

IN UNITY THERE IS STRENGTH

Fred Quick, Illinois
James A. Buckley, Indiana
Roland Reppert, Indiana
Frank H. Gates, Michigan
Lester Johnson, Michigan
Sherry Olin, Michigan
E. V. Dustin, Montana
G. T. Gilbert, North Carolina
Bob Steffes, North Dakota
Charles Wilkes, North Dakota
Homer Pollock, Ohio
Neil Robinson, Ohio
George R. Paich, Pennsylvania
Fred Mullis, South Carolina
Bill Johnson, Washington
William M. Bell, Texas
J. C. Kornbrust, Illinois
Howard Batterton, Arkansas
*Ervin Cripps, Arkansas
Joseph H. Kellum, Indiana
*Harry W. Wagner, Michigan
*Harvey W. Lee, New Jersey
*Forest G. Boling, Indiana
Fred W. Masser, Montana
*Ralph E. Moore, Montana
*Ed Huisman, California
Willis Woodring, Nebraska
John A. Hilditch, Massachusetts
Mark Kistler, Indiana
Fulton Beasley, Tennessee
Lester Arotsky, Tennessee
William A. Fann, Jr., Tennessee
Norman C. Wilder, Tennessee
M. C. Bowers, Tennessee
Dean W. Pruitt, Wyoming
Edward W. Maupin, Kentucky
*Richard Drudik, Nebraska
L. R. Ketcherside, Kansas
*Harvey D. Johnson, Kansas
Virgil F. Scarbrough, Illinois
Victor D. Bremer, Nebraska
Melvin J. Johns, Nebraska
Mack P. Cosgrove, Nebraska
Charles W. Taylor, Nebraska
Ernest Roloff, Nebraska
Rodney Johnson, Nebraska
*Paul W. Robinson, Ohio
Harvey C. Iverson, Idaho
Leon Ruff, Nebraska
Clyde C. Carnes, Nebraska
Kenneth Carnes, Nebraska
Freddie Kolb, Nebraska
Harold Steggs, Nebraska
J. J. Stivers, Nebraska
Charles Tharp, Nebraska
Rod Gillespie, Nebraska
R. H. Jagers, Nebraska

John R. Martin, Nebraska
*Henry I. Neuhaus, Nebraska
Ward Reesman, Nebraska
Herman Hart, Ohio
Harold A. Henson, West Virginia
Arthur Mahnke, Wyoming
Earl F. Youngren, New Mexico
Victor L. Horejsi, Kansas
Ray Gerbitz, Kansas
E. R. Harrison, Kansas
Don Roche, Kansas
George Lange, Kansas
Edwin A. Turner, Kansas
Lela M. Turner, Kansas
Mildred Simpson, Kansas
*Irving Krasner, California
*Carl G. Deuble, Sr., New York
C. O. Emrich, Nebraska
Jim Walker, Nebraska
Delbert Graft, Indiana (Life)
Floyd Fletcher, Indiana
James W. Cushing, Illinois
Michael M. Gordon, Illinois
*G. B. Wiley, Oklahoma
*Richard Lohsandt, Missouri
Oral L. Roberts, Missouri
Lewis C. Dell, Florida
*N. Albert Bond, Florida
*Wayno "Tex" Steuart, Florida
*Eldon Snyder, Indiana
*Ralph Gillette, Ohio
*Fred H. Schneider, Illinois
*Albert J. Caron, New Hampshire
Roger Towner, Indiana
Stephen L. Capper, Indiana
E. C. Jenkins, Jr., California
Toxey T. Fortinberry, Mississippi
Irwin Landolt, Missouri
Richard K. Mather, Connecticut
Donald L. Wolf, Illinois
Irvin Schultis, Nebraska
Robin Marshall, Nebraska
G. H. Shaw, Louisiana
Harry J. Butler, Georgia
L. M. Sweet, Florida
W. P. Drake, Illinois
William Yoder, Indiana
Laird N. Glover, Indiana
Homer W. Snyder, Maryland
Buster Hewkin, Missouri
H. Willard Arnaman, Missouri
Lee Lewis, Missouri
John W. Rigsbee, New York
Lewis Bronstein, New York
Donald W. Maloney, New York
William A. Maloney, New York
Elwood G. Heller, New Jersey

IN UNITY THERE IS STRENGTH

Arthur G. Porter, Minnesota
 *Bernard Schlinder, Illinois
 *Allen Hendrix, Texas
 *Jack Tarpley, Texas
 Albert L. Rankin, Ohio
 *Frances R. Hamilton, Indiana (Life)
 Joseph F. Sedmera, Florida
 John S. Kasten, Illinois
 H. W. Sigrist, Indiana
 Peter M. Feinberg, Massachusetts
 W. E. Tinnin, Mississippi
 Vernon McCracken, Missouri
 Allen Nixon, New Jersey
 Donald Kent, New York
 George J. Nichols, New York
 *John Cleator, California
 George Levitin, New Jersey
 I. Shoolman, New York
 Richard W. Bronstein, New York
 Harry W. Kerns, Ohio
 Luther J. Hardesty, Ohio
 Gilbert C. Marty, Minnesota
 Thomas M. Caldwell, California
 Larry Dealey, Ohio
 Garry Hostetler, Kansas
 Ralph Hostetler, Kansas
 Lynn Hostetler, Kansas
 Leo Crawford, Kansas
 Harlan Kirk, Kansas
 Vic Roth, Kansas

Leo J. Bree, Illinois
 M. J. Ford, Washington
 *Kenneth C. Snider, Indiana
 *Ray Webster, Alabama
 Syl Schumacher, Illinois
 *Paul F. Dalton, Virginia
 *Danny Browder, Mississippi
 *John Barrera, Missouri
 *Vincent J. Cali, New York
 *William K. Filiatream, New York
 Frank Tharp, Nebraska
 Avery E. Forke, Nebraska
 Don L. Forke, Nebraska
 Marvin Spitsnogle, Nebraska
 John W. Heist, Nebraska
 R. E. Stanley, California
 Crawford J. Carroll, Delaware
 Roy L. Butler, Georgia
 Ron Biddle, Indiana
 J. F. Sanmann, Indiana
 Harold M. Bloom, Michigan
 George A. Mann, Missouri
 Van L. Smith, Ohio
 D. E. Blankenship, Ohio
 R. P. Keller, Tennessee
 Albert J. Durham, Tennessee
 C. W. Sampson, New Mexico
 *Art Neiderberger, California
 Boyd Michael, Missouri (Life)



In the picture at the left, Harold Spoor, Baldwinsville, N.Y., receives plaque for "outstanding contribution to the profession of Auctioneering and to the National Auctioneers Association," in behalf of a fellow New York state man, Col. Harris Wilcox, Bergen. At the right, Mrs. Margaret Berry, West Newton, Pa., receives a similar plaque, awarded posthumously to her husband, Col. Tom D. Berry. Wilcox and Berry become the ninth and tenth men to win this coveted prize, called "Auctioneerings Highest Award."

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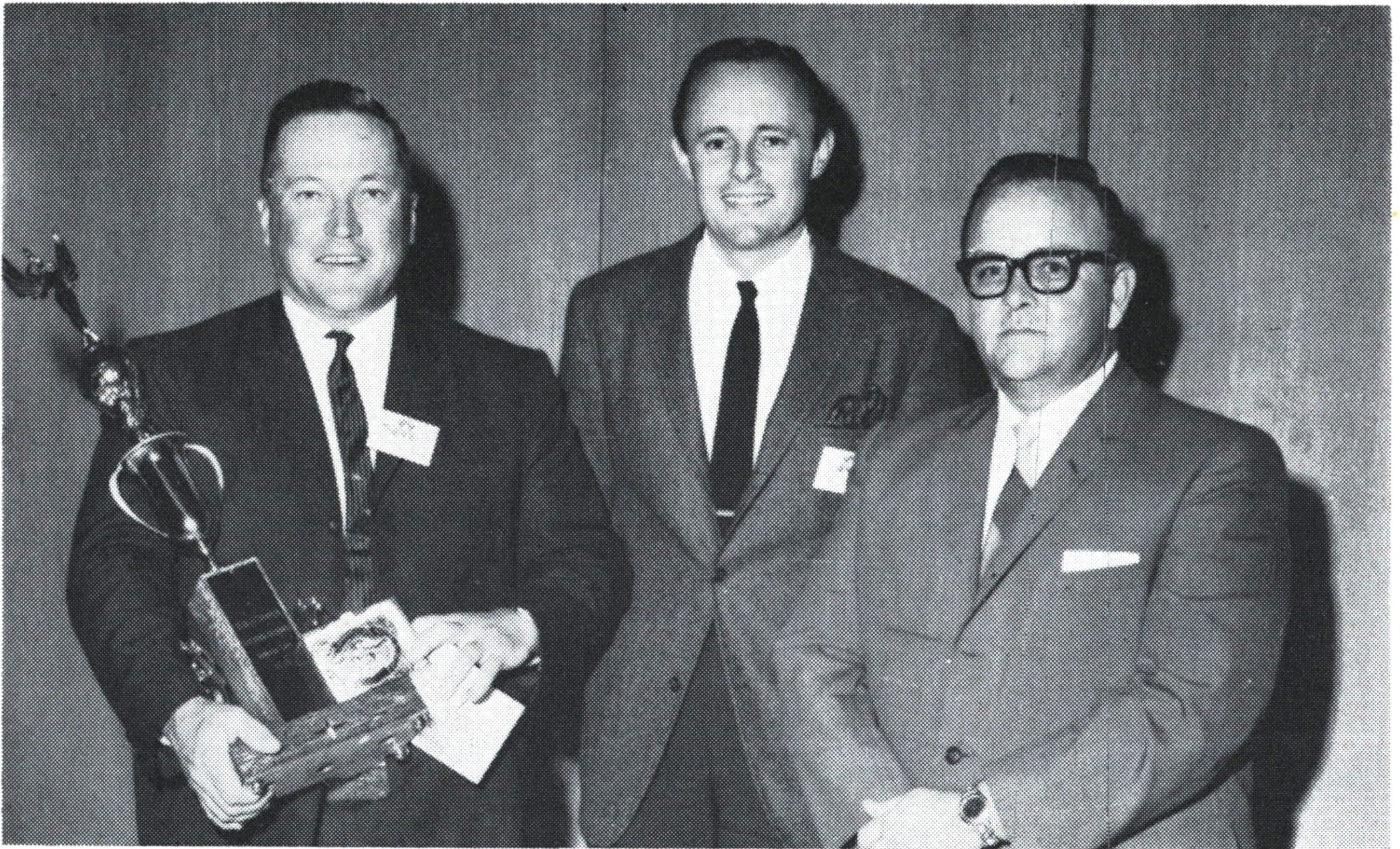
Please rush complete free details on the low-cost disability plan available to members of the National Auctioneers Association.

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Glen Helberg, left, winner of the 1965 World Championship Auctioneer Contest, held in connection with the Livestock Marketing Congress, proudly displays one of the many prizes that accompanied his honor. In the center is H. "Skinner" Hardy, Bakersfield, Calif., Reserve Champion winner and on the right is Ervin Moss, Humboldt, Iowa, first runner-up. Cols. Helberg and Hardy are NAA members.

Glen Helberg Named Champion Auctioneer

KANSAS CITY, Mo. — Glen Helberg, Western Livestock Auction Co., North Platte, Nebr., was named 1965 World Champion Livestock Auctioneer at the close of the two-day contest held as one of the features of the annual Livestock Marketing Congress. Helberg is past President of the Nebraska Auctioneers Association.

H. Skinner Hardy, Bakersfield Livestock Auction Co., Bakersfield, Cal., placed second. Erwin G. Moss, Fort Dodge Livestock Auction Co., Fort Dodge, Iowa, was third.

Fifteen top livestock auctioneers from throughout the nation were entered in the event, each sponsored by a Certified Livestock Market. The contest was conducted by the industry trade association of those market businesses.

The colorful contest was staged in the Hotel Muehlebach with each entrant

selling from two lots of ten Kansas and Missouri calves.

Helberg demonstrated the skills which made him the winner when he sold the contest calves by auction at the awards banquet Saturday night. He received a \$300 purse, champion's trophy and belt buckle, as well as a gold-plated microphone. He also was given a lifetime membership in the National Auctioneers Association.

Judging is based on an extensive point system covering all aspects of selling and merchandising livestock by auction.

The panel of 5 judges who made the awards were: Bernard Hart, Frankfort, Ind., secretary, National Auctioneers Assn.; Edwin Buckner, Mexico, Mo., 1963 champion; Cecil Ward, Gainesville, Tex., 1964 champion; Richard De-wees, Kansas City, president, Missouri Auction School; and Roy Ownby, Richmond (Va.) Livestock Co.

Learn how to give without hesitation, lose without regret, acquire without meanness.

Ohio Auctioneers In Summer Meeting

By NEWT DILGARD, Secretary

The summer meeting of the Ohio Auctioneers Association was held in Findlay, June 12th and 13th, 1965.

Seventy-five auctioneers attended the Saturday evening session which was opened with a few welcoming remarks from President Jewell. The meeting was then turned over to Gene Slagle, a state representative as well as a member of the Auctioneers Commission. He told of the proposed changes and additions to the auction law which had passed both the House and Senate and were now awaiting the Governor's signature. One of the changes was the necessity of a written contract covering most of the auction sales.

Chairman Amos and his commiiee of Babb and Slagle presented copies of contracts which were discussed. Chuck Carroll, Assistant Chief of the Division of Licensing, was present and assisted Dick

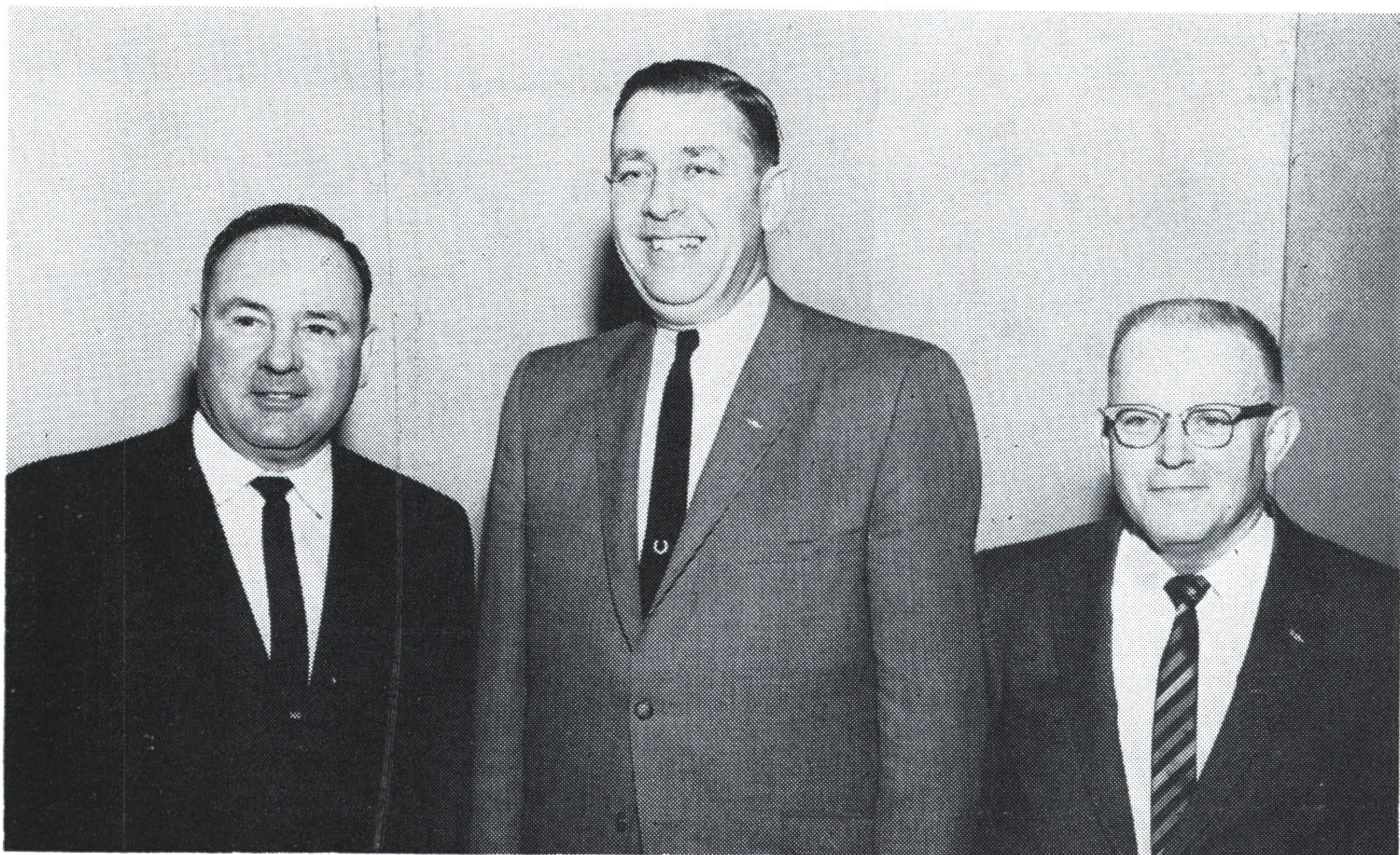
Babb in moderating a question and answer period.

The secretary's report on Sunday morning showed 301 members including one life member. Names of 24 applicants were read and Allen Sooy moved they be voted in with Harold Ettlting seconding the motion. They were all voted into membership. Two were on the distaff side, making three now in our membership.

After a smorgasboard served to 153 persons, we heard a humorous talk by our own Emerson Marting. Dinner music by Allen Bradley and singer was enjoyed by everyone.

Reconvening for the business meeting, Walter Hartman spoke on the obligations to another auctioneer, Gene Slagle on the obligations of auctioneers to apprentices and Harold Vaughn on the obligations of the apprentice to his auctioneer. Don Stafford then chaired a question and answer period. Meeting adjourned at 5:00 P.M.

The bonds of matrimony aren't worth much unless the interest is kept up.



L. Howard Jewell (center) Mt. Gilead, will lead the Ohio Auctioneers Association in 1965. His chief assistants will be Vice President, Hobart Farthing, Findlay (left) and Secretary-Treasurer, Newt Dilgard, Ashland, (right).



Western College of Auctioneering

Pictured on the opposite page are the members of the June (1965) Class at the Western College of Auctioneering, Billings, Montana. Identification follows, reading from left to right in each instance.

FRONT ROW: Instructors, Armon Wolff, Golden Valley, North Dakota; Dusty Dustin, Billings; Bob Musser, Cody, Wyoming; R. J. "Bob" Thomas, President, Billings; W. J. "Bill" Hagen, Billings; Ray L. Burgess, Casper, Wyoming; Jim Messersmith, Jerome, Idaho.

SECOND ROW: Ralph Moore, Whitehall, Montana; Wm. Mowdy, Klamath Falls, Oregon; Jim Rosser, Austin, Texas; Harold Britton, Loma, Montana; Ray Granmoe, Glendive, Montana; Harold Olson, Lewiston, Idaho; David Riste, Idesleigh, Alberta, Canada.

THIRD ROW: Richard Hulsebus, Madison, South Dakota; Larry Wooten, Maljamar, New Mexico; Billie Day, Calgary, Alberta, Canada; Gary Rosin, Cokato, Minnesota.

FOURTH ROW: Terry Sudik, Wahoo, Nebraska; John Zaunter, Salem, Oregon; Jimmy Moore, Bowden, Georgia; Bill McDermith, Mechanicsburg, Illinois; Michael Maxfield, Torrington, Wyoming;

Pat Zerr, Mobridge, South Dakota; John Cleator, Topanga, California; John Martyn, Frains, Alberta, Canada.

BACK ROW: Kenny Boren, Ely, Nevada; J. Mack Farmer, Hattiesburg, Mississippi; Johnny Johnson, Grantsville, Utah; Del Schulze, Washougal, Washington; Gerold Thompson, Fort McLeod, Alberta, Canada; Dud McMorris, Verderhoof, B. C. Canada; Dan Manning, Ogden, Utah; Bobby Boren, Ely, Nevada.

Hauschildt Honored By Colorado Group

By ED GIBSON, Secretary

Colorado Auctioneers Association held a picnic and meeting at the Fort Collins Park on June 26th. Forty auctioneers and their wives enjoyed the get together.

President Fred Ramaker asked how many were planning to attend the National Convention in Spokane, Washington.

A plaque for dedicated service to the auctioneering profession was presented to Col. Bill Hauschildt by Col. Fred Ramaker. He was also made an honorary member of the association.

We discussed ways to increase our membership and made plans for our January meeting.

Philadelphia In 1966

Philadelphia, Pa., was selected by the Board of Directors of the National Auctioneers Association as the site of the 1966 National Convention. Dates will be July 14-15-16, and headquarters will be the Bellevue Stratford Hotel in downtown Philadelphia.

Ralph Horst, 2nd Vice President of the NAA, was appointed by President Cummins to serve as Convention Chairman. Cummins made the announcement at a Board meeting following the 1965 National Meeting.

Named to serve on the Public Relations Committee are: Stanley Leiberman, Berwyn, Pa.; C. Morell Brown, Doylestown, Pa.; and Henry Brooks, Wilkes-Barre, Pa. It shall be the duties of this Committee to handle public relations and publicity, before, during and following the 1966 convention. Their terms expires on August 1, 1966.

Membership Ascends To Another New Pinnacle

Membership in the National Auctioneers Association reached another new high on June 30 of this year when 2,136 active members were on our rolls. This was an increase of 66 over the previous high a year earlier. You will recall that a year ago we were trying desperately to reach the magic number of 2,000, a goal which was realized through the cooperation of other members. The fact that we were not shooting for a specific goal this year probably had some affect upon the over all picture.

Compared with five years ago the picture is much brighter. At that time we had reached 1,296, which was at the time, a record. During the past five years our membership has increased more than 65%. Similar progress during the next five years would bring our total membership to something like 3,600.

The following table of members by states gives one the facts of what states are making the gains as well as those that remain dormant in membership. How is your state doing?

State	Members June 30, 1960	Members June 30, 1964	Members June 30, 1965
Alabama	7	9	13
Arizona	1	10	8
Arkansas	6	33	54
California	25	45	58
Colorado	30	40	44
Connecticut	3	7	7
Delaware	1	3	4
Dist. of Columbia	1	1	1
Florida	16	27	30
Georgia	14	17	18
Hawaii	1	1	2
Idaho	5	9	18
Illinois	81	141	152
Indiana	93	129	132
Iowa	44	82	75
Kansas	64	97	102
Kentucky	76	87	80

Louisiana	5	9	8
Maine	5	4	5
Maryland	18	21	25
Massachusetts	21	30	29
Michigan	32	57	53
Minnesota	17	21	22
Mississippi	3	6	6
Missouri	46	65	62
Montana	11	29	37
Nebraska	107	136	147
Nevada	2	2	0
New Hampshire	5	3	3
New Jersey	32	32	35
New Mexico	6	18	15
New York	57	66	72
North Carolina	22	26	23
Northm Dakota	8	26	29
Ohio	95	153	148
Oklahoma	10	28	21
Oregon	11	16	20
Pennsylvania	70	147	131
Rhode Island	5	6	5
South Carolina	2	10	13
South Dakota	9	26	27
Tennessee	59	96	89
Texas	30	72	71
Utah	1	2	2
Vermont	2	4	2
Virginia	21	42	44
Washington	8	13	27
West Virginia	12	18	16
Wisconsin	68	104	107
Wyoming	12	18	15
Canada	15	25	27
Australia	0	1	1
Germany	1	0	0
West Indies	0	0	1
Totals	1296	2070	2136

Buys Auction Share

MASON, Texas —John C. (Corkey) Eckert, area ranchman, has purchased ½ interest in the Mason Auction Co., and will be partners with Francis Kothman. The firm will hold two sales each week, with sheep and goats selling on Tuesdays, and cattle on Thursdays.

W. V. Emrich To Lead Markets Association

KANSAS CITY, Mo. — W. V. Emrich, Norfolk Livestock Sales Co., Norfolk, Nebr., has been named president-elect of the Certified Livestock Markets Association. Election of officers was held July 3 as the business trade association of 800 livestock market businesses ended its convention sessions held during the annual Livestock Market Congress.

Ingvard Svarre, Sidney Livestock Market Center, Sidney, Mont., was elected vice-president. Kenneth E. Woods, Henderson Sale Co., Henderson, Tenn., was named treasurer and Herb V. Rockhill, Eureka Auction Sale, Eureka, Kans., secretary.

W. H. Hodges, Alexandria, La., is president and serves until December 1 when the officers - elect are installed to their respective offices.

Also elected to the Livestock Market

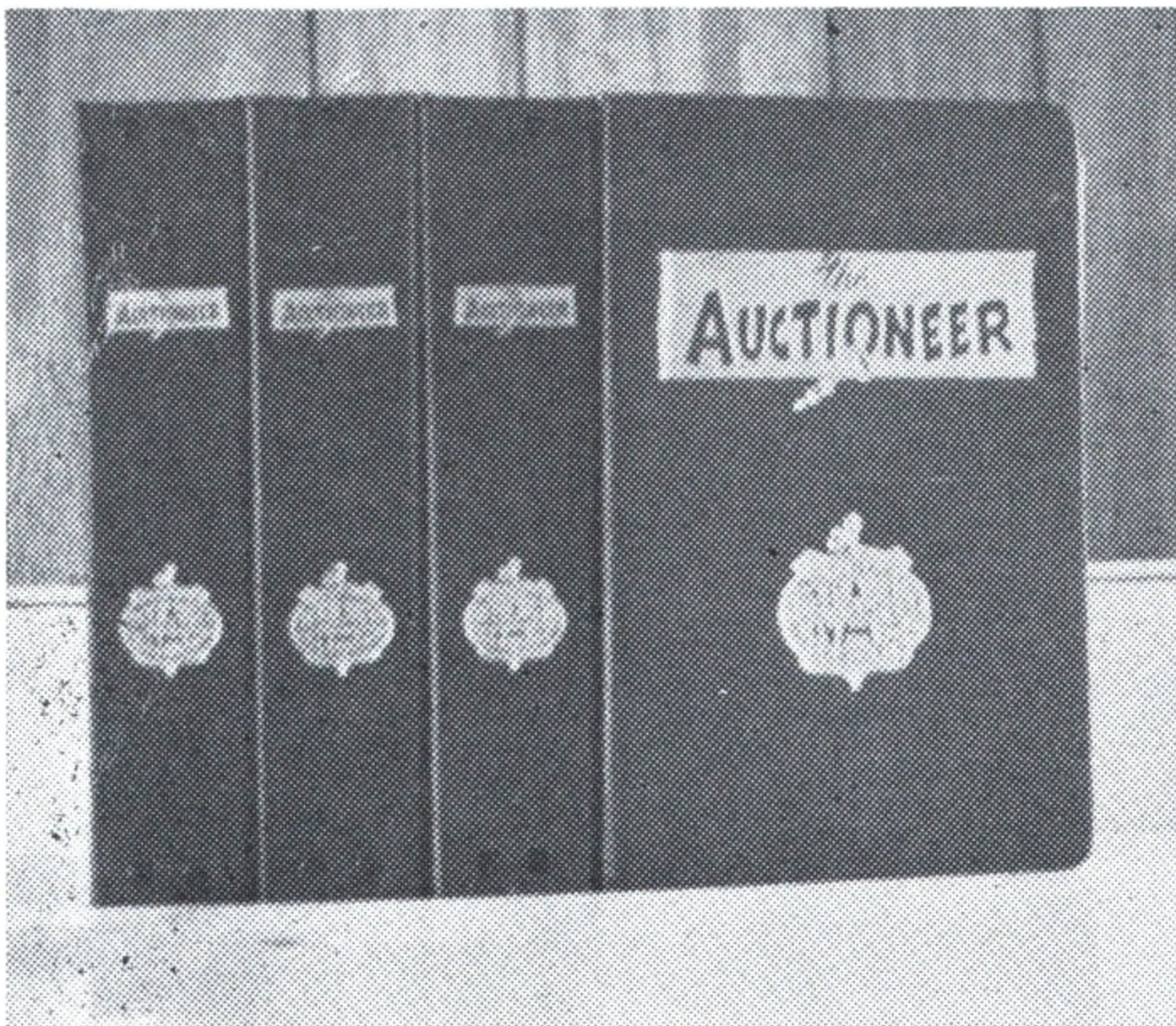
Council were five marketmen: Forest Noel, Missouri Livestock Market Center, Mexico, Mo.; Morgan Beck, Ontario Livestock Commission Co., Ontario, Ore.; Lester Kelly, Jr., Brown County Sales Assn., Mt. Sterling, Ill.; Roy Ownby, Richmond Livestock Co., Richmond, Va.; and Hodges.

The Association accepted the Michigan invitation to hold its convention and Livestock Marketing Congress in that state in late June, 1966.

AUCTION ELIMINATES BUZZ

Postmaster, Howard Perdon, Jerseyville, Ill., succeeded in auctioning an unclaimed beehive (complete with bee population) for \$3.

The bees had been shipped from Georgia to a Jerseyville man who insisted he had cancelled the order before they arrived. Postmaster Perdon isn't certain whether \$3 is a fair price but said, "Anyway, now we can work without a buzz in our bonnets."



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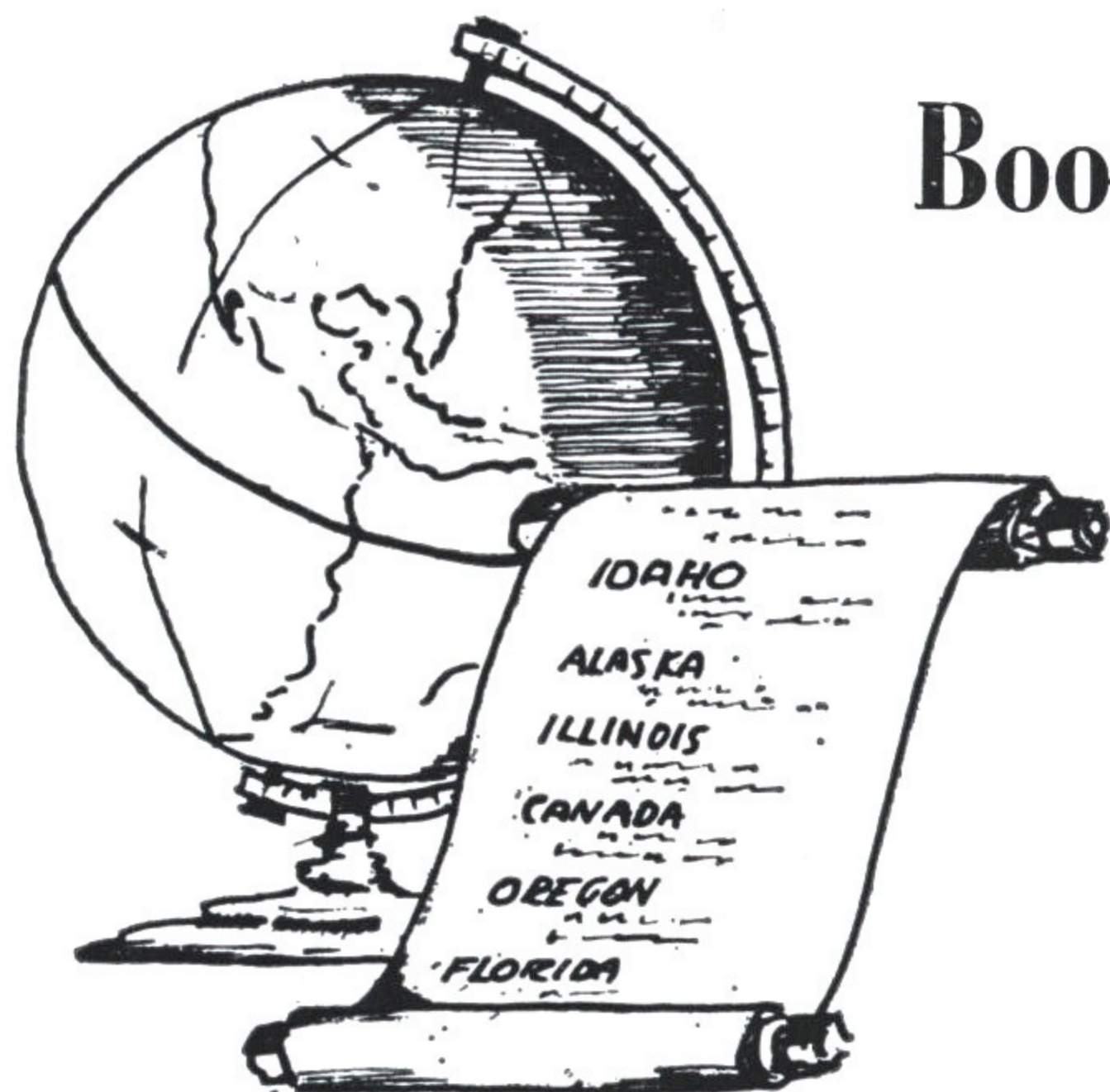
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The Ladies Auxiliary to the
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THE MEMBERS SAY . . .



Dear Bernie:

Just a line to let you know that I enjoy "The Auctioneer" very much. I think you are doing a wonderful job with it.

I thought I would get to the Convention but I couldn't make it this year. I really enjoy them.

I am enclosing a check for my dues and will be looking forward to the next issue of "The Auctioneer" with all the convention news.

Yours truly,
J. C. Kornbrust
East Moline, Ill.

Dear Bernie:

The Convention was sure fine. I enjoyed it very much as well as my wife, Mina, and granddaughter, Susan, also did. It was nice to meet you in person and the other folks such as the Stambler, the Overtons and that great fellow, Col. Cummins, now the new President.

I met so many Cols. that I can't remember all of their names except the Dudleys from Iowa. My party was seated with them at the Thursday dinner. I am glad that I attended. It was not only entertaining, but also instructing. The various talks on sales and other subjects was enlightening.

The Fun Auction was exciting, the auctioneers were superb. The Friday night show was enjoyed very much and the Banquet was out of this world.

Pennsylvania is a long way from here, so I may not see you all next year. Then, that hot weather is something to think about. We folks from the Puget Sound can't take the hot weather. It was so hot in Spokane, that we were sure glad to get home.

Sincerely,
Al Gay,
Seattle, Wash.

Dear Sir:

Please find enclosed check for \$10.00 for my dues for the coming year. I have really enjoyed "The Auctioneer."

Sorry I couldn't attend the Convention in Spokane. I know it would be a wonderful and educational meeting for all auctioneers. I hope to attend the National Convention next year, wherever it may be.

Keep up the good work.

Yours truly,
Tom D. Flesher
Ridgeville, Ind.

Dear Bernie:

For some number of years I have enjoyed knowing you, and also appreciate the many kind deeds that you have done for the entire auction industry.

THE AUCTIONEER, that you publish every month, truly is an honor and a credit to our profession. I have been an auctioneer since I was 15 years of age, and this profession, next to Christianity, is the greatest in America, today. Automobiles are my specialty for they are not only the wheels of progress but mean a lot to the economy of the entire nation. I have owned and operated an auction since 1919.

I look forward to receiving THE AUCTIONEER every month. Keep up the good work!

Kindest personal regards
W. E. "Bill" Tinnin
Meridian, Miss.

Dear Mr. Hart:

I am writing to you in regard to "The Auctioneer". I have moved and forgot to send my change of address, so I missed

the June and July copies. Also, please change my address on the Booster Page.

In December of 1964 I graduated from the Missouri Auction School and when I came home I started looking for auction work and didn't have any luck. But I didn't give up. I wrote letters and talked to many auctioneers and I received the same answer every time, "We are full up."

I kept telling my wife I'd get my chance someday so I just kept on practicing and the first of June, my chance came. It was then I had the opportunity to start working at the Roseville Livestock Auction, a Certified Market at Roseville, Calif., selling and working the ring. I am passing this story on to those who are just starting to encourage them not to give up.

Sorry I did not get to Spokane for the National Convention, but I could not get away at that time. It is my desire to get a California Auctioneers Association started and I have talked with others who think it would be a good thing. I will appreciate any help you can give me.

Very Sincerely,
Beman Talbert
Pleasant Grove, Calif.

Gentlemen:

Enclosed is check for 1965 to 1966 dues. I enjoy the magazine a lot, in fact, the whole family enjoys it.

Sincerely,
Art Mahnke
Lusk, Wyoming.

Dear Bernie:

I am now selling at the Sanford Farmers Auction every Friday night. This is about the oldest Auction Barn in the state. I am also selling at Palm Bay, south of Melbourne, every Saturday night. I would like to make the acquaintance of some of the NAA members here in Florida.

Thanks for everything. It's a pleasure to be a member of such a fine organization. Every once in a while I manage to read about one of my old Reppert classmates, Bill Preston, from Trussville, Ala.

Keep up the good work
Lewis C. Dell
Sanford, Florida

Dear Mr. Hart:

Here's a check for membership in the National Auctioneers Association and the promotional items checked. I wish I had enough words to thank all my instructors at Western College of Auctioneering in March of this year. It was the greatest investment I ever made.

Keep "The Auctioneer" magazine coming.

Sincerely,
Paul B. Perry
Madera, Calif.

Dear Bernie:

I wish to take this means to express my personal thanks to you for the write-up in my local paper regarding my attendance at the Convention. That small article has increased my prestige as the local auctioneer in this community, many questions have been asked regarding the profession and I have received invitations to speak on the auction profession.

Please find money order enclosed for next year's dues. Never let it slip your mind that I do not wish to miss a single copy of "The Auctioneer." Again I thank you from the bottom of my heart and I hope to attend many more of our National organization's meetings.

Auctioneeringly yours,
M. J. Ford
Usk, Washington

Auctioneer Named Township Assessor

Col. Mike J. Waide, Alton, Ill., has been appointed Assessor of Alton Township. Col. Waide and his son, Mike, Jr., are both recent graduates of the Missouri Auction School.

Mike Jr. graduated this spring from Alton High School with a Silver Alpha award as well as a four year scholarship at the University of Illinois.

The Waides are intensely interested in the auction profession and have suffered the disappointments many others have experienced in gaining entrance to the auction profession. However, they are determined to succeed and are planning an Alton Auction Arena in the future.

Parke-Bernet Sales

Total \$13,471,835.00

Seventy-three auction sales at the Parke-Bernet Galleries (980 Madison Avenue, New York), held between September 1964 and June 1965 brought a total of \$13,471,835 for collections of paintings, drawings, prints, books, antique furniture and objects of art of various categories. Nearly half was for paintings; books, manuscripts and prints accounted for about \$850,000. Almost two and a half million came from sales of jewelry, a record year for the department; Oriental and primitive art accounted for about \$450,000; and the balance of almost four million from sales of antique furniture and objects of art.

Louis J. Marion, president of Parke-Bernet, commenting upon the past year and future plans, said: "The first season at Parke-Bernet since its affiliation with Sotheby and Co. in August 1964 produced the second highest total in its history, being exceeded only by 1961-62, the year of the Erickson sale of Old Master paintings. Parke-Bernet sales reflected a rising market for the increasingly rare works by the great masters of the past hundred years. As a direct result, there was a greater demand for important works by minor masters of the Barbizon, French Impressionist and post-Impressionist schools. Also evidenced were a growing appreciation among American collectors for drawings, and for sculpture, both representational and abstract; a renaissance of interest in the Mexican-Spanish school of painting; and more extensive collecting of original graphics.

"From attendance figures at exhibitions and sales, the increased numbers of new buyers throughout the United States, it is clear that there is virtually no limit to the demand for paintings, works of art and rare literary property. We shall try to meet this demand with sales designed for the convenience and the interest of collectors and dealers in specialized fields. Successful use of the Early Bird satellite on May 24 to relay bids across the Atlantic, and the inter-continental

telephone bidding system set for the Zaddock sale at Sotheby's on June 22 presage a healthy expansion of New York - London participation in future important auction events.

MAJOR SALES

The season's highest total for any one sale was \$2,345,800 for Impressionist and modern paintings, sculptures and drawings from various collections, sold on April 14, the same evening that forty-three contemporary works from the Dotremont collection brought \$510,000. The grand total of the two sales, \$2,855,800, was the highest amount ever realized in the United States for modern works auctioned in one evening. Next highest totals were \$1,341,560 for the Mrs. A. Hamilton Rice collection of precious-stone jewelry, world record for a jewelry auction; then for modern paintings, \$675,900 for works from the collection of Mr. and Mrs. Walter Ross, \$543,100 for modern examples from various owners sold on May 12, \$483,050 for forty works from the Ira Haupt collection, and \$437,750 for paintings from Robert Q. Lewis and others. The \$360,800 total received for the Mrs. A. Hamilton Rice collection of English silver was the U. S. record for an auction of silver.

PAINTINGS

About 2,150 paintings were offered this season in seven evening sessions, five afternoon sales and in a number of general art sales, accounting for \$6,014,875, or nearly one half of the season's total.

As in previous years, French Impressionist and post-Impressionist works brought the highest prices. Despite fluctuations of taste and fashion, prices for abstract expressionists held up well, particularly for the masters of the genre, such as Pollock and de Kooning. Works of younger contemporaries such as Robert Rauschenberg and Ellsworth Kelly aroused great interest and brought prices exceeding pre-sale estimates. Top prices for modern works were \$410,000 for Degas' *Repetition de Ballet*, a world auction

record; \$240,000 for *Les Dechargeurs* by Van Gogh; \$155,000 another world auction record, Bonnard's *La Glace Haute*, which had been sold at P-B in 1961 for \$101,000; \$117,000 for Picasso's *Verre, Bouquet, Guitare, Bouteille*, \$112,500 for *Nymphes* by Monet; and two more world auction records, \$82,500 for Chagall's *La Madone du Village* and \$74,000 for Vuillard's *Portrait de la Comtesse de Noailles*. Among later works, the widely-publicized first painting by Sir Winston Churchill to be auctioned in America, *Canal Scene*, fetched \$26,000; Jackson Pollock's *Blue Unconscious* brought \$45,000 and Rauschenberg's *Gloria* \$15,000.

The (continued) demand for American paintings, which has developed markedly over the past few seasons, was reflected in the sale of January 27, which brought \$287,500, the highest total an auction of American paintings has ever brought. Included, in addition to a small group of abstractions, were representative examples by XVIII, XIX and early XX century figurative artists, including Inness, Robinson, Sully, Wyant, Davies, 'Grandma' Moses, Potthast, Sloan, Wyeth and Rivers, all of which brought the best auction prices for these artists in recent years.

FURNITURE AND OBJECTS OF ART

Sales of furniture and decorations, rugs and objects of art totaled \$3,811,537. Top prices obtained for French XVIII century cabinetwork were:

A pair of Louis XV acajou and faux-satine marquetry *petite commodes*, mounted in *bronze dore'*. \$14,000

A Louis XV kingwood and faux-satine' marquetry occasional table by Roger Vandercruse, dit Lacroix \$10,750

A Louis XVI *palissandre petite secretaire*, inset with vermilion lacquer panels, by Adam Weisweiler \$10,000

Among objects of vertu an extremely important wrought gold, rose and white enamel serpent-and-egg rotary clock, set with diamonds, by Carl Faberge' brought the world auction record price of \$50,000. Two sets of Charles II silver plates brought \$25,500; a set of four Queen Anne silver octagonal candlesticks by Lewis Mettayer (?), 1707, \$16,500; an 18-karat gold tea and coffee service and gilded silver tray, \$16,000; two sets of George III gilded silver dessert plates by Paul Storr, 1798, \$14,250; and an Oriental Lowestoft *famille rose* dinner service, with *Bianco-sopra-bianco* decoration, c. 1760, brought \$10,500 and a late XVI century Flemish hunting tapestry fetched \$8,750.

JEWELRY, ORIENTAL ART ANTIQUITIES

The world record for a jewelry auction was established when the collection formed by Mrs. A. Hamilton Rice brought \$1,341,560. Outstanding individual prices were \$160,000 for a 29-carat diamond ring; \$105,000 each for a diamond necklace with gems weighing about 148.50



Officers and Directors of the Texas Auctioneers Association, from left to right: Jack Harper, Austin; Bill Wendelin, Henderson; Jerry Foster, Houston; Walter Britten, College Station; Grover Howell, Dallas; Maurice Britten, Groom; Lamar McCamy, Belleville; Dub Bryant, Big Spring; and Cliff Harper, San Antonio.

carats, and an 18.75-carat diamond ring; and \$85,000 for an important ruby ring. Four sales of Oriental art, one of Indian sculptures and ancient art of the Near and Far East, and one of Primitive art produced an aggregate total of \$461,280.

BOOKS, MANUSCRIPTS AND PRINTS

Books, manuscripts and graphics produced a total of \$837,910 for nineteen sales. Commenting on the literary season, Jerry E. Patterson, head of the Book Department, said: "During the 1964-65 season, consignments were drawn from many parts of the United States, from England and South America. A marked increase was shown in the number of institutional libraries which used the auction room to dispose of their duplicate and out-of-scope materials. In general, the most outstanding prices were achieved for manuscript material, which greatly outnumbered book sales. Throughout the season, illustrative material was also much sought after."

Among high prices were \$27,500 for George Washington's signed copy of the Acts of Congress and \$15,000 for a Washington letter. Three lots of Zachary Taylor material, covering his Florida and Mexico war experience attained the unexpectedly high figure of \$15,700; and two world records were established for John F. Kennedy material; \$2,600 for a copy of his privately printed book **As We Remember Joe** and \$9,500 for a group of letters relating to P.T. 109. The extensive unpublished illustrated manuscript journals of the naturalist and author, Ernest Thompson Seton sold for \$9,500.

The Arne Pettersen sale of Reformation material brought \$142,530, the largest total of the year for a single book auction, with a Martin Luther manuscript, circa 1544, bringing \$11,000, two Luther letters \$6,500 and \$6,000, a XIII century manuscript Bible \$6,750, and a first edition of Josephus (1470), \$5,250.

Prints, modern illustrated books and other pictorial material offered in three special sales and included in additional book sales provoked spirited bidding. The highest prices brought were \$6,500 for the **Fables of La Fontaine**, illustrated by Chagall, and \$7,625 for an unusual series of thirteen flower paintings on parchment by Panrace Bessa.

SPECIAL EVENTS AND BENEFITS, PARKE-BERNET INC.

A gala subscription dinner for the benefit of the English-Speaking Union, for which three of the main exhibition galleries were transformed to suggest the atmosphere of a late XIX century Parisian bistro, was held in the interval between the two major modern painting sales, on April 14, which contained important property from Mrs. E. Bin, Italy, and Mrs. Victor Oliver, London, as well as forty-three works from the Dotremont Collection of Brussels.

A historic first in auction history took place on May 24 when a sale of Audubon and other prints and three modern paintings at Sotheby's in London was relayed to Parke-Bernet via the Early Bird Satellite for simultaneous bidding in both cities. The success of this initial transatlantic art auction was proven when the three featured paintings by Churchill, Degas and Cassatt, all of which were physically in London, went to American bidders watching at Parke-Bernet, in addition to eighteen of the Audubon prints. The Churchill, **Menaggio, Lake Combo**, brought \$39,200, breaking the auction record previously set on April 14. Three benefit sales took place at Parke-Bernet this season, to aid Irvington House, Cancer Care and the United Jewish Appeal, producing a combined total of \$120,005.

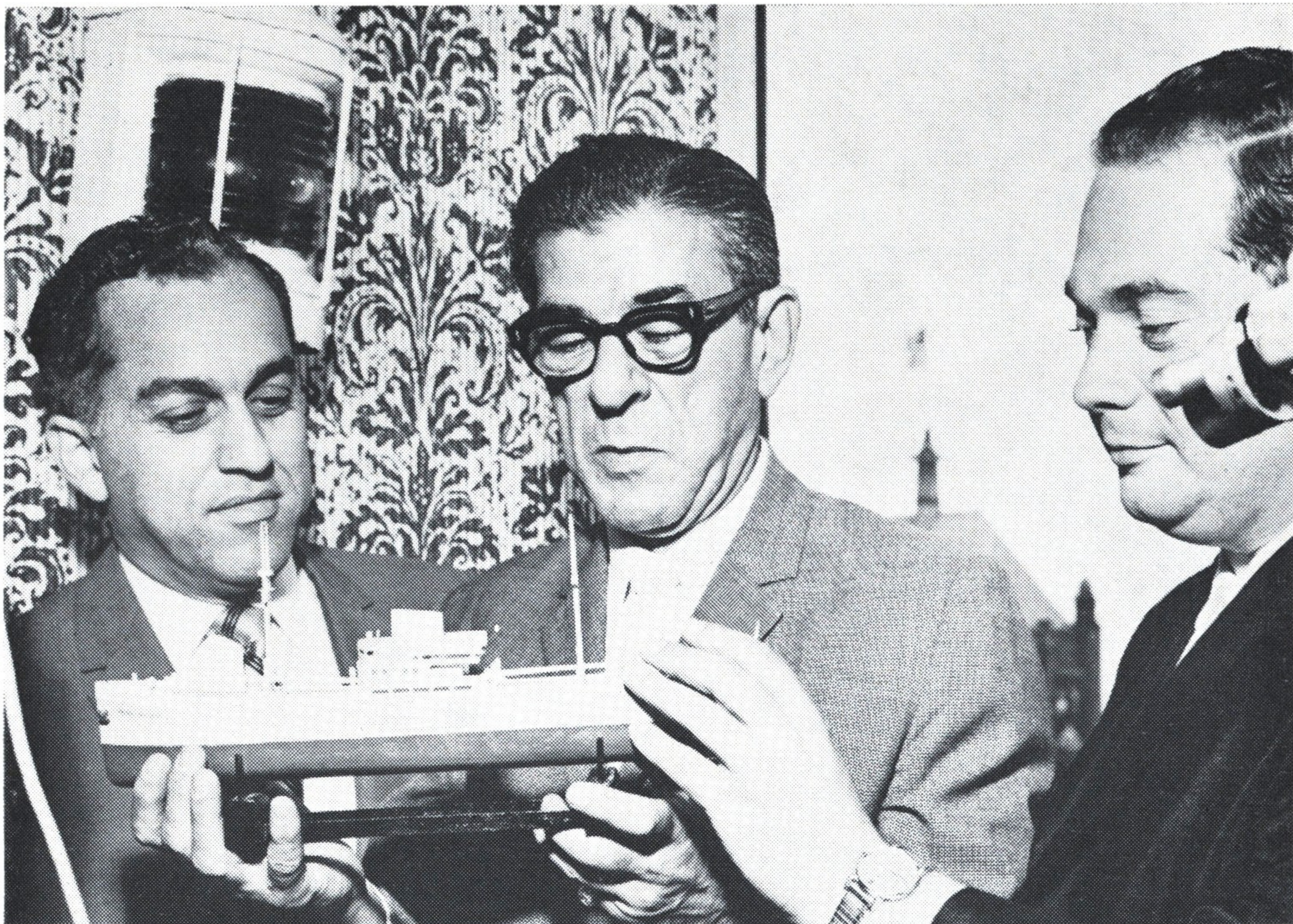
Under Parke-Bernet, Inc., machinery, surplus and real estate division, a seventh sale of Grumman Aircraft Engineering Corp. surplus commercial and aircraft fittings and hardware was held, bringing \$96,625.

Sunken Ship Sold In Unusual Auction

MILWAUKEE, WIS. — The Prins Willem V, sunken Dutch cargo ship lying at the bottom of Lake Michigan, was sold at a public auction marked by spirited bidding, high excitement, and fast action.

New owner of the "Willy Five" is Charles K. Huthsing, chairman of the board of General Fire Extinguisher Corp. Northbrook, Ill., who bid \$85,000 for the sunken ship and her cargo, originally valued at \$2,000,000.

The scene of the auction, held in Mil-



All attention focuses on a hand-made model of the Prins Willem V., sunken Dutch Cargo ship, just before auction at which it was sold for \$85,000. Holding ship for prospective bidders and news cameramen is Lester R. Winternitz (center), president of Samuel L. Winternitz and Company, industrial auctioneers. At left is Douglas C. Steltz, Milwaukee vice-president and general manager of the auction firm and auctioneer for the sale of the ship. Stephen Winternitz, vice-president and the third generation of the family active in the business, is at right. Ship's model was borrowed from the Milwaukee Public Library.

waukee by Samuel L. Winternitz and Co., industrial auctioneers, was enlivened by a crowd of 300, including prospective bidders, curious spectators, TV camera crews and members of the working press.

From opening bid to the final "Going, Going, Gone" pronounced by auctioneer Douglas C. Steltz, the auction took only 10 minutes. Bidding for the ship and cargo offered on an "as-is, where-is" basis, started at \$35,000, with 11 bidders running it up to the final bid.

Huthsing said he planned to salvage the ship and use it as a floating warehouse and salesroom on water for the international division of his company.

The auction of a sunken ship was the first of its kind in the Great Lakes, according to the Winternitz Company.

The Prins Willem V lies on her side in 75 feet of water, 3.8 miles due east of the entrance to Milwaukee Harbor. The ship sank in 1954 after colliding with an oil barge as she left Milwaukee for her home port of Rotterdam laden with cargo. None of the crew was injured.

Included in the cargo were such items as printing machinery and equipment, auto parts, slide projectors, phonographs, overhead garage doors, TV picture tubes, outdoor motors, cowhides, etc. The cargo was originally insured for \$750,000 and the ship was insured for \$1,250,000. All cargo was packed and sealed for export.

The ship is a 258-foot ocean-going diesel motorship designed for trade between the Great Lakes and European Ports. In addition to cargo, she has accommodations for 12 passengers.

Convention Comment

When singer Phil Crosby completed the Lord's Prayer, the Fifteenth Annual Convention of the National Auctioneer Association was officially completed. The convention veterans could look back over those 15 years and say to themselves, or to anyone else, "We have come a long way." The Spokane convention was without a doubt one of the best ever staged by this organization. Every scheduled participant was on hand at the right time, there were no program substitutions necessary and everything was completed on schedule. The program talent was superior in quality and will be hard to match in future years.

* * * *

Two persons who made a lasting impression in the hearts of all who were present were Jim and Justine Messersmith. Serving as Chairmen of this great meeting was a challenge to them and they accepted the challenge and carried it through to a successful completion. We cannot help but laugh up our sleeves when we hear people shying away from responsibilities or that they live too far away. The Messersmiths live some 500 miles from Spokane, but I would like to ask anyone who attended the convention if they could have improved upon their work if they had lived in Spokane. And as for having time, 95% of the auctioneers in the country would envy the calendar of sales that Jim Messersmith has—Justine works with him as a clerk or cashier.

* * * *

When the inimitable Bill Hagen opened the Amateur Contest on Wednesday night of Convention Week, the success of the event was assured. The famed Isabella Room at the Davenport was filled to overflowing. Proving the attendance was above expectations was the necessity of carrying in more chairs after the Contest had started. This part of the Convention has been well accepted the past two years.

* * * *

New this year was the Panel Discussion for ladies only. Many, many ladies work with their husbands, if not in the actual

conduct of the auction, they answer the telephone and are his public relations agent all the time. All the comment we heard about this feature has been favorable. We were disappointed we didn't hear directly from some of the ladies who attended. What about it, ladies? Do you want this convention continued?

* * * *

Wes Wendt, perennial convention attendee from Granger, Wash., finally saw his desires fulfilled with a convention right in his home state. He was on the job early and late, enjoying every minute of it. He arranged for the native Indian entertainers and along with Mrs. Wendt and others from the Evergreen State, served apple juice to one and all during the dancing periods, Thursday and Saturday nights.

* * * *

Many Washington auctioneers and their families are deserving of bouquets, along with others from the Northwest area and it would not be practical to list them all, but you can find their names on the registration list, elsewhere in this issue. But we are going to mention the fine work of Mr. and Mrs. Cliff Williams, who headed the reception committee. This was their first Convention, as it was for many others, in fact they are brand new members of the NAA, but they performed in a commendable manner, made a lot of friends and the NAA is much richer for having them as a part of the organization.

* * * *

Speaking of Williams, we had another Washington couple by that name, Mr. and Mrs. Si Williams of Walla Walla, who added a lot to the convention. Si did a great job as master of Ceremonies at our Grand Banquet. One would have thought he had been doing this every evening due to the poise and dignity he displayed.

* * * *

Never before has the entertainment for the young people been so good. We can't tell you much about it. But here it is, a month after the close of the convention and not that first complaint in this department. There have been no letters of

praise either but judging from past experiences, this is a time when we can say with sincerity, silence is golden.

* * * *

Don Moos, Director of Agriculture of the State of Washington, was made to order speaker for the closing event of the Convention. Don is an Auction School graduate and has had some experience in the field of auctioneering, so he was not exactly talking to strangers. He told of Washington agriculture and its future and this proved an interesting subject as for many, it was their first trip to this State and they actually knew little of its agriculture production or potential.

* * * *

Now that plans for the 1966 National Convention are under way, let's have your own convention comments, likes and dislikes. Voice your opinions now, not after the program is formulated. Those in charge are guessing at what you would like. If they guess incorrectly they should not be criticized. It is your Convention, let's hear from you.

See you next year in Philly.

Fred Smiley Dies At Age of 45

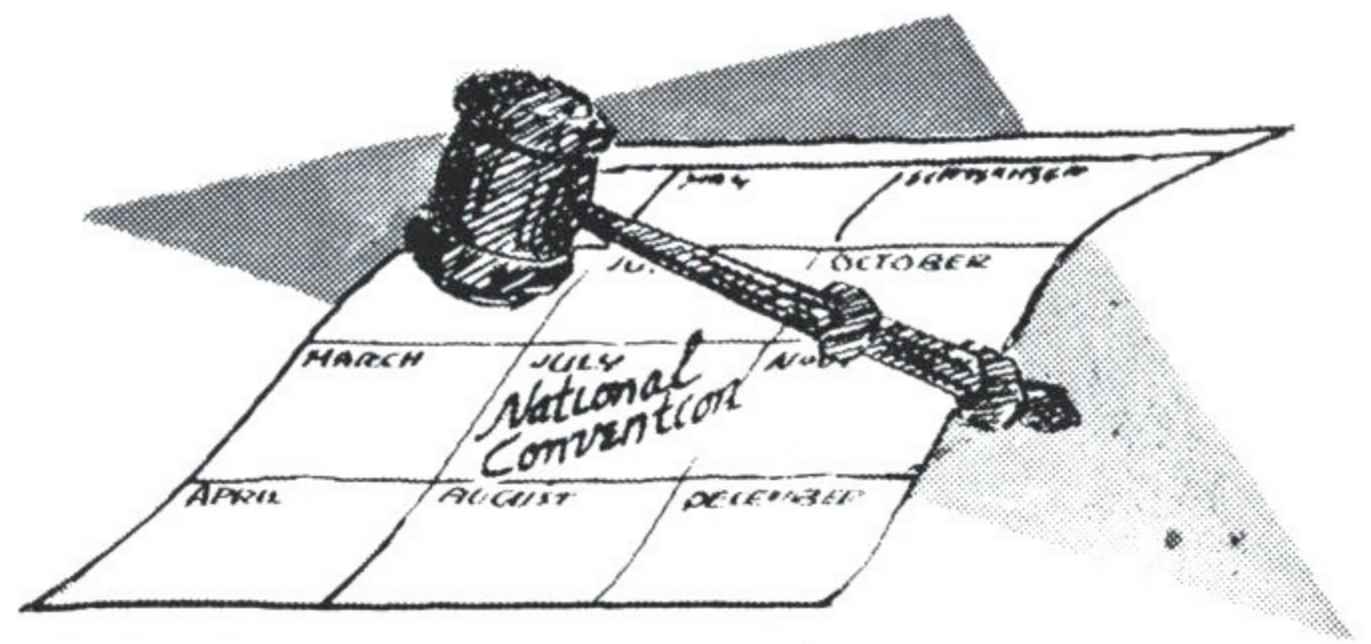
Fred W. Smiley, Saginaw, Mich., passed away July 5, at St. Mary's Hospital in Saginaw, after a brief illness. His death came as a shock to his family and friends. He was 45 years old.

Col. Smiley was born in Pateros, Washington, but had spent most of his life in Saginaw. He had been an auctioneer for the past 18 years and was very active in the Michigan and National Auctioneers Associations. He had served various offices in the Michigan group, including that of President as well as Secretary-Treasurer.

His activities in the auction profession included the promotion of one of the first TV auctions on record, possibly the first. He was a great advertiser and promoter of the auction method of selling.

Col. Smiley is survived by his widow, the former Mary Goidoisik, five children, three grandchildren and two brothers. He was a World War II veteran and a member of the Holy Family Church.

Convention Dates



September 19 — Mississippi State Auctioneers (Organizational Meeting), Heidelberg Hotel, Jackson.

October 3 — Missouri State Auctioneers Association, Missouri Hotel, Jefferson City.

October 30-31 — Illinois State Auctioneers Association, Leland Hotel, Springfield.

October 30-31 — Iowa Auctioneers Association. Site to be announced.

November 7-8 — Indiana Auctioneers Association, Severin Hotel, Indianapolis.

December 5 — Association of Indiana Auctioneers, Sheraton-Lincoln Hotel, Indianapolis.

1966

January 8-9 — Pennsylvania Auctioneers Association, Holiday Inn (Downtown), Harrisburg.

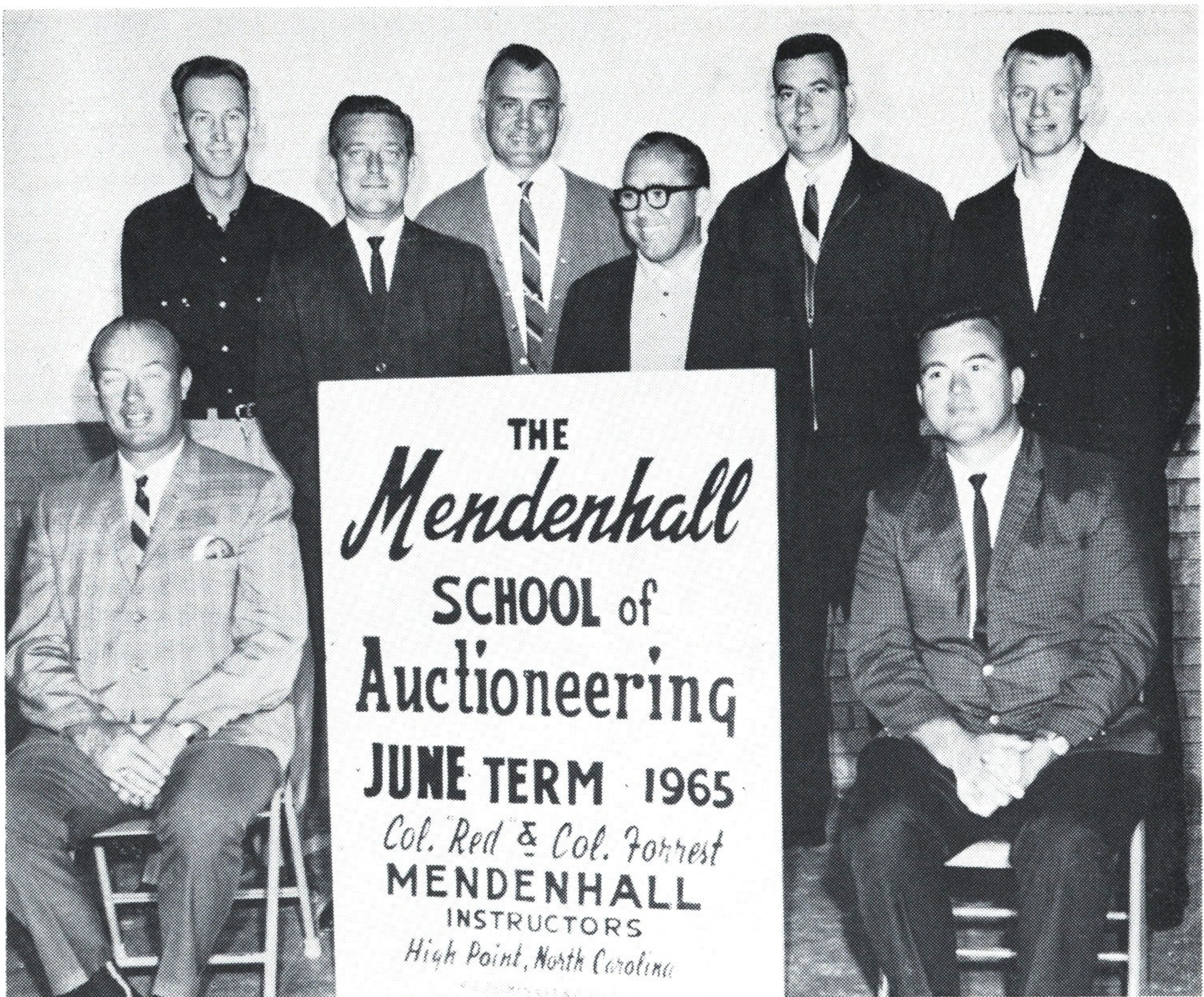
July 14-15-16 — National Auctioneers Convention, Bellevue Stratford Hotel, Philadelphia, Pa.

This column is being published as a courtesy to the various State Auctioneers Associations. Please see that "The Auctioneer" is notified of the date and place of your convention. Only regular Annual or Semi-Annual meetings will be listed in this calendar. — Editor.

Auto Auction Honors Manheim Veterans

MANHEIM, Pa. — The owners and management of the Manheim Auto Auction honored veteran employees at a dinner at the Lebanon Country Club, Lebanon, Pa.

Jacob Ruhl, executive manager, presented awards to 51 employees with more than five years' service and to 10 employees with more than 10 years' service. A wrist watch was presented to Clyde Wagner, NAA member who joined Manheim in 1948.



MENDENHALL SCHOOL OF AUCTIONEERING, High Point, N.C., Class of June 1935. Seated left to right: Robert Mendenhall and Forrest Mendenhall. Standing left to right: Harold Collins, Campobello, S.C.; Wesley E. Eakers, Kernersville, N.C.; Raymond J. Tucker, Reidsville, N.C.; Melvin G. Foster, High Point, N.C.; J. Edd Perdue, Lenoir, N.C.; Gene Tapp, Lyman, S.C.

Death Takes Veteran Indiana Auctioneer

Oliver S. Clay, Shelbyville, Ind., passed away at an Indianapolis hospital, May 16, following six years of failing health and two weeks of serious illness. He was 85 years old at the time of his death.

Mr. Clay had a host of friends in the auction profession. He was one of those rare men in the profession who continually strived to improve the auction profession and giving a special helping hand to the new and younger auctioneers. He realized early in his career that there was far more potential auction business than there were capable auctioneers.

It was in Kansas City, in 1956, that Col. Clay attended his first National Auctioneers Convention. He and Mrs. Clay came to the convention with another auctioneer and his wife, Col. and Mrs. Jim Buckley, also of Shelbyville. At that time Buckley was new in the business and Col. Clay was on the verge of retirement, in fact he was awarded a prize for being the oldest auctioneer registered at the convention.

Since attending that Kansas City convention, Col. Clay was an ardent supporter of the NAA and of "The Auctioneer," Many times in his articles written for "The Auctioneer," he voiced his disappointment of not knowing of the organization sooner. As long as his health per-

mitted, he never missed another National convention and after suffering a stroke several years ago that kept him confined to his home, he continued his interest in the profession he loved and several of his writings were published in "The Auctioneer."

Col. Clay was born in Nicholas County, Kentucky, and began his career as an auctioneer that lasted some 60 years in that state. For many years he sold tobacco at various warehouses in the tobacco producing area of Kentucky. He also sold a great many purebred swine sales and this gave him the opportunity to work with many of the "greats" in the profession of a generation ago. All in all, Col. Clay had records of 9,074 sales that he had taken part in over the 59 year period he spent as an auctioneer.

He is survived by his wife, Flo Del, a former National Auxiliary Historian, one daughter and four sons.

Kentucky Farm Sells For \$220 Per Acre

Robert E. Ruggles, NAA member from Decatur, Ohio, sold the 551 acre D. M. Carpenter farm, in Fleming County, Kentucky, for \$220 per acre.

The farm had a 10.57 acre tobacco base, a 56 acre corn base, three houses and four barns. It was located near Mt. Carmel, Ky.

Property was offered in three parcels, then two smaller parcels together and finally, all three parcels together. The farm was sold to settle the Carpenter estate.

Barbeque Enjoyed By Indiana Auctioneers

A chicken barbecue at the TPA Park in Frankfort, was enjoyed by the members and their families of the Association of Indiana Auctioneers, August 22.

A very representative attendance was recorded and a day of fellowship was enjoyed by all. The day was cloudy and cool and the Park offered recreational facilities for the children.

Principal business items included a report of the National Convention at Spo-

kane, a report of the promotion Chairman, Ray Carroll, and plans for the group's First Annual Convention, to be held at the Sheraton-Lincoln Hotel in Indianapolis, December 5.

Carl Tebo, Brook, and Donald Porter, Morocco, served as a Barbecue Committee and they received many compliments for the tasty meal they prepared.

Henry Buss, Jr. Earns Collegiate Honors

Henry Buss, Jr., son of Mr. and Mrs. Henry Buss, Columbus, Nebr., was one of the year's most successful collegiate livestock judges.

According to his coach, Richard Warren, University of Nebraska, "If we picked an All-American Livestock Judging team, young Buss would be a member."

His individual placings included: Denver Carload Judging, 3rd; Denver Livestock Judging, 4th; National Barrow Show, tied for 2nd; American Royal, tied for 2nd; Kansas State University Training Contest, 5th; International, 6th.

Buss is a Senior at the University of Nebraska. His father is a prominent auctioneer in the Columbus area and served as the first President of the Nebraska Auctioneers Association. The family also maintains a herd of Polled Shorthorns.

Earl R. Tom, Ohio Auctioneer, Passes

Earl R. Tom, Cumberland, Ohio, passed away June 6, following a short illness. He was 76 years old.

Col. Tom was a veteran auctioneer and a long time member of the National Auctioneers Association. He sold his last auction on May 15 of this year, just lacking a few days of being 54 years since he began his career in 1911.

In the December, 1964, issue of "The Auctioneer", an article by Col. Tom was published, entitled, "How I Became An Auctioneer." During his long period of service as an auctioneer he was an ardent believer in organization and a devoted supporter of his state and national associations.

NAA Treasurer Gives Church To Society

ST. PAUL, Nebr. — Farwell's Scandinavian Evangelical Lutheran Church, which closed its doors on June 6 after seeing more than 62 years of service, is not going to be torn down and destroyed as was feared by many.

Henry Rasmussen, St. Paul auctioneer and a member of the church when he was a boy, has seen to that. He has purchased the church and donated it with all its contents to the Howard County Historical Society. Rasmussen made the surprise announcement before departing for the annual auctioneer's convention at Spokane.

N. J. Paul, president of the Historical Society, feels this was an exceptional gesture by Rasmussen. He said the his-

torical society would be more than happy to receive the church, which will be moved and set on a site in St. Paul's city park.

THANK YOU

I would at this time, in behalf of myself and family, like to thank everyone in the National Organization for the wonderful presentation of the plaque in memory of the things Tom did in his lifetime, with love for the Auction Profession and the Organization he loved so much.

Let me again say, please, men from all states, let's mend our fences and go on to make our organization the best in the World.

Thank you again,
Margaret Berry



A Thirty Man Class receives bid calling instructions.

Your Posterior end won't be numb, but your head and heart will be in the Auction business, at

WESTERN COLLEGE OF AUCTIONEERING

In a two week term, equal to 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

Western College of Auctioneering

Box 1458, Billings, Montana (Established 1948)

Oklahoma Celebrates Tenth Anniversary

Members of the Oklahoma State Auctioneers Association celebrated their Tenth Anniversary at their Annual Convention held at Glen's Steak House in Oklahoma City, July 1. One of the best attended and most interesting conventions was the result.

Speakers on the Program included Joseph T. Frizzell, Secretary of the Oklahoma Real Estate Commission, General Clyde Watts, U. S. Army (retired), and Bernard Hart, Secretary of the National Auctioneers Association.

In the election of officers for the coming year, Quinton Jenkins, Clinton, was selected as President. Glenn Jones, Wapanucka, was elected 1st Vice President and Beryl Erwin, Oklahoma City, 2nd Vice President.

V. K. "Doc" Crowell, Oklahoma City, was elected to the office of Secretary - Treasurer, and Wayne Casteel, Lucien, was named to a three year term on the Board of Directors.

Robert Goss, Carmen, and Bill Blew, Cherokee, were the retiring President and Secretary-Treasurer, respectively.

Portland Market Converts To Auction

PORTLAND, Ore. — A newly-formed livestock auction company has leased the livestock trading facilities of the Portland Union Stock Yards Co., a subsidiary of the United Stockyards Corp. of Chicago.

Guy W. Benson, president of the new firm, Portland Livestock Market, Inc., announced the changeover Aug. 30. Benson is president of the livestock commission firm of Benson, BoDine and Clark of North Portland.

Leasing of the 45-acre plant will bring to an end the practice of selling by the private treaty method. The North Portland yard was the last private treaty market west of the Missouri River.

Benson described the change to an auction system was "long overdue."

WARNING

Don't let your membership lapse if you are a participant in our Mutual of Omaha Group Insurance Program.

Only members IN GOOD STANDING are eligible to be a part of this program. If your membership has expired, renew today, in order to keep your insurance protection valid.

The same requirement will apply to our new Pension Plan, which will be announced soon.

Big Montana Auction

Fritz Hoppe, Shelby, and Andy Strommen, Glasgow, of Montana's Wide Range Auction Service, conducted an interesting sale for the John B. David Estate, near Vandalia, Mont., June 12.

This was a very large auction of ranch equipment, including eight tractors, three of them Caterpillars, seven trucks and corresponding machinery.

Unusual items included a steam engine plow with dancing beam and a horse drawn dump wagon, a relic of early dirt construction. It was estimated that nearly 2,000 persons turned out for the auction.

Col. Hoppe is a member of the Montana and National Auctioneers Associations.

Auto Auctioneers To Meet Oct. 1-2

The National Auto Auction Assn. will hold its annual convention Oct. 1-2 in Gatlinburg, Tenn., with committee meetings and the board of directors meeting scheduled for Sept. 30.

Two new features of this year's convention will be an auctioneers panel, made up of auctioneers who sell regularly at auto auctions in different parts of the country, and a panel made up of factory representatives, the NAAA said.

Tennessee Gov. Frank B. Clement heads the list of scheduled speakers and Eddie Arnold headlines the entertainment program.

THE LIGHTER SIDE . . .

WE WONDER, TOO

Betty Grable entertained a five-year-old niece for a Hollywood week-end. She was in the tub bathing when the little girl entered the bathroom and asked if she could climb into the tub with her. "Come ahead," said Betty, and then noticed that the little girl was staring very intently at her.

"What's the matter?" she asked.

"I am wondering," said the niece, "why it is that I am so plain and you're so fancy."

POLITE

A Madison Avenue bus was unusually crowded one morning. A passenger sitting next to the window suddenly buried his head in his arms. The man next to him asked, "Are you sick? Can I do anything for you?"

"It's nothing like that," the other assured him. "I just hate to see old ladies standing."

CREDITORS AND DEBTORS

First Man: What a town, I've been in six stores and still can't find what I want.

Second Man: What is it you want?

First Man: Credit!

THINGS GETTING MIXED UP

One of our present troubles seems to be that too many adults, and not enough children, believe in Santa Claus.

THE LAST WORD

The child psychologist who claims spanking misses its aim probably never was spanked by his father.

ALL PLUGGED UP

The stewardess passed out chewing gum to the passengers while the airliner was flying over the Rocky Mountains, explaining, "It's to keep your ears from popping at the high altitude."

When the plane landed, one of the passengers rush up and said, "I'm meeting my wife right away. How do I get the gum out of my ears?"

THAT'S THE SPIRIT, BUSTER!

A salesman strolled into the busy executive's office, "How about buying some neckties?" he asked.

"No, thank you."

"But look at this beautiful silk."

"I told you no. Now will you leave?"

"Look how these ties are lined."

At this point the executive got up, grabbed the salesman and tossed him out of the office. The sample cases flew in all directions. The salesman picked up the ties, brushed himself off and walked back into the executive's office.

He said: "Now that we've had our little fun, Mac, how about buying some ties?"

SAVINGS STAMPS

"What am I going to do with this?" grumbled the motorist as the police clerk handed him a receipt for his traffic fine payment.

"Keep it," the clerk advised.

"When you get four of them, you get a bicycle."

TWO OF A KIND

First Lady: Did you notice that extravagant-looking hat Mrs. Jones had on in church this morning?

Second Lady: I'm afraid I must confess I was almost asleep.

First Lady: A lot of good the services did you!

MODERN DAY LANGUAGE

When a mother and her daughter, who was going on six, went into the local mother-daughter dress shop, the manager, as was his custom, gave the little girl a lollipop. As usual, the mother prompted her, "What do you say dear?" The little girl thought a moment and then answered "Charge it, please."

DIDN'T TAKE

The little boy was watching his mother put cold cream on her face and asked, "Why do you do that?" And the mother answered "To make me pretty." After she removed the cream with a tissue, the little boy looked her over and said, "It didn't work, did it?"

BEFORE AND AFTER

"Before we were married, Henry," said the young rancher's wife, reproachfully, "you always gave me the most beautiful gifts. Do you remember?"

"Sure," replied Henry, cheerfully, "but my dear, did you ever hear of a fisherman feeding bait to a fish after he caught it?"

HERE'S ANOTHER ONE

The maharajah of an interior Indian province decreed that no wild animals could be killed. Soon the country was overrun with man-eating tigers, lions, panthers, elephants and bears. The people could stand it no longer and gave the maharajah the heave-ho. This is the first case on record where the reign was called on account of game.

HAD HIM FOOLED

The junior executive had been complaining of aches and pains to his wife. Neither could account for his trouble.

Arriving home one evening, he informed her: "I finally discovered why I've been feeling so miserable. We got some ultramodern office furniture two weeks ago, and I just learned today that I've been sitting in the wastebasket."

PROBLEMS FOR PAPA

This girl lived in a town where there was a mortuary school and most of her suitors were students there. There was one fellow her father disliked very much and forbade his daughter to see again.

One night the father looked out the window when he heard his daughter come in the door, and saw a hearse disappearing around the corner. "Stella," he roared, "I thought I told you not to see that scalawag any more."

"Oh, that wasn't him, daddy," she replied, "That was a hearse of another caller."

NO PROOF

Student — "It says here that if we study hard, don't drink, smoke or run around with girls we'll live longer. Is that true?"

Professor: "We don't know for sure until somebody tries it."

COUNTRY AUCTIONEERS

They brought their wives to the convention but managed to sneak away for a meal at a fashionable restaurant.

"Shall I bring you a couple of demitasses?" asked the waiter at the end of the meal.

"Heavens," No." pleaded one of them, "it would be just our luck if our wives walked in."

HYPOCHONDRAIC'S DILEMMA

Her husband was an extreme hypochondriac, and she had had about reached the end of her patience. Then she decided to pretend to be ill herself, hoping he might be so concerned about her that he'd forget about his own imaginary ailments. So one evening she greeted him with a recital of how miserable she felt. He was unusually quiet during dinner, and she thought perhaps her ruse was working, but she was soon disillusioned.

"I don't know what's wrong with me," he groaned. "I think I must be coming down with what you've got!"

BEARDED MEANIE

Two college alumni who had roomed together for four years met for the first time since graduation at their fifteenth reunion. One of them sported a beard. "I'd never have known you with those whiskers," laughed his old pal. "Did you lose a bet or something?"

"I presume that you refer to my beard," said the hairy one loftily. "If you must know, I hate the darn thing."

"Then why don't you shave it off?" asked the friend.

"Because," was the logical reply, "my wife hates it even more than I do."

ABBREVIATIONS

A stenographer was explaining to the typewriter repairman what was wrong with the machine. The man asked her specifically which keys would not work.

"Oh," she answered, "all them little swear words in the top row."

NONE COMING OUT!

One small boy to another as they were coming down an escalator: "I wonder what happens when the basement is full of steps."

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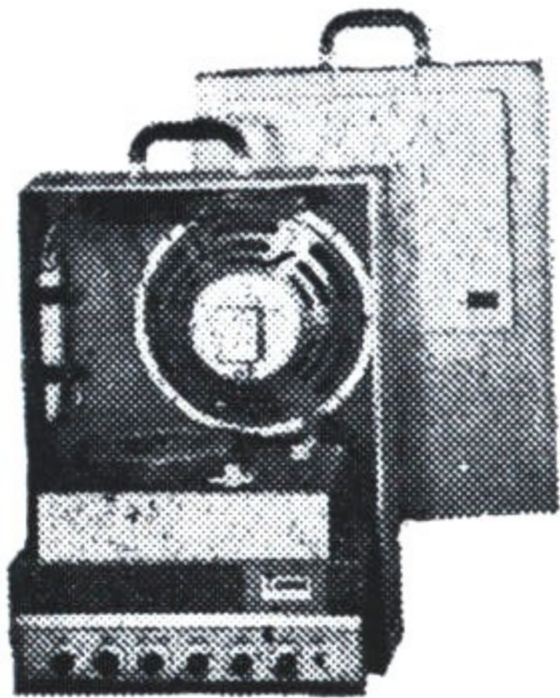
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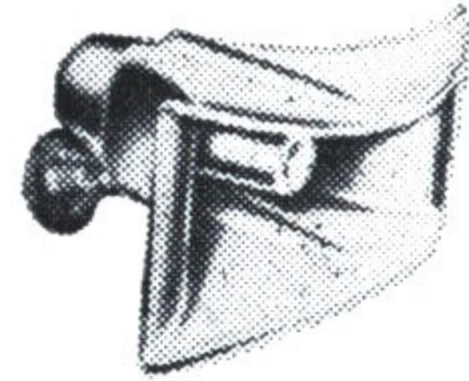
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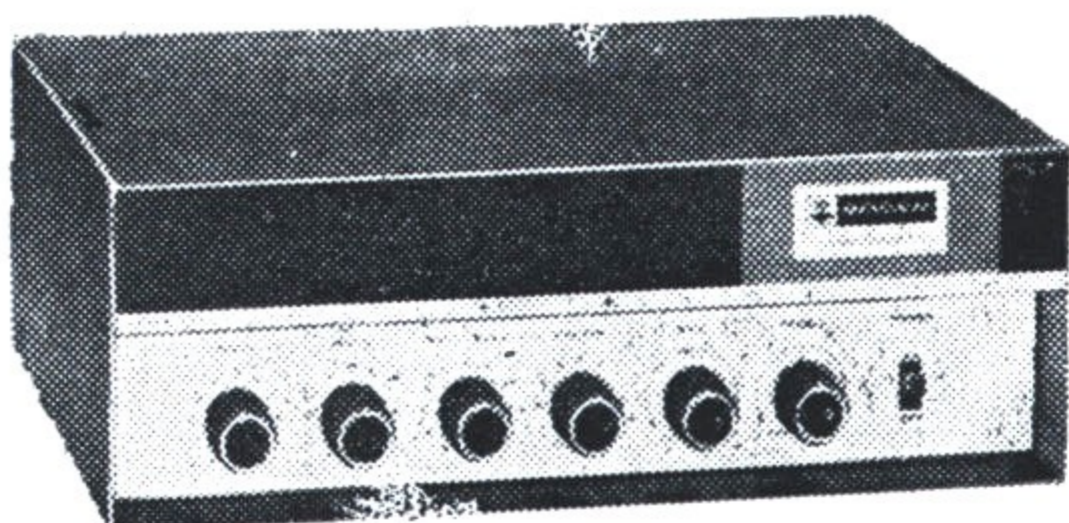
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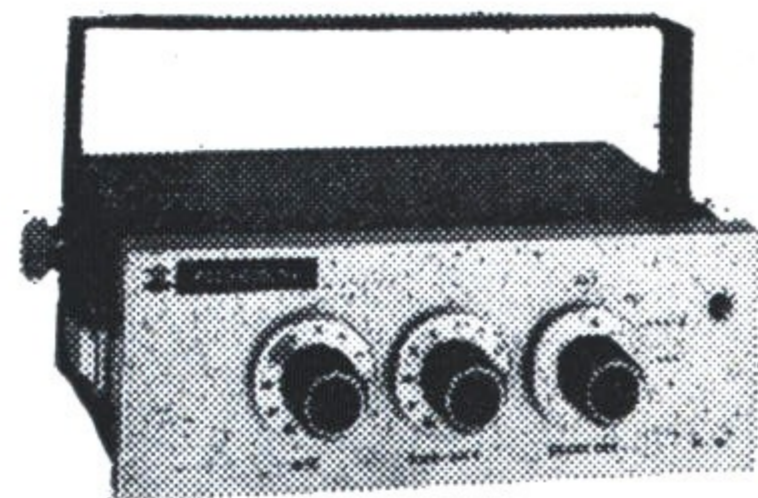
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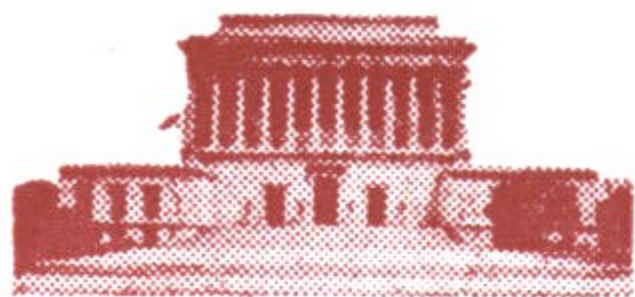


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