

the **AUCTIONEER**



**VOL. XVII
SEPTEMBER**

**No. 9
1966**

Washington Potatoes

ARE IN DEMAND



A 10 lb bag of Washington potatoes sold in the Fun Auction at the National Convention by Bruce Mullen (left), 17 year old auctioneer from Pasco, Washington, for \$130.00. Buyer was D. D. Meyer (right) of the D. D. Meyer Realty & Auction Co., Vincennes, Indiana. Auction was in Philadelphia's Bellvue Stratford Hotel.

These potatoes were grown in deep, mineral rich, lava soil and irrigated with clear, clean, melted snow water from the Columbia Basin of Eastern Washington.

Bag of potatoes and advertising space through courtesy of

Washington State Potato Commission,
Yakima, Washington

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the National Auctioneers Association.

THE AUCTIONEER is a non - profit
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promote the auctioneer and the auction
method of selling.

The Editor reserves the right to accept
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901 S. Jackson St. Frankfort, Ind. 46041

Convention Registration

Attendance at the 1966 National Convention was not as large as anticipated but considering the extreme Eastern location coupled with the strike that crippled airline service, attendance was not too far out of line.

Actually, the strike probably did not keep many auctioneers away. Auctioneers are a hardy group and have a reputation in general in always showing up at sale time even though they sometimes encounter many obstacles enroute. Going by cancelled hotel reservations it would indicate our attendance was not cut by more than 50 persons. It was those who had sales on Tuesday and Wednesday and planned to fly out on Wednesday night or Thursday morning that made the cancellations. Others who intended to travel by air made other arrangements, left a day or two earlier and were on hand for the festivities.

Host state auctioneers are to be commended on their attendance. A total of 122 Pennsylvanians registered for the event to far surpass any of the neighboring states in registrations. Of these, Ohio was the leader with 43 registrants followed by New York with 26, Illinois and Wisconsin each had 23, and New Jersey, Massachusetts and Iowa each had 19 registrants.

All in all, we registered a total of 460 people representing 34 states and Canada. The area represented is practically the same as the past ten years. Following is a list of registrants by states.

ARKANSAS — 3

James E. Wilson, Hot Springs
Mr. & Mrs. B. L. Wooley, Little Rock

COLORADO — 3

Mrs. Harvey Baldwin, Denver
Mr. & Mrs. Troil Welton, Wray

CONNECTICUT — 5

Tolbert A. Breed, Windsor
William J. Josko, Southport
Sam Nussdorf, Manchester
William C. Shine and son, Kensington

DELAWARE — 2

Riley Jefferson, Lincoln
Carl Wattenbarger, Milford

FLORIDA — 2

N. Albert Bond, Orlando
Joseph L. Horn, Ft. Lauderdale

HAWAII — 3

Mr. & Mrs. Louis Stambler and daughter, Honolulu

ILLINOIS — 23

Mr. & Mrs. George W. Cravens, Williamsville
Mr. & Mrs. A. C. Dunning, Elgin
C. P. Terry Dunning, Elgin
Mr. & Mrs. Henry Hachmeister and 5 children, Pecatonica
Mr. & Mrs. Dwight Knollenberg, Mason City
Gerald Levine, Elgin
Mr. & Mrs. Michael Modica, Chicago
Fred G. Quick and son, Aurora
Mr. & Mrs. Fred H. Schneider, Yorkville
Mr. & Mrs. Charles B. Wade, Morrisonville

INDIANA — 17

Ron Biddle, Shelbyville
Mr. & Mrs. James A. Buckley and son, Shelbyville
Everett E. Corn, Fairmount
Roy L. Crume, Kokomo
T. M. Dunlevy, Jeffersonville
Robert Ellenberger, Bluffton
Bernard Hart, Frankfort
Egbert M. Hood, Anderson
Maynard Lehman, Berne
Mr. & Mrs. D. D. Meyer, Vincennes
Mr. & Mrs. Noble Ratts, Indianapolis
Mr. & Mrs. Romaine Sherman, Goshen

IOWA — 19

Mr. & Mrs. Warren Collins, Jesup
Mr. & Mrs. Leland Dudley and son and daughter, Hampton
Mr. & Mrs. Howard B. Johnson and 2 daughters, Story City
Leon E. Joy, Ames
Mr. & Mrs. Robert J. Mallinger and daughter, Sigourney
Mr. & Mrs. Wendell R. Ritchie, Marathon
Earl Thies, Ames
Mr. & Mrs. Howard W. Vos, New Sharon

KANSAS — 5

Mr. & Mrs. Dick Brewer and daughter, Mt. Hope

Mr. & Mrs. L. L. Peninger, Winfield

KENTUCKY — 8

Adrian Atherton, Hodgenville

Mr. & Mrs. John L. Cummins, Cynthia

Mr. & Mrs. Wayne Kessler and son, Campbellsville

Mr. & Mrs. Charles H. Switzer, Cynthia

MARYLAND — 10

Mr. & Mrs. William H. Amoss, Fallston

George A. Bollinger, Westminster

Tom Matthews, Hampstead

Jack Reedy, Hampstead

Homer Snyder, Hampstead

Earl J. Steiner and daughter, Silver Spring

Mr. & Mrs. George J. Wittstadt, Cambridge

MASSACHUSETTS — 19

Mr. & Mrs. Henry A. Berman, Worcester

Mr. & Mrs. Joseph F. Gibbens, Framingham

Mr. & Mrs. Phil Goldstein and daughter, Boston

Mr. & Mrs. Benjamin Katz, Worcester

Mr. & Mrs. Abe Levin, Fitchburg

Mr. & Mrs. Kenneth J. MacLeod and daughter, Norton

William F. Moon, North Attleboro

OUR COVER

Transfer of leadership takes place as John L. Cummins, left, presents the President's gavel to Brad L. Wooley. This was a part of the ceremonies of the National Convention at the Grand Banquet on Saturday evening.

Mr. & Mrs. Gordon Reid, Brimfield

Mr. & Mrs. Arthur Shachat, Malden

MICHIGAN — 15

Edward Bilbruck, Detroit

Mr. & Mrs. Frank Gates, Litchfield

Mr. & Mrs. John M. Glassman and daughter, Eau Claire

Mr. & Mrs. E. L. Joseph, Detroit

Mr. & Mrs. Everett R. Miller, Rives Junction

Mr. & Mrs. Sherry Olin, Sparta

William Podell, Grand Rapids

Mr. & Mrs. Garth Wilber, Bronson

MISSISSIPPI — 2

Toxey T. Fortinberry, Water Valley

Lew Henderson, Gulfport

MISSOURI — 10

Mr. & Mrs. Ken Barnicle and son, Ellisville

Mr. & Mrs. Dick Dewees, son and daughter, Kansas City

Mr. & Mrs. Guy Jageman, Independence

Tony Thornton, Springfield

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 the Pennsylvania Auctioneers Association for this informative and entertaining program.

(2) Be it further resolved that Kenyon Brown, Henry Brooks, Ralph Horst, Russell Kehr and Stan Lieberman be commended for their untiring efforts toward making this Convention a success.

(3) Be it further resolved that thanks be extended to the New Jersey State Society of Auctioneers for their assistance.

(4) Be it further resolved that we express our appreciation to the Bellevue Stratford Hotel and its personnel for their fine cooperation.



Final occasion at our National Convention is the Grand Banquet on Saturday evening. At the 1966 event we find the following at the head table, from the left: Walter Britten, Mrs. Britten; Wendell Ritchie, Mrs. Ritchie; Ralph Horst, Mrs. Dean Fleming, Mr. Fleming, John L. Cummins, Mrs. Cummins, Brad Wooley,

MONTANA — 2

Mr. & Mrs. Frank Bass, Lewistown

NEBRASKA — 7

Ed Camfield, North Platte

Mr. & Mrs. Albert Christensen, Pawnee City

Mr. & Mrs. Charles Corkle, Norfolk

Mr. & Mrs. Dean Fleming, Atkinson

NEW JERSEY — 19

B. G. Coats, Deal

Fred R. Daniel, Neshanic Station

Mr. & Mrs. Ralph S. Day, Leonia

Mr. & Mrs. Howard Harris, Jr. Woodstown

Mr. & Mrs. Norman J. Kirkbride, Hightstown

Mr. & Mrs. Andrea Licciardello and 3 children, Swedesboro

Mr. & Mrs. John R. Potts, Neshanic Station

James W. Smith, Westville

Herbert Van Pelt, Readington

Mr. & Mrs. Watson Van Sciver, Burlington

NEW MEXICO — 2

Mr. & Mrs. John A. Overton, Albuquerque

NEW YORK — 26

Lewis Bronstein, Buffalo

Mr. & Mrs. Paul W. Calkins and 2 daughters, Peru

Mr. & Mrs. Harry J. Hoynacki, Sauquoit

Mr. & Mrs. George K. Lusk, Rochester

Mr. & Mrs. Robert W. Matson, Randolph

Mr. & Mrs. Pete Murray, Ballston Lake

Mr. & Mrs. John W. Rigsbee, West Chazy

Mr. & Mrs. D. H. Rumsey, Whitesville

Mr. & Mrs. Harold Spoor, Baldwinsville

Mr. & Mrs. David H. Tracy, Pavilion

Mr. & Mrs. Richard C. Tracy, Danville

Donald Tynaishon, Port Jervis

Mr. & Mrs. Morris Weinstein, Middletown

NORTH CAROLINA — 14

Gene Carroll, Providence

Mr. & Mrs. Bob Cline, Statesville

Mr. & Mrs. G. T. Gilbert, Lincolnton

James E. Jones, High Point

Mr. & Mrs. W. Craig Lawing, Charlotte

Forrest Mendenhall, High Point

A. T. Morris, Durham

Mr. & Mrs. J. H. Rogers, Rockingham

Mr. & Mrs. Kenneth W. Teague, Burlington



Mrs. Wooley; Dr. Ronald Meredith; James Wilson, Bernard Hart. Mr. Fleming served as Toastmaster, Dr. Meredith was guest speaker, and Mr. Wilson gave the Invocation. Others were seated at the table due to the offices they held.

NORTH DAKOTA — 2

Mr. & Mrs. Bob Penfield, Bowman

OHIO — 43

Mr. & Mrs. Herb Bambeck and 3 children, Dover

Cloyce C. Bradford, Worthington

Mr. & Mrs. Newt Dilgard, Ashland

Mr. & Mrs. Hobart W. Farthing, Findlay

Mr. & Mrs. Elias Frey, Archbold

Mr. & Mrs. Walter A. Hartman, Camden

Mr. & Mrs. Russ T. Kiko and 2 sons, Canton

Mr. & Mrs. John Kireta and 2 daughters, Beloit

Mr. & Mrs. Hugh F. Murphy, Ada

Mr. & Mrs. Homer Pollock, Delphos

Mr. & Mrs. Albert L. Rankin, Alger

Mr. & Mrs. Neil Robinson, Mansfield

Mr. & Mrs. Roger D. Rumbaugh, Homerville

Mr. & Mrs. Gene Slagle, Marion

Mr. & Mrs. Robert Spencer, Alger

Mr. & Mrs. Don W. Standen and son and 2 daughters, N. Ridgeville

Mr. & Mrs. Harold Vaughn, Hamilton

OKLAHOMA — 4

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

Mr. & Mrs. Glenn D. Jones, Wapanucka

PENNSYLVANIA — 122

Mervin W. Adams, Millersburg

Sanford A. Alderfer, Harleysville

Misses Ellen and Jean Bonnett, West Chester

Bernard Bartikowsky, Wilkes - Barre

Karl J. Bauer, Holtwood

Mrs. Margaret Berry, West Newton

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

Mr. & Mrs. C. Morell Brown, Doylestown

Mr. & Mrs. Kenyon B. Brown, Doylestown

Mr. & Mrs. Ralph D. Burkett, Ford City

Mr. & Mrs. Ken Burrows, New Wilmington

Mr. & Mrs. Q. R. Chaffee and daughter, Towanda

Ronald B. Chaffee, Towanda

Joseph A. Coccia, Harrisburg

Mr. & Mrs. William A. Cook, Edwardsville

Mr. & Mrs. Dick Crittenden and daughter, Mansfield

Mr. & Mrs. George N. Deibert and son, Klingerstown

Mr. & Mrs. Eugene Derr, Bloomsburg

Chicago In 1967

Chicago, Illinois, was named by the Board of Directors of the National Auctioneers Association as the Site of the 1967 National Convention. The Pick-Congress Hotel was selected and the dates will be July 20, 21 and 22.

This will be first time that our Convention has been held in Chicago, and only the second time in the State of Illinois. It was in Decatur in 1951.

Roy I. Ebersole, Lebanon
 John T. Ensminger, Harrisburg
 Mr. & Mrs. Lloyd Force, Bloomsburg
 Henry K. Freed, Line Lexington
 John Harvey Fry, Ephrata
 W. Harlan Gundy, Mohnton
 Mr. & Mrs. William R. Guthrie, West Chester
 Mr. & Mrs. Clay Hess, Collegeville
 Mr. & Mrs. L. M. Hocker, Harrisburg
 Mr. & Mrs. Ralph W. Horst and son and 2 daughters, Marion
 Leo Jesion, McKeesport
 Russell E. Kehr, Hanover
 Mr. & Mrs. Harold Keller and 3 daughters, Mt. Joy
 Mr. & Mrs. J. Omar Landis and 3 daughters, Manheim
 Stan Lieberman, West Chester
 Henry H. Leid, Denver
 Sam Lyons, Indiana
 Miss Vickie Miller, Ford City
 Mr. & Mrs. Mike Manto, Bethlehem
 James W. Mohr, Milford Square
 Mr. & Mrs. Elmer Murry and 3 daughters and son, Lititz
 Raymond T. Patterson, Eighty-Four
 Lee Pillsburg, Bethlehem
 Hubert S. Post, Washington
 Mr. & Mrs. Ralph T. Richards, Pottstown
 Mr. & Mrs. Wylie S. Rittenhouse and 3 daughters, Vanderbilt
 Chuck Roan, Cagan Station
 Don Roan, Cogan Station
 Mr. & Mrs. Woodrow Roth, son and 2 daughters, Emmaus
 Jacob H. Ruhl, Manheim
 Carl M. Shaffer, Quakertown
 Mr. & Mrs. Harold H. Shaffer, Mt. Joy
 Mr. & Mrs. Jake Spencer and daughter and 3 sons, Towanda
 Mr. & Mrs. Pete Stewart and son and 2 daughters, Armagh
 Ted Stuban and son, Berwick

Philip David Tigue, West Chester
 Mrs. Marie Wilson, Vanderbilt
 Mr. & Mrs. Clayton D. Winebark, Rochester Mills
 Mr. & Mrs. Clyde H. Wolgemuth and son and 2 daughters, Manheim
 Mr. & Mrs. Eugene D. Zelmores and son and daughter, Mt. Pleasant
SOUTH CAROLINA — 6
 Mr. & Mrs. Fred Mullis and daughter, Lancaster
 Sherrill C. Mullis, Lancaster
 Mr. & Mrs. R. Eugene Smith, Charleston Heights

SOUTH DAKOTA — 3
 Mr. & Mrs. Vernell Johnson, Hartford
 David Stenberg, Colman
TENNESSEE — 12
 Mr. & Mrs. C. B. Arnette, Murfreesboro
 Mr. & Mrs. E. B. Fulkerson and daughter, Jonesboro
 Mr. & Mrs. Lonnie Parks, Old Hickory

To All Our Friends:

We were very glad to welcome you to Pennsylvania and was very sorry some could not make it. We missed each and every one of you.

I hope those that attended our convention were pleased with it. We tried hard to have something for everyone. We waited a long time for the pleasure of entertaining all our auctioneer friends. I also hope it will not be too long before we can host all our friends again.

Please give our 1967 Convention in Chicago the support you gave Pennsylvania.

Mrs. Tom Berry, Secretary

Mr. & Mrs. Fred S. Ramsay and 2
daughters, Old Hickory
L. Clyde White, Murfreesboro

TEXAS — 5

Mr. & Mrs. Walter S. Britten, Bryan
Mr. & Mrs. Grover Howell, Dallas
John W. Templer, Dallas

VIRGINIA — 13

Mr. & Mrs. Dave E. Bumpass, Jr.,
Mineral
Mr. & Mrs. W. R. Cox, Richmond
Paul F. Dalton, Hurt
Mr. & Mrs. Morris F. Fannon and
daughter and son, Pennington Gap
Harry D. Francis, Newport
J. E. Sutphin, Newport
Mr. & Mrs. Ronald I. Tull, Annandale

WASHINGTON — 4

John M. Mullen and 2 sons, Pasco
Wes Wendt, Granger

WEST VIRGINIA — 5

Mr. & Mrs. Wilbur S. Brock, Point
Pleasant
Mr. & Mrs. Jack May, Fairmont
A. G. "Dick" Miller, Ceredo

WISCONSIN — 23

Mr. & Mrs. Jim Appleman and 2 sons
and daughter, Cashton
Mr. & Mrs. Ernest C. Freund, Fond du
Lac
Mr. & Mrs. John L. Freund, Omro
Mr. & Mrs. Walter Heise and 3 daugh-
ters, Ocanto
Mr. & Mrs. Bill Jones, Pickett
Mr. & Mrs. Don Lloyd, Oshkosh
Mr. & Mrs. E. J. McNamara and 2
daughters and son, Lancaster

CANADA — 2

Ross H. Kemp, Stratford
Robert A. Moderwell, Stratford

People are born into this world with a
mind, intellect, and power to understand,
but certainly not with knowledge and
good judgment. We are sometimes born
into wealth, but not ability. Ability must
be acquired by an earnest effort; it is
not inherited.

**GRIEVANCE COMMITTEE
REPORT**

The Grievance Committee is
happy to report that no grievances
were presented.

Respectfully submitted,
John A. Overton
Committee Chairman

C. O. Emrich Heads National Meat Board

C. O. Emrich, Norfolk, Nebr., has been
named Chairman of the National Live-
stock and Meat Board. He has repre-
sented the nation's Certified Livestock
Markets on the Board for a number of
years.

Emrich is an active member of the
Nebraska and National Auctioneers As-
sociations and served as Chairman of
the 1962 National Auctioneers Conven-
tion at Lincoln, Nebr.

Marketmen Honor Veterans Of Trade

J. Hughey Martin, Colchester, Ill., and
T. R. McKinley, Dodge City, Kas., have
been named to the Hall of Honor of the
Livestock Markets Foundation. An-
nouncement of this honorary recognition
was at the Annual Awards Banquet at
the Livestock Marketing Congress, Mac-
kinac Island, Mich., June 13.

Mr. Martin is a veteran auctioneer
and one of those who helped found the
Illinois State Auctioneers Association. He
is also a pioneer member of the Na-
tional Auctioneers Association. He and
Mr. McKinley were honored for their
long years of active participation in the
livestock auction market industry and
their support of that industry's trade as-
sociation.

God could have made man secure. He
chose instead to make him free.

President's Address

By Col. John L. Cummins at the 1966 National Convention

Mr. Chairman, My Fellow Auctioneers, Ladies and Gentlemen:

My personal greetings and a warm welcome to each and everyone attending the convention. I want to thank the Pennsylvania auctioneers, and the auctioneers from neighboring states that have worked hard to put on this great convention that we all are now and will for the next two days enjoy. I have been here several days and the hospitality of this city of Brotherly Love is something to behold.

You that attended the convention in Spokane last year will recall that in my acceptance speech I pledged to help in the promotion of the auction profession and in educating the public, making them more familiar with the auction way of selling, and also to get more members, and if possible have a bigger and better N.A.A. Now I am not completely satisfied with our accomplishments. No auctioneer is ever completely satisfied. But I am pleased with the results.

Our membership as I talk to you now is larger than it has even been in the history of our associations 2,261 and members in every state in the union, a first. Our insurance program is progressing in fine style. From the reports that I get, our individual businesses are enjoying banner years all over the country. Our morale and spirit is at an all time high. I say this from experience, the assistance and cooperation from the officers and directors has been more than anyone could expect, and I thank them for it, and another way to know that our morale, spirit and enthusiasm is at the top is to visit with the state organizations.

This past year I have attended the following state conventions in this order, Indiana, Kentucky, New Jersey, Kansas and Wisconsin. The previous year I was at Indiana, Iowa, and Missouri, and I can tell you that I have never seen as much interest, enthusiasm, and desire to learn more about the auction

business and a firm desire to help and promote that business than there was at these state conventions. I enjoyed everyone of them and learned something at every one. Thanks fellows for a wonderful time.

I regret that I was not able to attend the conventions in Tennessee, Illinois and Nebraska, I was committed on auctions at the time the invitations arrived. I guess you all know that the president has to do some auction work himself, to supplement his salary as president, if he intends to eat regularly. I would like to suggest that if your state organization wishes someone from the National to speak at your meeting contact him in plenty of time, say, 30 days or more in advance.

I would now like to discuss a few things that I think will help our National Association and the profession in general. I think that our National Association should recognize and assist in any way they can all state organizations whether there is one or more in any one state. However, I don't see why there should be more than one state association. But I know that people do not always agree. But let us, as auctioneers, do our utmost to get along in peace and harmony. Let's not bicker and fight. Let's give a little and take a little. Sometimes we have to do things we don't like to do.

In saying that the N.A.A. should help state organizations I don't mean to be arbitrary or dictatorial but be there with some fatherly advice.

I also think that the directors and officers should meet three times a year, at the convention, and in let's say November and March. My reason for that is that this organization is getting bigger each year and we are located all over the country that it is almost impossible to attend to business by mail or phone. I believe that a good way to get it going, if the convention approves, is to pay the transportation to and from these meetings.

I also want to second the suggestion of Col. Pop Hess in the July Auctioneer. That we should have an auctioneer's contest in the N.A.A. at each year's convention. I believe this was also discussed by the Iowa Auctioneers some time ago, I am in favor of it and would suggest that the Board of Directors study it and if approved, the new President set up a committee to formulate rules and regulations, and conduct the contest.

This past year there has been appointed a committee on the constitution and by laws. I expect to see them come up with a lot of new and modern ideas.

This past year and for many years we have been talking about the ethical standards of the auctioneer being the best way to leave a favorable impression, or our image must at all times be good.

The image of the Auctioneer today is excellent, and that is fine. Now while we are being so smooth, so kind, and so diplomatic, we should also be alert, and on the ball. Because there are folks that will give you the worst of it. I am talking about laws and regulations that are passed or suggested by state and city governing bodies that would put us out of business overnight. So let us be awake and when our lawmakers are in session in our state or nation's capitol, and come out with some bill that is bad for us let's let them know we are against it. I don't think any politician would want the auctioneers in his district opposing him at election time.

The best way to keep in touch with what is going on in the lawmaking bodies is to have a member of your association as a member of the body. Maybe not so much for what he can do for you, but he can keep others from doing something to you. I can say personally it does not hurt your business and is a very enjoyable experience.

In closing I would again thank you for the honor you bestowed on me by electing me your president. I am also thankful for the fine people I have met and worked with the past year, officers, directors, members, officers and directors of state associations and last but not least our secre-

tary, Bernie Hart, whose efforts for this association, and his assistance to me have been the very best.

When I leave this office on Saturday, I will leave with affection, respect and pride, affection for all the fine people who are members. Respect for their honor, and integrity, and proud that our profession has such an organization of people that have the wisdom and courage to work and strive for a bigger and better organization, for progress, and for brighter and happier days ahead, may almighty God help us, as we travel on.

Thank you.

Florida Auctioneers Plan Organization

Florida auctioneers will be meeting at the Cherry Plaza Hotel in Orlando, Saturday, December 10, for the purpose of organizing the Florida State Auctioneers Association.

All auctioneers in the State of Florida are requested to attend. Meeting will begin with a no-host Luncheon at noon. Organizational plans will follow. A representative of the National Auctioneers Association will be present to assist with the meeting.

For further details, contact N. Albert Bond, P. O. Box 25, Orlando, Florida.

Jack Jensen Heads Junior Marketeers

Jack Jensen, son of Mr. and Mrs. Don Jensen, Verdigre, Nebr., was elected President of The Marketeers at that group's annual meeting. The Marketeers is the junior organization of boys and girls from families of livestock marketmen.

Their meeting was held in connection with the Livestock Marketing Congress at Mackinac Island, Mich., June 11-14. Jensen's father is an active member of the Nebraska and National Auctioneers Associations.



Western College Of Auctioneering

On the opposite page are members of the June, 1966, Class at Western College of Auctioneering, Billings, Mont.

Left to right, kneeling, are: Instructors, Armon Wolff, Golden Valley, N.D.; Gene Gable, Billings; Bill Hagen, Billings; Jim Messersmith, Jerome, Ida.; Bob Thomas, Billings.

Second row: Chuck Weiland, Glendive, Mont.; Vern Loney, Calgary, Alta.; Richard Gross, Calgary, Alta.; Art Bunnell, (guest), Marble Falls, Tex.; Phil Bunnell, Marble Falls, Tex.; Floyd Nasby, White Court, Alta.; Darwin Feese, Jr., Shamokin, Pa.

Third row: Warren Thompson, Hudson, Wyo.; Ronald Lovercheck, LaGrange, Wyo.; Reg Aldoff, Prince George, B.C.; Barry Florence, Lloydminster, Alta.

Fourth row: Dean Jones, Blackfoot, Ida.; Jerry Hansen, Idaho Falls, Ida.; Phil Bunnell, Marble Falls, Tex.; Adolph Hepper, McLaughlin, S.D.; Ben Love,

Llano, Tex.; James Hunt, Pavillion, Wyo.

Fifth Row: Lon Chisum, New Plymouth, Ida.; George Wilhelm, Vermilion, Alta.; Wayne Owen, South Shore, S. D.; Lyle Weishar, Lemmon, S.D.

Back row: Ken Kvanvig, Hettinger, N.D.; Jerry Burson, Mexico, Mo.; Richard Kvanvig, Rapid City, S.D.; Gary Riggs, Deer Trail, Colo.; Jim Harriman, Calgary, Alta.; Lyle Hanks, Monroe, Wash.; and 11 year old Butch Hepper (not a graduate).

Colonel To Private

Roger Towner, Elwood, Ind., auctioneer, was inducted into the U. S. Army, July 6. He is taking his basic training at Fort Knox, Ky.

Before leaving for his military stint, Towner made certain his NAA membership was active, as he wants to return to auctioneering upon completion of his military assignment.



Our first member from Thailand is Lompong Norsuwan, at right, in the above picture. With him is world traveler and NAA member, Keyes Carson, Cuero, Texas. Carson had delivered his Texas grown turkey to the Emperor of Japan and spent some time visiting other countries in Asia. From the merchandise pictured it would seem that Mr. Norsuwan sells items similar to those sold by hundreds of American auctioneers.

New Officers

Brady L. Wooley, Little Rock, Ark., was elected President of the NAA at the Annual Meeting of the Membership on July 16. Mr. Wooley, who was elected without opposition, has served two years on the NAA Board of Directors, one year as 2nd Vice President and one year as 1st Vice President. He is a past President of the Arkansas Auctioneers Association.

Ralph Horst, Marion, Pa., was elected to the office of 1st Vice President. His election was also without opposition. He served as 2nd Vice President last year and previous to that a three year term on the Board of Directors.

Bob Penfield, Bowman, N.D., was unopposed in his election to the office of 2nd Vice President. Mr. Penfield served for three years on the Board of Directors and has been active in his own and adjoining states in association work.

A total of eight candidates were nominated for the four vacancies of three years each on the Board of Directors. Morris Fannon, Virginia; Paul Calkins, New York; Ed Bilbruck, Michigan; and Russell Kiko, Ohio, were selected by the Nominating Committee, consisting of Charles Corkle, Kenyon Brown and Fred Ramsey. Nominations from the floor included Russell Kehr, Pennsylvania; Ken Barnicle, Missouri; Craig Lawing, North Carolina; and Phil Goldstein, Massachusetts. Voting was by ballot with the following men declared elected:

Ken Barnicle, Ellisville, Mo.

Paul W. Calkins, Peru, N.Y.

Russell E. Kehr, Hanover, Pa.

Russell Kiko, Canton, Ohio

John L. Cummins, Cynthiana, Ky., retiring President, completes the slate of Directors for a three year term.

Retiring Directors were: J. M. Darbyshire, Wilmington, Ohio; C. E. Cunningham, Greenwood, S. C.; Riley T. Jefferson, Lincoln, Dela., Louis L. Stambler, Honolulu, Hawaii; and Herbert Van Pelt, Readington, N. J.

Secretary's Report

The year ending June 30, 1966, was the most successful in the history of the National Auctioneers Association. On that date we had 2,261 active members, an increase of 125 over the previous year. Compared with the same date five years ago, it was an increase of 666 members.

In membership by states, Ohio leads with 169, followed in order by Illinois, 163; Nebraska, 158; Pennsylvania, 144; Indiana, 133; Kansas, 108; and Tennessee, 105. All of these states showed an increase in members over a year ago, with Ohio making the biggest gain of 21 members. Other states making good increases were: North Carolina, Oklahoma and Tennessee with

IN UNITY THERE IS STRENGTH

16 each; Michigan, 14; and Pennsylvania, 13. On the debit side, largest loss of membership was Wisconsin, where the membership slipped by 21 members in the past year.

Circulation of "The Auctioneer" continued to increase as did revenue from the Booster Page and advertising, both of these sources reaching new high marks.

As your Secretary, I attended auctioneers' meeting in the following states during the past year: Iowa, Indiana, Washington, Pennsylvania, Ohio, Nebraska, Texas, Kansas, Wisconsin and South Dakota. I also assisted in forming a new state organization in Mississippi, the past year.

Other travels in the interest of the N.A.A. was to the Livestock Marketing Congress at Mackinac Island, and other visits pertaining to this and future National Conventions.

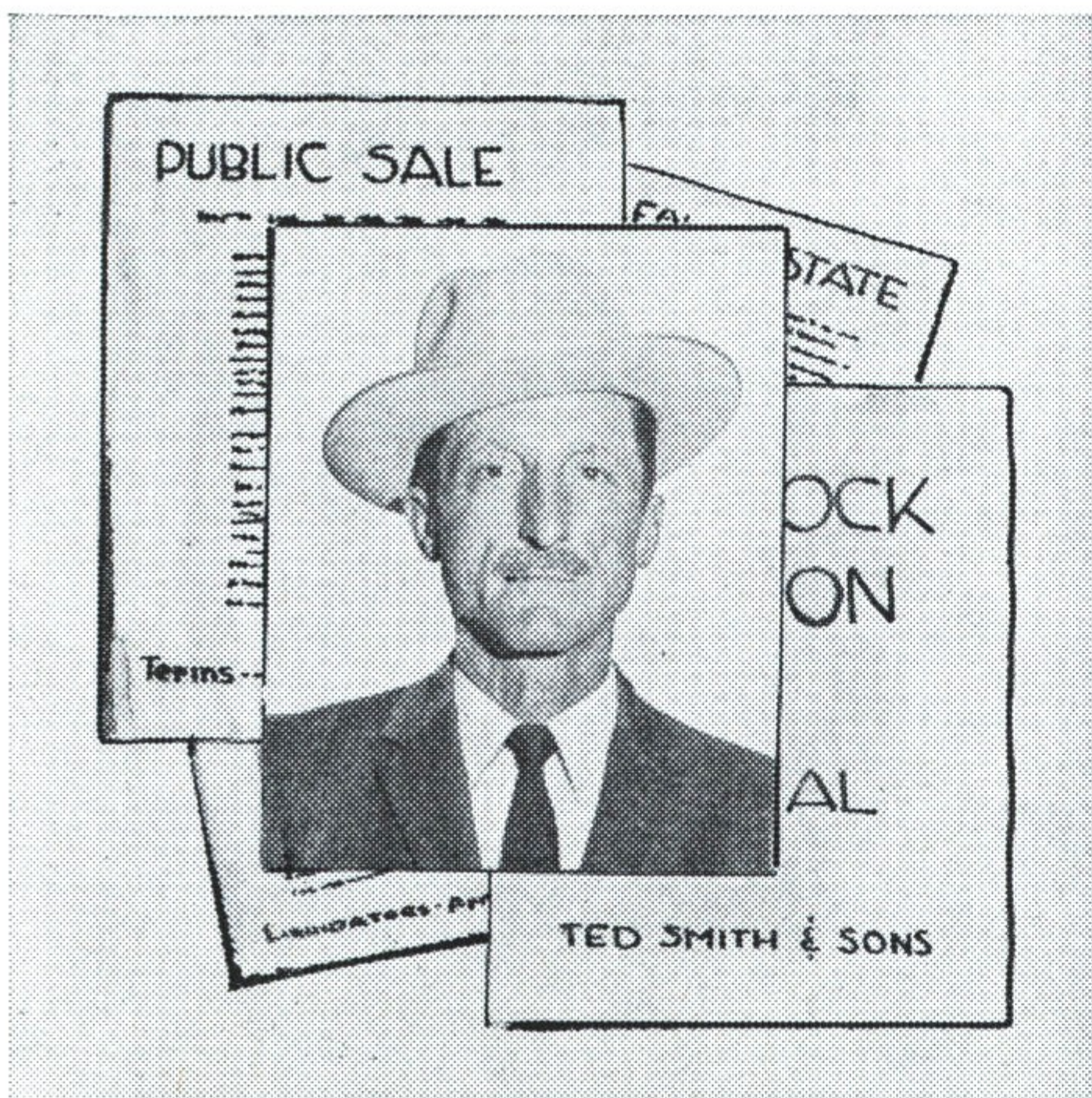
During the year our offices were moved. We now occupy a four-room suite, comprising 768 square feet.

Prestige of the N.A.A. in relation to other organizations has continued to grow in stature.

Respectfully submitted

Bernard Hart, Secretary

Auction Shorts



A little ten year old girl, it has been said, picked up a magazine, the cover of which bore the question, "Is God Dead?"

That's silly, she commented, "God isn't dead. He's in our heart."

If more people would go about their daily tasks as this little girl, a lot of problems would be much more easily

coped with and it surely would be a finer world in which to live.

July 18, Grubaugh Brothers (Dick and Marv) of David City, Nebraska, and the Buss Auction & Realty Co., (Henry Buss and August Runge, Jr.) of Columbus, Nebraska, joined forces and conducted a 690 acre land sale. The auction was very well attended. Land was offered in units and tracts and when everything was over there were four successful buyers and prices were satisfactory.

Am looking forward to reading of the Convention and am disappointed that we could not be there.

Henry Buss,
Columbus, Nebr.

Most of us are reticent about expressing our deeply held beliefs. But all of us admire the mature man who, while tolerant and considerate of other views, organizes and runs his own life according to clear and tested convictions—beliefs that provide a solid anchor in times of stress.



Don't you agree that the Ladies Auxiliary to the NAA is in capable hands as evidenced by the current Officers and Directors in the picture? In the front row, from the left are: Winona Penfield, Geneva Gates, Ann Brown, Bernice Ritchie, Pearl Britten, Virginia Brewer, Alma Crowell.

Back row: Daisye Ramsey, Eileen Standen, Virginia Rankin, Nan Gilbert, Alma Appleman, Betty Wooley, Kay Dewees. Respective offices these ladies fill are shown in the table on the opposite page.

“Thancian”

By the way of The AUCTIONEER I wish to convey to the many members of the Ladies Auxiliary a special acknowledgement for each one's cooperation and support during the past year and at the recent convention. You contributed toward the advancement and stimulated interest for the betterment of our relationship.

To the Pennsylvania group, I wish to

express in behalf of the Ladies Auxiliary, our sincere gratitude for your untiring efforts toward hosting a successful convention in Philadelphia. In no other state would it have been more appropriate to have received a miniature Liberty Bell as a token at the Ladies Luncheon — and with its original just around the corner. All of us returned home with many pleasant memories and wealthier in friendship.

Our convention “goers” are not deter-

THE LADIES AUXILIARY

Ladies,

From me to you thank you one and all for coming to our convention in Pennsylvania. Because without you there would be no convention. I hope you enjoyed it because we enjoyed having you very much. We waited a long time to entertain you.

Hope everyone arrived home safe.

Lots of luck to our new officers and hope they have a very successful year.

Love to All,
Margaret Berry

mined by the metropolis or mountainous areas, or by the distance of travel involved, as this is now a proven factor. The attendance at our conventions is determined greatly by those who are interested in our husband's profession—auCTIONEERING.. You and I should plan to continue our support toward the promotion of this great profession by planning now to attend and take an active part in the convention in Chicago next year.

Ladies, I firmly urge each of you to strongly cooperate with our 1966 - 67 president, Bernice Ritchie. Let us keep our Auxiliary on the road of progress!

Pearl Britten

Acceptance

Dear Ladies,

It is with a feeling of deep humility that I assume the office of president of the ladies auxiliary to the National Auctioneers Association.

I am one of its charter members. When it was a new small organization, I had a chance to be nominated for the presidency, but had to refuse. "Do you know why?" Because I was "too scared" to get up in front of you people. Now, several years later here I am and scared too.

I am proud to be a part of an auxiliary to such a fine organization as the National Auctioneers Association. A group who are in an interesting profession, and one with high goals and ideals. Men who are influential in their home communities and who exemplify the qualities of the national association.

The tasks ahead would seem very great, had I not the faith to know, that my Heavenly Father has placed all about me — friends to whom I can turn for help and counsel.

We, the auxiliary are happy in the knowledge that we are working toward the same goal, the betterment of the National Auctioneers Association.

If there is anything we can do to help you please let us know. With God's help, I will try my best to serve you.

Bernice Ritchie
Auxiliary President

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1966-1967

President:

Mrs. Wendell (Bernice) Ritchie,
Marathon, Ia.

1st Vice President:

Mrs. Dick (Kay) Dewees,
Prairie Village, Kas.

2nd Vice President:

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

Secretary-Treasurer:

Mrs. Frank (Geneva) Gates,
Litchfield, Mich.

Historian:

Mrs. Bob (Winona) Penfield,
Bowman, N. D.

Directors:

(Terms expiring 1969)
Mrs. Walter (Pearl) Britten,
Bryan, Tex.

Mrs. Kenyon (Ann) Brown,
Doylestown, Pa.

Mrs. Fred (Daisy) Ramsey,
Old Hickory, Tenn.

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

(Terms expiring 1968)
Mrs. Albert (Virginia) Rankin,
Alger, O.

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

Mrs. Brad (Betty) Wooley,
Little Rock, Ark.

(Terms expiring 1967)
Mrs. Ruth Marks, Abingdon, Ill.

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

Mrs. Jim (Alma) Appleman,
Cashton, Wis.



Organizations Need Top Men For Results

BY COL. POP HESS

As I am writing this, it is August 12 and time to start another year for this publication which will carry through July of 1967. With no August issue, we have enjoyed a rest period.

Other pages of this issue will tell about the recent National Convention and I will not be using much space on that subject. The progress reported at the convention, the total membership, financial status and an increasingly better magazine proves the NAA is under capable management through the hub of the wheel as well as the spokes.

We are still less than half way to our goal of 5,000 members but the gains shown in recent years is assurance that we are on our way.

Quite a number of cards and letters drifted my way since our July issue and Annual Convention. I would be happy to answer each one personally but my ambition for writing is not what it used to be. Through this column I want to say many thanks to each and all and as time goes by I will attempt to answer those requiring replies through this column.

Here in Ohio, as in many other states, we are in the midst of County Fair time with many large county fairs in progress each week along with our State Fairs now or soon getting under way. Our greatest of all time Ohio State Fair is scheduled for August 25 through September 5.

Throughout our County and State Fairs, our youth will be playing a big part with their exhibits and activities. These folks, who will be our men and women of tomorrow in world affairs and in keeping our country strong, derive a lot of education from these events.

Our many auctioneers spend countless hours of service in selling the Junior Livestock Exhibits and of recent years these have become big events. It is hoped the youth of today will realize the prices some of them receive for their projects will not be misled by expecting similar premium prices in the future when the bidding comes from those who buy for actual value and herd improvement plans.

However, the big lesson the Juniors learn is that with good quality livestock, properly presented, they will not often be disappointed in the selling price.

Auction sales in general in Ohio have been good. Most of our Auctioneers have had a real busy summer. Sale prices have been real good. The Ohio Holstein Breeders Association have held some outstanding sales. The Conklin 4th Annual Classic made an average of \$880.00 per head, top of \$2,600.00, with many selling between the \$1,000.00 and \$2,600.00 price.

We have been well blessed inasmuch as all farm crops and livestock in this section of the country is good. We have had plenty of rainfall and the outlook for this fall and into winter, sales appear to be good in quality and quantity. Farmers are paying record prices for feed lot replacements.

In looking through the many letters and cards received in past weeks, one writer came up with the question, "Just why should an average busy auctioneer with no trouble in way of serious competition take time out as well as hard earned money to support a State or National Auctioneers Association?" He says he needs no advice on how to run his business and has no need for an expert, high class auctioneer to help him on his sales.

His story is true. He is happy, he is doing well and needs no help. But he is looking over the fact the auctioneering profession is not bullet proof any more than other trades and professions. A greed for power and easy money can tap the flowing income artery and put his peace and quiet into a flutter. It is then he needs a strong State and National Auctioneers Association to stand up and chase the rats that are trying to gnaw their way in. Just one, single, peaceful auctioneer cannot make much of a dent in the aggression but a strong organization can be his front line of defense.

As I study this letter and read his statements I can somewhat agree with him. The state and national groups can take some lessons from it and see that they do not follow the suggestions of a few agitators who are out for power and personal gain, using the organizations as a shroud of protection. In all state and national meetings we hear many speech-

es made and suggestions rendered. Some are good, some are fair and others are out of line.

This is where it takes clear thinking on the part of those on the seats as sometimes they will approve some suggestion on the spur of the moment, without proper study and thought. Many times those who can offer the most capable leadership remain quiet or do not attend. This is not good. The auction profession is deserving of the best and if things are not done properly in these meetings it is generally those who fail to take part who are to blame.

State and National Auctioneers Associations are here to stay and will become more powerful as time passes. They need the participation of every auctioneer the same as this country needs the participation of every citizen when it comes time to vote. In America our front line of decision is the ballot box.

All down through the years our state and national associations have suffered



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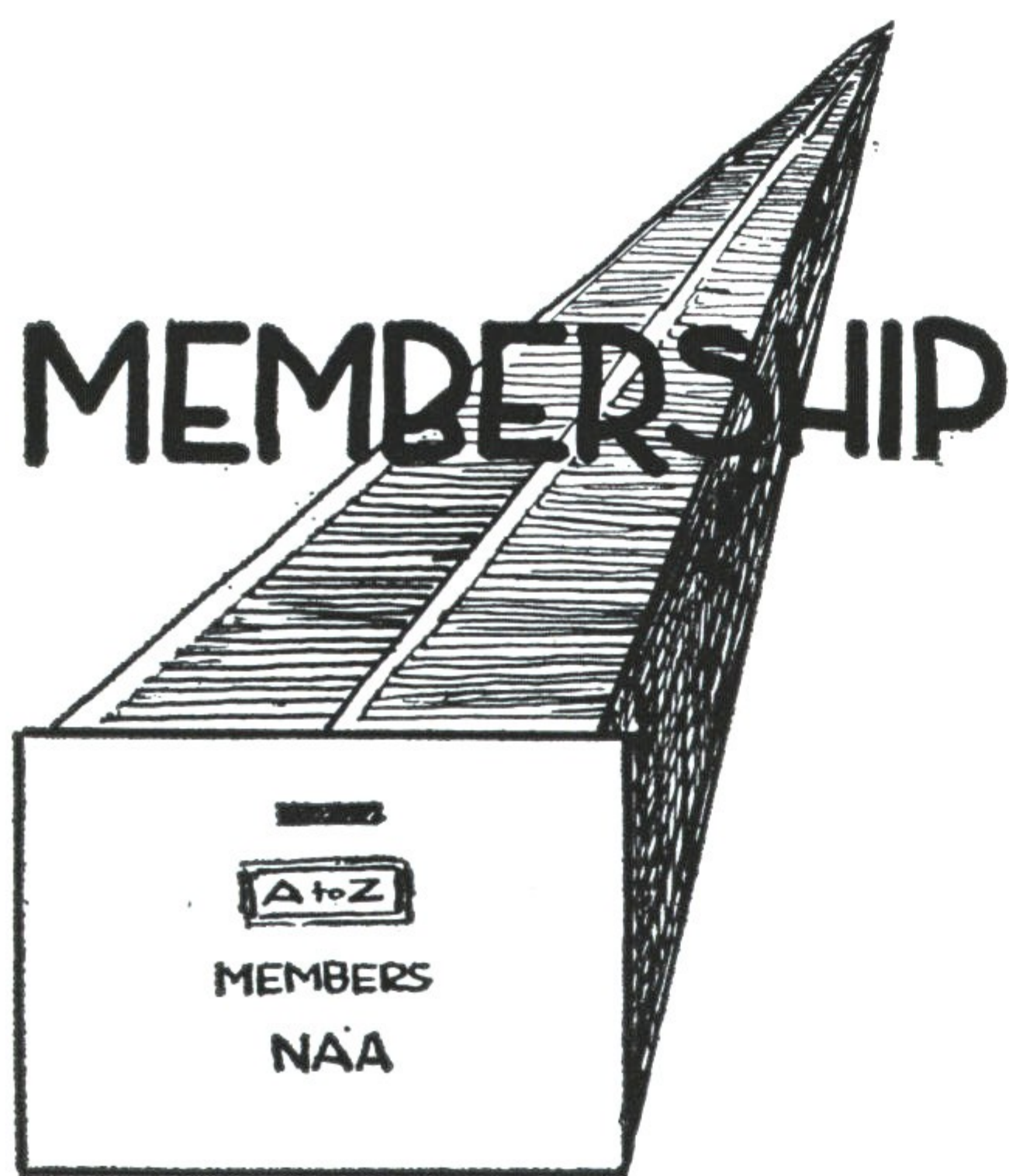
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THE AUCTIONEER

901 So. Jackson St., Frankfort, Indiana 46041

from the lack of participation of auctioneers of experience in all the divisions of the auction business. For a safe ride through one of the great professions and businesses in the world, one that accounts for a tremendous annual gross in dollars and cents, there is a serious need for the successful men in all fields to take an active part.

I am reminded of a man I once knew who was always kicking about what was taking place in State and Federal government. But will all his complaining, he admitted he never took the time to go to the polls and vote. Generally, the auctioneer who criticizes his auctioneers' organizations is the one who never attends the meetings. The record of our National Auctioneers Association proves what can be done with proper leadership and participation.



Memberships Processed June 16 through Aug. 15

Hugh H. James, Illinois
 *Lloyd C. Nevels, Tennessee
 *J. H. Furrow, Tennessee
 Cecil Hurst, Tennessee
 John F. McLean, Tennessee
 John Eskridge, Tennessee
 *Guy Kelley, Tennessee
 Ralph P. Masengill, Sr., Tennessee
 Jim Stevens, Tennessee
 C. B. Arnette, Tennessee

Beeler Thompson, Tennessee
 Frank L. Walden, Tennessee
 M. C. Bowers, Tennessee
 James H. Richardson, Tennessee
 Kenneth H. Robertson, Tennessee
 Billy H. Howell, Tennessee
 *Jimmy West, Tennessee
 E. B. Fulkerson, Tennessee
 Hoyt T. Walker, Tennessee
 William H. Collier, Tennessee
 Larry R. Anderson, Tennessee
 H. Jack Stewart, Tennessee
 Norman C. Wilder, Tennessee
 Bobby Neal Wright, Tennessee
 Gus Bender, Montana
 *Glbby Gilbert, Montana
 Ray R. Petch, Montana
 Bert Boughton, Montana
 Ray H. Feragen, Montana
 Fred W. Musser, Montana
 Thomas A. Scarane, Florida
 Don Hayden, Illinois
 Ray W. Nelson, Washington
 *Kenneth A. LaBadie, Michigan
 J. J. Statler, West Virginia
 Joseph Lopshansky, Ohio
 J. E. Morris, Florida
 Mildred Simpson, Kansas
 Walter Weigman, Indiana
 Stanley King, Virginia
 Henry H. Mayer, New York
 Amos M. Wittmer, Indiana
 *D. E. Whitaker, South Carolina
 *Phil Bunnell, Texas
 *Lon Chisum, Idaho
 *C. T. Wieland, Montana
 Herbert V. Schwalbe, Louisiana
 Thomas C. Baker, Wisconsin
 Earl F. Youngren, New Mexico
 *R. B. Thompson, Oklahoma
 Ted McDougald, Saskatchewan
 E. A. Camfield, Nebraska
 Rex Anderson, Nebraska
 Gary Woodring, Nebraska
 Don C. Althen, Alberta
 Mark W. Kistler, Indiana
 Jack Berg, California
 Wilson Quick, Illinois
 Howard F. Coton, Illinois
 Joseph H. Miller, Tennessee
 H. Skinner Hardy, California, Life
 Robert Schnell, South Dakota
 Earl W. Kinney, Montana
 *Kenneth Jones, Florida
 F. E. Springer, Oklahoma
 Wilbur S. Brock, West Virginia
 Howard Benker, Indiana

Carroll Torgerson, North Dakota
 Marion Stickle, New Jersey
 James H. Stickle, New Jersey
 W. D. Richards, Washington
 Rhett Grant, Louisiana
 Keyes Carson, Texas
 *Lompong Norsuwan, Thailand
 *Don C. Ball, Alberta
 Floyd Fletcher, Indiana
 Carl Tebo, Indiana
 Richard W. Stene, South Dakota
 L. B. Crosswhite, Arkansas
 *Lonnie C. Wilson, Arkansas
 *Willis McCall, Arkansas
 *Roscoe Price, Arkansas
 J. F. Sanmann, Indiana
 Joseph H. Kellum, Indiana
 Walter G. Price, Indiana
 Marvin Freeze, Michigan
 Roger Towner, Indiana
 Barr Harris, Maryland
 M. M. Gordon, Illinois
 Tom D. Flesher, Indiana
 Homer Snyder, Maryland
 George Wittstadt, Jr., Maryland
 John Kasten, Illinois
 Floyd M. Dougherty, Michigan
 *H. L. Holtzendorf, Texas
 Russell Neely, Tennessee
 *E. L. Harding, Missouri
 G. H. Shaw, Louisiana
 Laird N. Glover, Indiana
 R. L. Reppart, Indiana
 J. P. King, Alabama
 Mike Bandy, Illinois
 Fred H. Schneider, Illinois
 Carl H. Shaw, Maine
 Paul B. Perry, Arizona
 Charles Knapp, Illinois
 J. C. Kornbrust, Illinois
 Leonard R. Wilson, Florida
 Forest O. Boling, Indiana
 Claude H. Coleman, Tennessee
 Willis Groen, Washington
 Clair Kearns, Pennsylvania
 Herman Rabe, Kansas
 Avery Forke, Nebraska
 Don L. Forke, Nebraska
 Marvin Spitsnogle, Nebraska
 Leo Wolf, Nebraska
 Grant Phillips, Nebraska
 Charles Taylor, Nebraska
 Harold Siegel, Nebraska
 William Blank, Nebraska
 Gerald Phillips, Nebraska
 John R. Martin, Nebraska
 Henry J. Neuhaus, Nebraska

Wendell Konken, Nebraska
 Freddie Kolb, Nebraska
 B. A. Farrar, Nebraska
 Ronald Woodward, Nebraska
 *Ladd Reeves, Nebraska
 J. R. Gillespie, Nebraska
 Edward Lightner, Nebraska
 LeRoy Hongsermeier, Nebraska
 *Edward F. Barber, New Jersey
 Donald Bradley, Ohio
 Loe J. Bree, Illinois
 R. E. Baxla, Florida
 Wayno Steuart, Florida
 H. W. Sigrist, Indiana
 Harry Miller, Indiana
 Tom Ault, Indiana
 *Lewis F. Bullard, New York
 N. Albert Bond, Florida
 Joseph L. Horn, Florida
 A. C. Dunning, Illinois
 Michael Modica, Illinois
 Fred G. Quick, Illinois
 Charles B. Wade, Illinois
 Ron Biddle, Indiana
 James A. Buckley, Indiana
 *George A. Bollinger, Maryland
 Kenneth J. MacLeod, Massachusetts
 William F. Moon, Massachusetts
 Frank Gates, Michigan
 Sherry Olin, Michigan
 John A. Overton, New Mexico
 Harry J. Hoynacki, New York
 Pete Murray, New York
 G. T. Gilbert, North Carolina
 Kenneth W. Teague, North Carolina
 Cloyce C. Bradford, Ohio
 Herb Bambeck, Ohio
 Homer Pollock, Ohio
 Neil Robinson, Ohio
 Paul F. Dalton, Virginia
 Wes Wendt, Washington
 Jim Richards, Oklahoma
 *John Modica, Illinois
 *Jack E. May, West Virginia
 Thomas Matthews, Maryland
 Omer F. Bonney, Oregon
 Dick F. Young, Ohio
 Thomas M. Caldwell, California
 Philip E. Wells, Jr., Illinois
 Lewis C. Dell, Florida
 Lester Rosen, California
 R. E. Stanley, California
 Duane Oberlin, Indiana
 Melvin H. Ellis, California
 Harold Asbury, Indiana
 W. B. Hall, Florida
 Bill Yoder, Indiana



Transition of leadership in the Ladies Auxiliary of the NAA takes place as Mrs. Walter (Pearl) Britten (left) presents the gavel to the newly elected President, Mrs. Wendell (Bernice) Ritchie, Mrs. Britten, the retiring President, is from Bryan, Texas, while Mrs. Ritchie lives on a farm near Marathon, Iowa.

Harold M. Bloom, Michigan
 Ralph D. Zimmerman, Maryland
 Thomas F. Wakefield, Indiana
 Ike Hamilton, Louisiana
 *Jack R. Rudd, California
 P. Frank Stuart, Florida
 Freeman Smith, Alabama
 Jerry Fales, Washington
 John L. Friedersdorf, Indiana
 Russell L. Hornbeck, Illinois
 *Milton R. Crosby, Connecticut
 Jack E. Shuler, Illinois
 Bill Potts, Georgia
 *Glenn S. Peterson, Illinois
 *Howard E. Adams, Texas
 Dale Rawdin, Illinois
 Sigmond Shore, Illinois
 George G. Borum, Illinois
 R. C. Miller, Illinois
 *D. H. Rumsay, New York
 Richard K. Mather, Connecticut
 Donald S. Wolf, Illinois
 Richard W. Bethea, Tennessee
 Eugene Hargis, Tennessee
 Harry W. Kerns, Ohio
 John W. Heist, Nebraska

Walter A. Brandt, Nebraska
 J. J. Stivers, Nebraska
 C. E. McClurg, Nebraska
 E. C. Weller, Nebraska
 Hugh Campbell, Missouri
 Milton J. Wershow, California
 B. C. Mitchell, California
 Victor W. Nash, California
 Stephen D. Cardelli, Massachusetts
 Rodney A. Johnson, Nebraska
 Luther J. Hardesty, Ohio
 Donald D. Day, Ohio
 Andrew Lemley, Ohio
 Norman Levy, Michigan
 Robert A. Gerhart, Michigan
 Crawford McFetridge, New York
 Stan Haworth, Virginia
 Ward H. Reesman, Nebraska
 Arthur G. Porter, Minnesota
 David Stenberg, South Dakota
 M. H. Calhoun, Ohio
 C. Garth Semple, Ohio
 Eugene D. Ridenour, Ohio
 Edward King, Ohio
 Paul W. Robinson, Ohio
 Cliff Gorrell, Ohio

IN UNITY THERE IS STRENGTH

Carson C. Fast, Ohio
 Jim Bennett, Ohio
 Max W. Loucks, Indiana
 Max E. Bixler, Oklahoma
 Kenneth R. Atkinson, Oklahoma
 Roy A. Sanch, Michigan
 Edward F. Gottschalk, Michigan
 George A. Mann, Missouri
 Gordon Reid, Massachusetts
 Gordon Reid, Jr., Massachusetts
 B. Everett Johnson, Minnesota
 Henry Eiler, Nebraska
 Howard Summers, Nebraska
 W. V. Emrich, Nebraska
 Marvin Larson, Nebraska
 C. L. Kelly, Illinois
 Lane R. Hyett, Illinois
 Wilson Woods, West Virginia
 Johnny J. George, Georgia
 Kenneth C. Snider, Indiana
 Herschel McKenzie, Indiana
 Donald W. Maloney, New York
 William A. Maloney, New York
 George H. Shields, Jr., Virginia
 Ralph T. McClendon, South Carolina
 *Ralph J. McClendon, South Carolina
 *Kenneth R. Hocking, Illinois
 *Terry P. Duggins, Missouri
 Robert E. Sigler, Ohio
 Ronald Reed, New York
 Herman L. Hart, Ohio
 H. Earl Wright, Ohio
 Arthur W. Mahnke, Wyoming
 Van Smith, Ohio
 Fairfield P. Day, Ohio
 I. Shoolman, New York
 Lynn Walters, Oregon
 Frank N. Wine, West Virginia
 Morris Fannon, Virginia
 Earl S. Bliss, Illinois
 Fred G. Mock, North Carolina
 Ray Greij, North Dakota
 F. E. Fitzgerald, North Dakota
 Ray Webster, Alabama
 M. J. Ford, Washington
 R. A. Mader, Wyoming
 *Everett Kuester, Wisconsin
 *David J. Renfro, Texas
 Samuel Mannis, California
 J. Kent Pfaff, North Carolina
 Norvel Reed, Jr., New York
 Lew Bronstein, New York
 Elwood J. Heller, New Jersey
 Gloria Frazee, New Jersey
 Gerald W. Strasheim, Oregon
 Clive Anderson, Sr., Tennessee
 Clive Anderson, Jr., Tennessee

James Matthews, Tennessee
 Delmus Trent, Tennessee
 Oral L. Roberts, Missouri
 W. Frank Dillard, Missouri
 J. W. Shapley, Indiana
 Dave Kessler, Ohio
 Cliff Mitchell, Minnesota
 Irwin E. Landolt, Missouri
 *Victor H. Bagley, Jr., Missouri
 Buster Hewkin, Missouri
 Albert J. Caron, New Hampshire
 Frank Paczkowski, North Dakota
 Charles L. Furr, Virginia
 Dwight E. Dutton, Ohio
 D. E. Blankenship, Ohio
 G. B. Wiley, Oklahoma
 Wayne Casteel, Oklahoma
 *Ted Counts, Virginia
 Bryan L. Swilley, Tennessee
 L. Clyde White, Tennessee
 G. S. Gordon, Tennessee
 J. Robert Hood, Tennessee
 *Oliver A. Smith, Jr., Tennessee
 R. P. Keller, Tennessee
 Albert J. Durham, Tennessee
 *Robert P. Bishop, Florida
 J. O. Sowers, Kansas
 Howard E. Rogers, Arkansas
 Frank Onischuk, Massachusetts
 Gaylon O. Souvignier, South Dakota
 Vincent J. Cali, New York
 Donald Kent, New York
 Donald Babbitt, Minnesota
 *Eugene Mouw, Minnesota
 Henry Hackmeister, Illinois
 William J. Blain, Ohio
 Richard G. Bagley, Ohio
 Russell E. Clark, New Jersey
 Edward J. Pekarovich, Jr., Illinois
 Francis Haley, South Dakota
 E. F. Glascoe, North Carolina
 Robert W. Matson, New York
 Mary Ricks, Indiana
 Earl D. Pigg, Indiana
 Claude N. Giffin, Jr., Missouri
 Bill Rombach, Oregon
 Ross Every, Oregon
 Forest Witthar, Oregon
 Edward Potter, Oregon
 Melvni R. Penning, Illinois
 Harold Hilliard, Illinois
 Michael E. Marks, Illinois
 David H. Maxson, Ohio
 Donald Mox, Ohio
 Larry Dealey, Ohio
 George J. Nichols, New York
 Ernie Davis, New York



Mississippi products featured the Fun Auction that was a part of the first convention sponsored by the Mississippi Auctioneers Association. All merchandise was donated by the state's manufacturers. Auctioneers in the picture, from the left, are: G. H. Shaw, Alexandria, La.; Bill Tinnin, Andy Lambright, C. B. Arnette, Murfreesboro, Tenn.; Toxey T. Fortinberry, and Lew Henderson. Cols. Shaw and Arnette were guest speakers on the Program.

Al Gay, Washington
 Gene Navalesi, New Mexico
 William Podell, Michigan, Life
 Claude Elkins, Ohio
 Charles Wilkes, North Dakota
 John W. Rigsbee, New York
 Norman J. Geolat, Illinois
 James W. Cushing, Illinois
 Dick I. Boyd, Oregon
 *Chet Benson, Michigan
 *Don H. Carl, Michigan
 Alec L. Sim, Alberta
 Keith Sim, Alberta
 Albert Cox, Missouri
 Robert W. Butler, Florida
 Richard Kiko, Ohio
 Harold A. Henson, West Virginia
 George Copley, Tennessee
 C. O. Rainwater, Tennessee
 Fulton Beasley, Tennessee
 Troy Olds, Tennessee
 Billy Hobbs, Tennessee
 Bill Daniels, Tennessee
 Hassell R. Ritter, Tennessee
 Bill Shackelford, Tennessee
 Ottis Kemp, Tennessee
 Joe Hawkins, Tennessee
 Gale D. Copeland, Tennessee
 H. C. Jessee, Tennessee

*Garry Batt, Kansas
 *Delbert H. Johnson, Minnesota
 *Donald Maronde, Illinois
 *Dennis Hensley, Arizona
 *Donald M. Sohn, Indiana
 Gilbert Dutro, Ohio
 Chris B. Lawson, Ohio
 Albert L. Rankin, Ohio
 Ralph L. Gillette, Ohio
 Carl V. Stahl, Ohio
 Ray Flanagan, Nebraska
 Elmer E. Galusha, Nebraska
 Vernon McCracken, Missouri
 Lee Lewis, Missouri
 James F. Rife, Illinois
 *Raymond Voellinger, New York
 Phil Neuenschwander, Indiana
 James M. McCutcheon, West Virginia
 E. Allen Nixon, New Jersey
 Harvey W. Lee, New Jersey
 *James C. Martin, California
 *Billy C. Butts, Michigan
 *Paul Hickok, South Dakota
 Al Smith, Illinois
 Russell Kehr, Pennsylvania
 Emmett Mateer, Pennsylvania
 *Eugene Telmore, Pennsylvania
 Ralph Burkett, Pennsylvania
 Hubert Post, Pennsylvania

Clayton Winebark, Pennsylvania
 H. Orville Davis, Massachusetts
 *Larry Tondreault, Rhode Island
 Dale Butman, Minnesota
 F. B. Gorrell, Ohio
 Irvin Schultis, Nebraska
 Tolbert A. Breed, Connecticut
 *Don Edwards, Texas
 Verlon Freeze, Tennessee
 Leon Richardson, Tennessee
 Wililam L. Suddarth, Tennessee

Sotheby's Announce New Record Turnover

Sotheby's, the fine art auction house, has announced a new world record turnover of \$59,994,816 for the 1965-66 season. Sotheby's turnover in London of \$36,446,816 is \$2,560,754 larger than that realized last season. The Parke-Bernet Galleries in New York, Sotheby's wholly owned affiliate, has the second highest turnover in the world—in excess of \$23 million for the 1965-66 season.

Commenting on the season Mr. Peter Wilson, Chairman of Sotheby's and Parke-Bernet, said "Despite an increase in business of 3,500,000 pounds (\$9,800,000) in New York at Sotheby's and Parke-Bernet, the value of books and works of art sent from North America for sale in London was 33 per cent of the total works received—virtually the same amount as in preceding years. American buyers are also as active as ever at sales in London and next to the British, are the largest purchasers—accounting in direct sales for 23 per cent of the London turnover. Of course the actual percentage of American purchases is considerably higher as many British dealers buy at Sotheby's on behalf of American clients."

344 sales were held in London during the season — 64 more than last year. Of the 68,549 lots sold, 68 per cent went for 100 pounds (\$280) or less and 28 per cent for 20 pounds (\$56) or less.

The sale of paintings in London and New York realized \$27,191,147 — sales in London accounting for \$14,811,286. Sales in London of works of art account-

ed for \$10,966,158 of the international total of \$15,218,574.

A new world record turnover of \$4,889,427 was established in London for the sale of books. This figure is \$1,382,598 greater than that for the 1964-65 season.

The London auction house also realized a total of \$2,445,453 for the sale of silver — \$754,242 greater than the total for last season — and \$1,338,526 for the sale of prints and drawings — an increase of \$326,684 over the 1964-65 figure.

The 1966-67 season begins at Sotheby's in London on October 6th with the sale of an American collection of 200 lithographs and drawings by Henri de Toulouse-Lautrec. The collection is thought to be the finest group of this artist's graphic works in private hands. An important collection of letters, manuscripts, and books of Stendhal is to be sold early in the new season.

Auctioneer Contest Film Available

A 30 minute sound film entitled, "AUCTION . . . THE SOUND THAT SELLS", is available through the Missouri Auction School for viewing at meetings and conventions of state auctioneers' associations, livestock marketing meetings, 4-H, F.F.A., Vo-Ag and other organizations. It is also available to TV farm directors.

Produced as a TV feature film by the Midcontinent Broadcasting Company, it was directed by Karl Storjohann of the KELO—LAND stations. The film covers a visit to one of South Dakota's largest cattle auctions, a brief tour of the Missouri Auction School, and highlights of the action at the 1966 World Champion Livestock Market Auctioneer Contest at Mackinac Island.

The film can be shown on any standard 16 mm sound projector. Organizations or TV stations interested in the free loan of this film are invited to contact the Missouri Auction School, 1330 Linwood Boulevard, Kansas City, Missouri 64109.



"In appreciation of his contribution to the Profession of Auctioneering and the National Auctioneers Association," reads the inscription on the above plaques immediately below the names of the recipients. President John L. Cummins, makes the presentations during the Banquet Ceremonies at the 1966 National Convention.

In the picture at the left is Col. Charles Corkle, Norfolk, Nebr., as he receives one of the awards. Col. Corkle has served in the offices of 2nd Vice President, 1st Vice President; President (1961-62) and a three year term on the Board of Directors. In addition, he has carried out many committee assignments and has represented the NAA at numerous State Auctioneers meetings. He has given unselfishly of his time in promoting the auction method of selling and those who are engaged in auctioneering.

In the picture at right, Col. Leon E. Joy, Ames, Iowa, receives a similar award. Col. Joy has been an auctioneer for more than 50 years. He is the only man who has attended every meeting of the Iowa State Auctioneers Association (they hold two each year) and has missed few National meetings. In addition to his long period of service as an auctioneer, Col. Joy has always been ready and willing to aid others in his profession and has continually strived to make the



auction profession a better way of life. He has been particularly cooperative with the younger men in the profession.

These plaques are considered the highest honor an auctioneer can receive. Recipients are selected by the Board of Directors of the NAA. A former recipient described it well when he said, "Being so honored by the fellow men of my profession, I consider this the greatest honor I have ever received."

Bob Schnell Injured By Charging Bull

Lemmon, S. Dak. — Robert Schnell, rancher, well known auctioneer and market operator, was injured in July, when gored by a bull on his ranch. Schnell and his daughter were working cattle on horseback when the bull charged, in-

flicting serious fractures to Schnell's leg, but failing to unseat him.

Schnell and his daughter rode the approximate half mile to the ranch house and he was immediately flown to a Bismarck, N. Dak., hospital for treatment. Hospital authorities indicated the leg had been fractured in four places.

The animal that charged Schnell and his mount was a four-year-old herd sire weighing about 1800 pounds.



MISSOURI AUCTION SCHOOL, KANSAS CITY, MO., CLASS OF JULY 1966

FRONT ROW, left to right: Sid Johnson, Mo.; Ruby Smith, Ks.; Marilyn Potter, Mo.; Bill Halbert, Instructor; Boyd Michael, Registrar; R. W. Dewees, President; Dean Cates, Instructor; Verlin Green, Instructor; Nova Srader, School Secretary; Vicki Parker, S. Dak.; Lee Thomas, Ind.

SECOND ROW, left to right: Ralph Smith, Calif.; Thos. Glydewell, Mo.; Steve Brune, Mo.; Vern Malcolm, Canada; Jack Arnold, Ind.; Emmett Francione, Tex.; Frank Daniel, Tex.; Ernest LeMaster, Okla.; Don Maronde, Ill.; John Brewer, Mo.; Danyne Hammond, Mo.; Roy Crowder, Okla.

THIRD ROW, left to right: Gordon Downie, Ohio; Woodrow Steiner, Ky.; Wayne Homer, Canada; John VanVacter, Mo.; Francis Baker, Mo.; Sammy Craig, Tex.; Don Summerhill, Md.; Harry Garcia, N. Mex.; Mike O'Connor, Mo.; Dean Branham, Utah; Con Carl, Mich.; Ted Maurer, Pa.; Dennis Hensley, Ariz.; Ray Voellinger, N. Y.

FOURTH ROW, left to right: John Thomas, Ohio; Garry Batt, Ks.; Harold Evans, Ark.; Clarence Payne, Ks.; Glenn Collins, Pa.; Douglas Roberts, Mo.; Don King, Tenn.; Bill Everett, Tex.; Ed Trainor, N. Y.; Don Sohn, Ind.; Charles Crandell, Mo.; Guy Johnson, Tex.; Tim Barry, Ill.; Jim Waddel, Nev.; Gary Dye, Mo.

FIFTH ROW, left to right: Stuart Desper, Va.; Bud Teter, Okla.; Del Johnson, Minn.; C. O. Mooney, Mo.; Steve Shalov, N. Y.; Bud Edwards, Okla.; Duane Henneman, Colo.; Gail Albach, Wyo.; Al Jansma, Mich.; Jim McLeod, Tex.; Eddie Lee, Okla.; E. N. Griffay, Tex.; Vernon Faaborg, Mont.; Jack Breen, N. Y.; Ray James, Fla.; James Martin, Calif.; Larry Polensky, N. Dak.; Don Anderson, Canada.

Membership Reaches 2,261

As Fiscal Year Closes

Membership in the National Auctioneers Association has reached another high. As of June 30, 1966, our active membership totalled 2,261. As of June 30, 1965, our membership totalled 2,136. June 30, 1961, saw the N.A.A. with a total of active members of 1,595. We can reach 2,500 or more by June 30, 1967, if our growth continues at the rate it is presently setting for itself.

You will find a table listed below which shows memberships by states on the comparison of 1961, 1965, and 1966. If your state has lost or hasn't gained in proportion to neighboring states you might want to work a little bit harder in your association to change those figures for next year.

State	Members—June 30		
	1961	1965	1966
Alabama	6	13	14
Alaska	1	0	0
Arizona	2	8	7
Arkansas	22	54	35
California	40	58	58
Colorado	35	44	48
Connecticut	6	7	10
Delaware	3	4	5
Dist. of Columbia	1	1	1
Florida	15	30	33
Georgia	17	18	17
Hawaii	1	2	3
Idaho	12	18	19
Illinois	121	152	163
Indiana	88	132	133
Iowa	50	75	86
Kansas	83	102	108
Kentucky	66	80	91
Louisiana	8	8	9
Maine	3	5	5
Maryland	17	25	22
Massachusetts	24	29	26
Michigan	47	53	67
Minnesota	18	22	21
Mississippi	3	6	13
Missouri	49	62	58

Montana	40	37	28
Nebraska	121	147	158
Nevada	2	0	1
New Hampshire	3	3	6
New Jersey	34	35	35
New Mexico	10	15	11
New York	53	72	80
North Carolina	21	23	39
North Dakota	12	29	19
Ohio	114	148	169
Oklahoma	21	21	37
Oregon	16	20	20
Pennsylvania	103	131	144
Rhode Island	6	5	7
South Carolina	5	13	16
South Dakota	8	27	24
Tennessee	63	89	105
Texas	48	71	74
Utah	2	2	2
Vermont	6	2	3
Virginia	27	44	48
Washington	10	27	30
West Virginia	12	16	23
Wisconsin	91	107	86
Wyoming	13	15	19
Canada	14	27	24
Australia	1	1	1
Germany	1	0	0
West Indies	0	1	0
Totals	1595	2136	2261

Auction Contributes Red Cross Funds

Somerset, Ky. — More than half of the Pulaski County Chapter's March fund campaign goal of \$8,555 was in the bank before the nationwide drive started — all because of a special tobacco auction in the county seat, Somerset, Ky. The auctioneer's chant in behalf of the Red Cross has been heard there for the past 3 years after farmers donated part of the profits from their crops to the cause.

Creative - - Challenge

By Col. B. G. Coats

After attending the National Convention in Philadelphia, I was in a quandary as to what headline to use for this article. The convention was indeed a challenge to every Auctioneer, and throughout the entire conclave it occurred to me that no matter how big or small an Auctioneer's business is, the



creative Auctioneer makes it bigger. So I decided to combine the two as no Auctioneer can be creative unless challenged, and to succeed in being challenged one must be creative.

Congratulations to the Pennsylvania Auctioneers Association for staging a well planned, well organized, constructive, entertaining convention and one that was conducted with absolute decorum. There is no doubt but what the extreme hot weather throughout the country and the air lines strike prevented many from being present. Despite the circumstances hundreds that were present, experienced many inconveniences in getting to and from the convention. Their dedication, loyalty and desire for knowledge allowed nothing to deter them.

The convention presented a wide assortment of subjects that was a challenge to each and every one. I was indelibly impressed by observing so many Auctioneers taking notes. To me this was indicative of their desire to improve their business and their profession. Then it occurred to me that the creative Auctioneer expands the ideas of others by applying them to ideas of his own. He can visualize benefits to himself. I talked with many of the Auctioneers that I observed taking notes and found them to be creative, especially among the younger Auctioneers, all of whom are on the road to success. They are hungry for ideas and knowledge that will advance them and they found just that at the convention. They are most responsive to ideas because they are willing, even eager, to become involved. That's why they keep growing and improving. For the next year creative application of information will be their way of life and this will continue after every convention.

There is no group of men perhaps in the United States that are more maligned than Auctioneers. They are always getting advice from the people they sell for and others, yes from all directions, but Auctioneers are the most receptive group anywhere when sound and solid ideas and suggestions are spoken. Few derive more pleasure and profit from the public than Auctioneers. We have a profession that searches for new ways of doing things. That is why we have a national convention so that every new practical and profitable idea possible is disseminated for the benefit of all.

The convention gave us a wide assortment of topics and I feel that it is the most important and constructive convention in the history of our Association. It did not cover the entire spectrum on auction sales or the auctioneering profession as such would be impossible for the time allowed, but it did cover enough territory, all tried, tested, proven and presented by Auctioneers who

knew what they were talking about.

Very firmly stated the convention threw out challenges and inspiration, and goals to shoot for which cannot be found in any other profession. Be creative and prepared to meet the challenges. By attending your state meetings and your national convention you will be better Auctioneers.

It was a great pleasure to meet so many fine young Auctioneers and to renew old friendships.

Retail Auto Auction Proves Satisfactory

COMMACK, N. Y. — Chrysler-Plymouth dealers on Long Island are looking forward to their second public retail used-car auction with hopes that it will turn out even better than the first.

Jack E. Smidlein, Chrysler - Plymouth used-car manager in the New York region, said the second auction is planned for "sometime in August or early September."

In the first auction, 13 of the dealers joined in sponsoring the event in which 50 units were sold for an aggregate of about \$45,000.

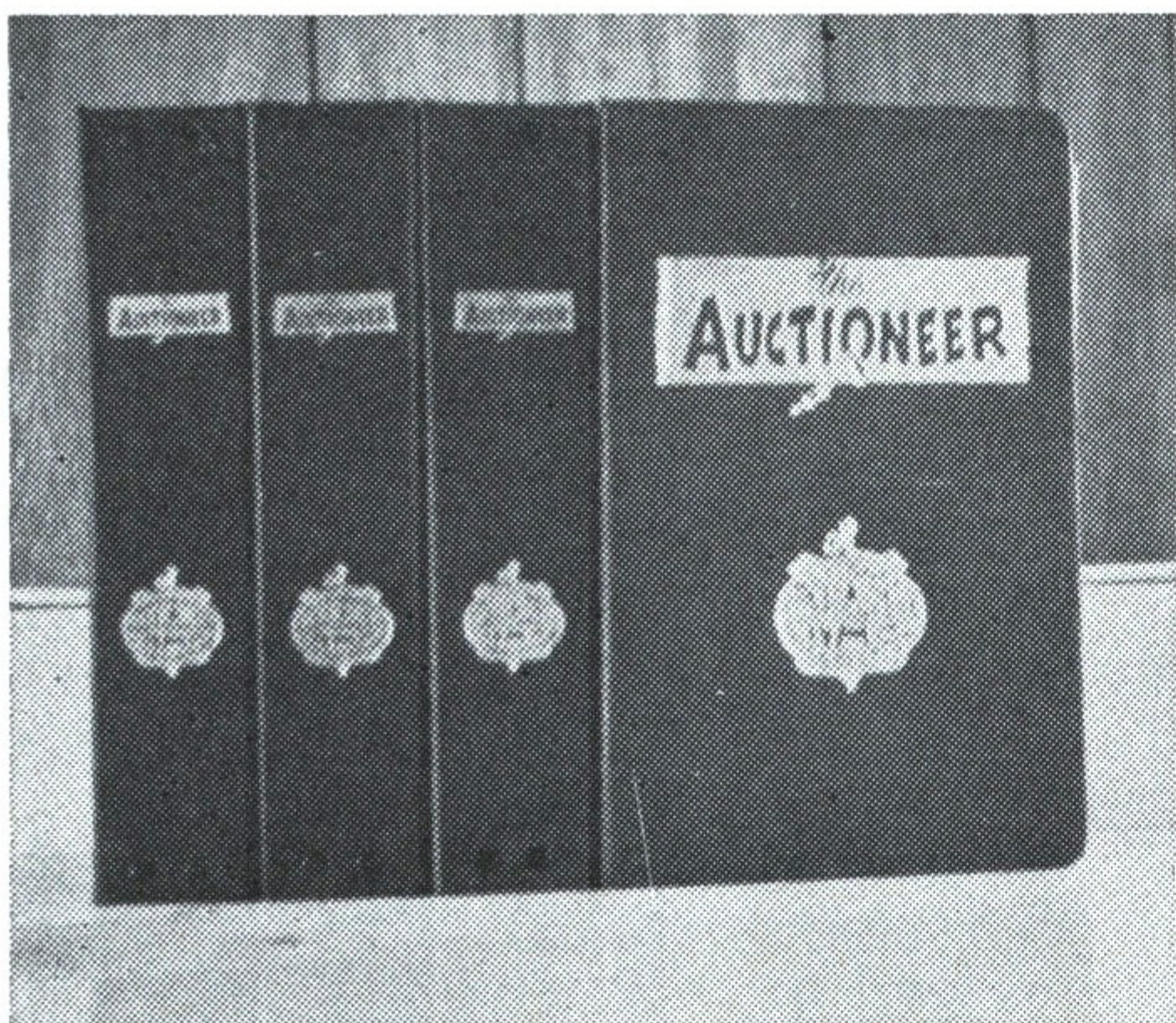
All makes and models, from '59s to '65s, were put on the block, and prices ranged from \$300 to \$2,500. Dealers reserved the right to reject bids.

About 500 persons were on hand for the auction at Long Island Arena.

Charles H. Van Steenberg, Chrysler-Plymouth national used-car sales manager, was on hand as an observer. He said that to his knowledge it was the first joint dealer retail auction ever held in the New York metropolitan area. He said he believes that retail auctions of the size of the Long Island event have been very rare anywhere.

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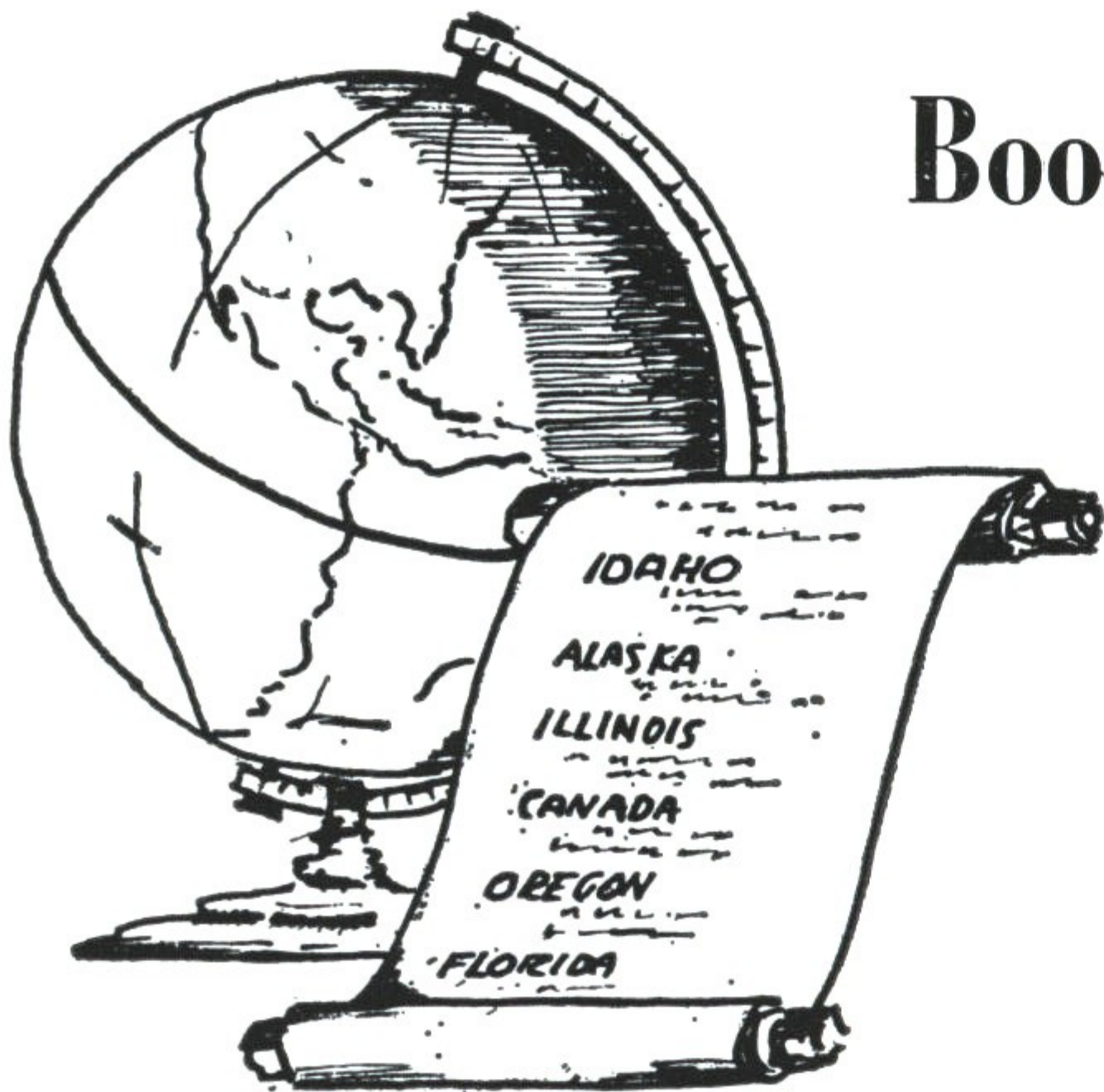
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Col. Robert S. Michael—Morgantown

Col. A. G. "Dick" Miller—Ceredo

WISCONSIN

Col. Lester M. Eue—Beloit
Col. Earl F. Clauer—Mineral Point
Col. John L. Freund—Omro
Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Willard Olson—Delavan
Town & Country Auction—Kansasville

WYOMING

Col. Thomas Harrower, Jr.—Kemmerer
Col. Dean W. Pruitt—Casper

ELSEWHERE

Col. H. P. Higgins, Huntingdon, Quebec
Col. T. J. Jubenville, Prince George,
B.C.
Col. Ross Kemp—Listowell, Ont.
Col. Arthur O. Robatzek—Swift Current,
Sask.
The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .



Dear Bernie:

Find enclosed my check as payment for dues for the next year.

We enjoy "The Auctioneer" very much and I congratulate you and your staff on a job well done.

Very truly yours,
Herbert V. Schwalbe
Sulphur, La.

Dearl Col. Hart:

I was hoping that I would see you in Oklahoma City, the 14th and 15th of May. We sure had a good meeting and I wish you could have been there.

I won a gavel at the State Meeting for being the oldest auctioneer present. If Pop Hess had of been there he would have won it and I would have been glad to see him get it. I hope to see him at the Convention, next year, as I will not get to go this year.

Please give all NAA members my regards and tell them I'll be looking forward to seeing them at the 1967 Convention, in Chicago. If any of you are ever in this part of Oklahoma, look me up. I live on Highway 270 in Red Oak.

Yours very truly,
F. E. "Red" Springer
Red Oak, Okla.

Dear Sir:

I noticed your ad in the "Auctioneer" Magazine for your bumper stickers. I have enclosed \$1.00 for four "bumper stickers".

Your magazine is very interesting and I enjoy receiving and reading it each month.

Thank you very much.

Yours truly,
Bud Robinson
Wabbaseka, Arkansas

Dear Sir:

Please find enclosed check for \$10.00 for dues. I enjoy every copy very much. Keep up the good work.

Sincerely,
Willis Groen
Lynden, Washington

Dear Bernie:

Enclosed is a check for my dues. I enjoy The Auctioneer very much.

I have enjoyed a good business this year. I have several sales booked for this month.

It has been pretty dry here in Oklahoma and hot also. But we have had

IN UNITY THERE IS STRENGTH

some rain the last couple weeks.

Keep the good work going.

As ever,
Wayne Casteel
Lucien, Oklahoma

Dear Bernie:

You had a nice convention in Philly and as usual everything seemed to be in good order. Sorry I had to leave early Saturday. Wish I could have stayed.

We want you and Ralph to come to Virginia for our convention this winter. I'll let you know the dates.

Wishing you all the best and my continued support for your great part in the auction business.

Sincerely,
Morris Fannon
Pennington Gap, Virginia

Dear Bernie,

Just a line to say my family and I attended the convention in Philadelphia, and enjoyed it very much.

Henry L. Hachmeister
Pecatonica, Illinois

P.S. Enclosed you will find my check for dues for the coming year.

Dear Mr. Hart:

I find "The Auctioneer" a big help and hope you will continue to publish stories and articles in the area of real estate selling at public auction.

We have expanded our area of service and would like you to change our mailing address to Knoxville, Iowa.

Thank you so much.

Respectfully,
Robert T. Sherwood
Knoxville, Iowa

Dear Bernie:

First, let me say, both Mrs. Crowell and myself enjoyed the 1966 Convention very much. We look forward each year to the conventions that we may meet with our good friends whom we have met in attending conventions over the past years and the many new friends we find at each and every convention. It is just like a Family Reunion.

I would like to at this time congratulate the Pennsylvania Association for the wonderful Program in spite of all

the obstacles that came their way. We know the attendance would have been much better if it had not been for the air strike.

I know the different committees were faced with several problems and in spite of it all their Program was most efficiently handled. News media and public relations were well covered. So Pennsylvania, I say you are entitled to have an extra star in your crown.

Our State President, Glenn Jones, and his wife, Louise, myself and wife, Alma, thank you for the courtesies shown us.

Bernie, our Association is growing by leaps and bounds. We held our 1st Quarterly Meeting at the Boggy Depot State Park, in the form of a picnic, and more than 80 were in attendance. We signed up ten new members. The movie of the NAA Banquet was shown and the day enjoyed by every one. Our next meeting will be in Tulsa, November 13.

Enclosed, find dues for a new member to the National, and there are several more promised.

Until something else gives me an excuse to write, I say, "God bless you and the National Association and all the State Auctioneers Associations over the entire country.

I am sincerely,
V. K. "Doc" Crowell, Secretary
Oklahoma State Auctioneers Ass'n.

C. B. Drake Now A Resident of Florida

During the Philadelphia convention, many inquired in regard to the present activities of one of our former Presidents, C. B. Drake.

Col. Drake is now a resident of Ft. Lauderdale, Florida, and is the auctioneer at the South Florida Auto Auction, a new enterprise located in that city.

Mailing address of Col. Drake is: P.O. Box 22550, Ft. Lauderdale, Fla.

In most places nowadays, risking life and limb with Fourth of July fireworks is illegal. You have to use an automobile.

Accepting The Challenge

By Brad L. Wooley

Mr. Chairman, Officers, Auctioneers and Ladies:

I have just been handed a warm gavel. It is the highest honor that an individual auctioneer can obtain and only by gaining the confidence of his fellow auctioneers of this National Auctioneers Association at its annual convention.

We are growing in membership, fellowship, and we are experiencing all the growth pleasures and displeasures. We will enjoy and work for the continued growth as we gain more in every way that is expected of an association such as our NAA. It is an association of individual auctioneers and this, in my opinion, is what makes it as great as it is.

In the brief minutes that I spoke to the convention body at the election and at the banquet, I want to re-emphasize my sincerity and tell you once again that I want to be a part in a series of upgrading additions that I feel will benefit all individual auctioneers that are members of the NAA.

(1). Our constitution and by-laws will have been completely re-drafted and revised and brought to date and will be ready for ratification by you individual auctioneers. I have taken this job to do because you individual auctioneers (not cliques, groups, or any other bodies of pressure) have indicated that you want this and this you shall get. Any suggestions on this subject will be considered.

(2.) I also stated that in my opinion it was time that the NAA have real assets, such as an office building that we can all be proud of and can take pride of ownership for our association which will be guided by individual auctioneers that have been elected by other individual auctioneers. This program will take planning and effort on the part of your officers and directors and I have appointed Dean Fleming, of Nebraska, to be the chairman of this building program committee. You will be getting reports from him and your

president on this matter as time goes by.

Our accomplishments in the past have been great and this is due only to the fact that the great auctioneers in our country have contributed their time and effort to the growth of this association and they are continuing to do the same. With a strong willed history that we have, the determination of association auctioneers to upgrade and promote the auctioneer and his business, we will continue to grow in every way that will benefit the individual auctioneer as well as gain stature and prestige as an association.

Your president, this year, will have to make several major decisions, and with your officers and board of directors help and by letting the same know what you want, we all will endeavor to make the right choice or choices as the items come up in this administration. I will do my best to uphold the big picture of the NAA and will administer to the best of my ability.

Special Real Estate Award To Auctioneer

Ronald I. Tull of Tull Realty & Auction Company, Annandale, Virginia, was recently presented a diploma from the Adult Distributive Education Real Estate Course in Fairfax County. Mr. Tull was the first adult in the State of Virginia to receive this diploma which is issued through the State Department of Education. The course requires 90 hours of courses and a research project. Mr. Tull actually completed 144 hours of course work, dating from 1962, and his project was on "A Study of Mortgages and Acquisition of Real Estate through Foreclosures held by Trustees."

Mr. Tull, formerly of Tingley, Iowa, graduated from the Reisch American School of Auctioneering in Mason City, Iowa, in March, 1958. Until September 1959, he was associated with his father



Ronald I. Tull (left), NAA member from Annandale, Va., is the first Virginian to graduate from an Adult Distributive Education Real Estate Course given by the State Department of Education. Mr. Tull successfully completed 144 hours of course work and a research project on, "A Study of Mortgages and the Acquisition of Real Estate through Foreclosures held by Trustees." With Col. Tull in the picture are Earl C. Funderburk (center) who presented the diploma, and Don Snodgrass, Fairfax County schools coordinator for distributive education.

in the Mount Ayr, Iowa, Livestock Market as an auctioneer and livestock buyer. In September 1959, Mr. Tull was drafted into the Army and spent his military tour of duty at Fort Belvoir, Virginia. After being discharged in 1961, he successfully passed the Virginia real estate examination and became associated in the real estate field. In November 1964, he passed the Virginia real estate broker's examination and established his own real estate and auction company.

The Tull Realty & Auction Company is now actively engaged in selling real estate and conducting auctions in the Northern Virginia area. Mr. Tull also does a considerable amount of personal property appraising and auctions for the U. S. District Court.

Mr. Tull's wife, Jean, is also a licensed real estate salesman and assists in his auctions as cashier.

Mr. and Mrs. Tull attended the Na-

tional Auctioneers Convention at the Bellevue Stratford Hotel, Philadelphia, Pa., July 14-16, 1966. During the convention it was pointed out by one of the prominent speakers, who referred to an article in the September 7, 1965, edition of the Wall Street Journal that more and more real estate in America is being sold at auction. It is the goal of Tull Realty & Auction Co. to sell only real estate at auction.

PLAYING IT SAFE

For the third straight time, the little boy brought home a terrible report card. After reading it with a shudder, the lad's father signed it with a great big "X."

"Why did you do that?" the boy asked.

"I don't want the teacher to think that anyone with marks like that has a father who can read and write," replied the father.

Real Estate Today—

Says Auctioning Home Offers Key Advantage

Reprinted from the
YOUNGSTOWN (OHIO) VINDICATOR
By GLENN MORRIS

An ancient sales tool may be the newest method in selling homes in the Youngstown area. It's the auction, with chant and all, being promoted by several auctioneers, including George Roman, NAA member of Canfield, Ohio.

Auctions have been used throughout the world for centuries to set prices on just about everything, from slaves to wheat, paintings to antiques.

In other parts of Ohio, they are also quite common in real estate, Roman says. More than half the auctioneers at a state convention, he's found, also are realtors.

But the idea has yet to catch on here to any significant degree, he says. He discounts auctions of delinquent property conducted several times monthly at the courthouse by the sheriff's department, since he's speaking of general public practice.

Roman, 42, has been selling merchandise, household goods generally, and properties, too, for the Bankruptcy Court since 1950. To his auctioneer's license four years ago he added a real estate salesman's license and is associated with the Bartholomy Real Estate agency.

He's confident that, if the auction can successfully sell real estate elsewhere, it will here, too.

Not Used Much

That it isn't used more here he lays to an unawareness of it by home sellers and to misconceptions. To make his auction known, he's using advertising and personal promotion.

That leaves the fallacies. For one, he refutes the idea that selling by auction connotes sacrifice. Except for the method of setting the price, the auction

sale is as carefully prepared as any other. That's why the seller must allow time for it to work. Too often people call at the last minute, and expect a miracle sale. It just isn't done that way, he explains.

The property is advertised to attract prospects generally. Then the real estate agency contacts people known to be interested in the kind of property that's under the gavel. Prospects inspect the property, may bring in an appraiser, and if intending to bid, will arrange financing with a lending institution. "All this takes time," Roman points out.

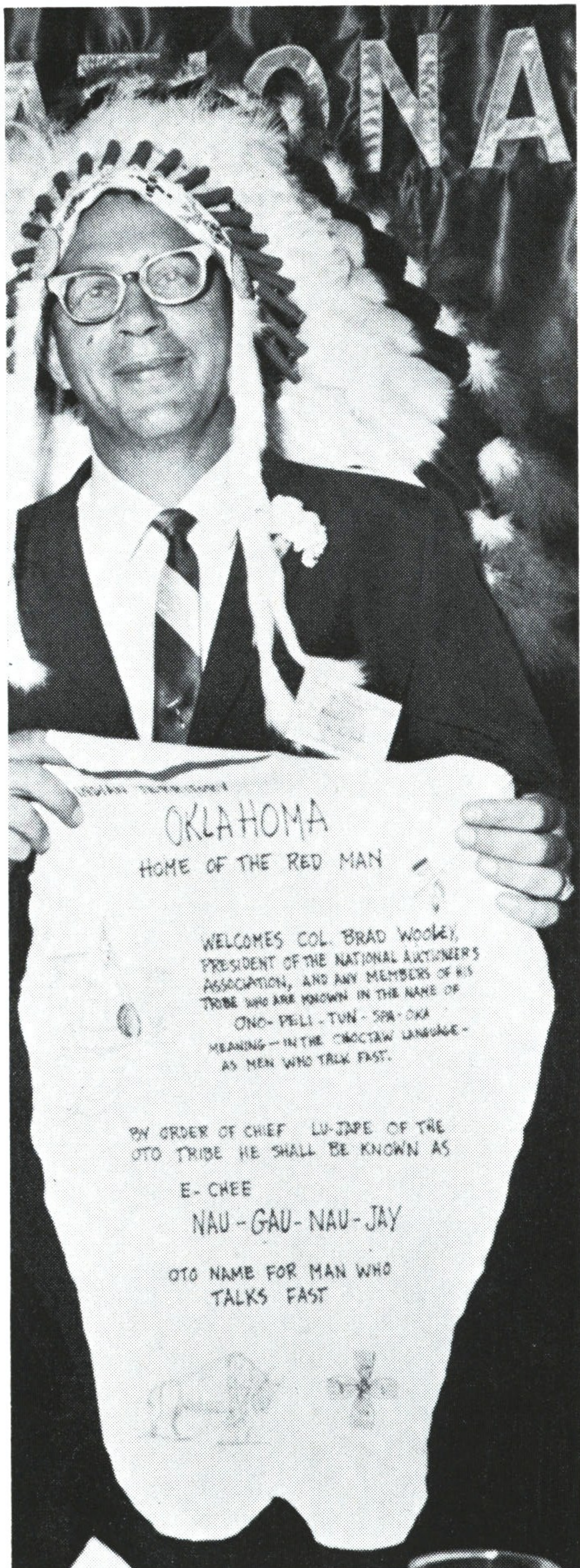
At the appointed hour, all the bidders meet to respond in competition to the auctioneer's chant. Unlike at a tobacco auction, the chant is slow. "People need time to decide whether to go higher; lots of money is involved for them."

Change Mind

Many times people will bid more than they intended, Roman's found, not because of losing their heads either. Roman explains that in negotiation, the seller is dealing with one bidder's idea of what the property is worth to him. At the auction there can be a half-dozen bidders, or more, each with a varying value on the property. And when the bidding gets heavy, and a bidder sees that others think the property is worth more than he does, he may reconsider his appraisal and increase his bid. "There's a lot of psychology in it," Roman says.

Many home owners and agents fear that the selling price on a house would be too low," Roman takes pains to explain. "They don't understand the ramifications of auctioning real estate. If they realized the full potential, there would be a lot more of it."

NAU-GAU-NAU-JAY



It's really Brad Wooley, newly elected President of the National Auctioneers Association but now he is an Oto Indian Chief. The Oto tribe delegated V.K. "Doc" Crowell, Secretary - Treasurer of

Oklahoma State Auctioneers Association, to present the headress and make Woolley a Chief. The name they gave him means, "Man Who Talks Fast."

Ceremony took place at the Grand Banquet of our National Convention.

New Jersey Group Honors Secretary

Those who have served or are serving as Secretary of their States Auctioneers Association could pretty generally have a common thought in mind. They are expected to do most of the work in running the organization, assume most of the responsibilities and accept ALL the blame for those things that don't work out properly.

Nearly all will agree it is a thankless task, even at best and we are including those in the top fee bracket - say \$100 per year.

However, members of the New Jersey Society of Auctioneers honored the man who has held this office in their state for many years. Their regular June meeting was a "Ralph S. Day Night." Mr. Day was presented with a plaque carrying the following inscription:

"In honor and with deep appreciation of the distinguished and unselfish service given to our organization while serving with outstanding leadership, vision and ability as the Secretary of the New Jersey State Society of Auctioneers, Inc.; A testimonial of service and appreciation. Presented to Col. Ralph S. Day."

EXHAUSTING

Trying to relax after a hard day at the office, Father was pestered by a steady stream of questions from Junior.

"What do you do down at the office?" asked Sonny.

"Oh, nothing!" snapped the frustrated father.

Junior pondered this for a while and then he said, "Say, Pop, how do you know when you're through?"

Livestock Marketing Congress Stresses Merchandising Leadership

Kansas City, Mo "Competitive livestock marketmen have taken stock of their new business and industry identity and the transition from livestock marketing to livestock merchandising, with values reflected through the competitive determination of livestock prices, has gained further recognition," C. T. 'Tad' Sanders, general manager of the Certified Livestock Markets Association reported in summary of the 1966 Livestock Marketing Congress.

The Congress was held June 11 through 14 at the Grand Hotel, Mackinac Island, Michigan. Montana was selected as site of the 1967 Livestock Marketing Congress.

In one major and significant move the Congress passed unanimously a resolution calling on the American Stock Yards Association and the Certified Livestock Markets Association to join in establishing an Advisory Board of Competitive Livestock Markets. Objectives include seeking public recognition of livestock marketing in meaningful terms of merchandising values realized in the competitive determination of prices; industry development of the most productive and efficient business methods to competitively merchandise and sell livestock; and confident application of the services involved in the conduct of the business on the basis of established customer relationships.

The Board would consist of ten members, five marketmen from each group. The Advisory Board would give immediate attention to methods seeking the establishment of operating standards of the competitive livestock market business, the development of customer services and business promotion, the expression of livestock industry leadership, the advancement of business research

and development and maintenance of constructive relations with concerned elements of the Federal Government.

Sanders said that an underlying theme in each meeting and formal talk was general awareness on the part of those attending the Congress that competitive livestock markets are the way to the Nation's table. "There is an awareness too that the meat - buying public today is demanding aggressive livestock merchandising," Sanders added.

The Congress defined the scope and responsibility of the more than 800 CERTIFIED LIVESTOCK MARKETS in the country. "As competitive livestock market businesses we constitute a sizeable industry. We occupy an important role in the cattle and beef industry, the swine and pork industry and the sheep, lamb and wool industry. As livestock marketmen we must exercise vigorous business leadership in initiating bold, creative techniques of merchandising," W. V. Emrich, president of the Certified Livestock Markets Association told the opening session.

"Our trade-mark signifies what is new in livestock marketing. It marks the transition from livestock marketing to livestock merchandising," the marketman executive said.

The Congress stressed the values of competitive marketing in opposing government price control. "Perhaps, our customers and the meat - consuming public respond best to the values translated to them by comparing products in the supermarkets," Emrich said.

"The livestock owner's freedom to seek the most favorable price in both buying and selling is his most vital lever. We as marketmen must actively promote new exciting ways to sell our products in terms of more appealing meat

values," continued the industry spokesman.

He urged additional emphasis to be placed on competitive merchandising techniques. Emrich challenged delegates to "... find better expression of the principles we uphold, ... generate further confidence in ourselves and our CERTIFIED LIVESTOCK MARKET businesses, and ... gain a greater ability to exercise that business leadership which merchandises livestock."

The Livestock Marketing Congress is sponsored and conducted by the Certified Livestock Markets Association. The business trade association, with offices in Kansas City, Missouri, is made up of trademark identified livestock market businesses which conduct their competitive selling services by auction.

Auctioneer Honored

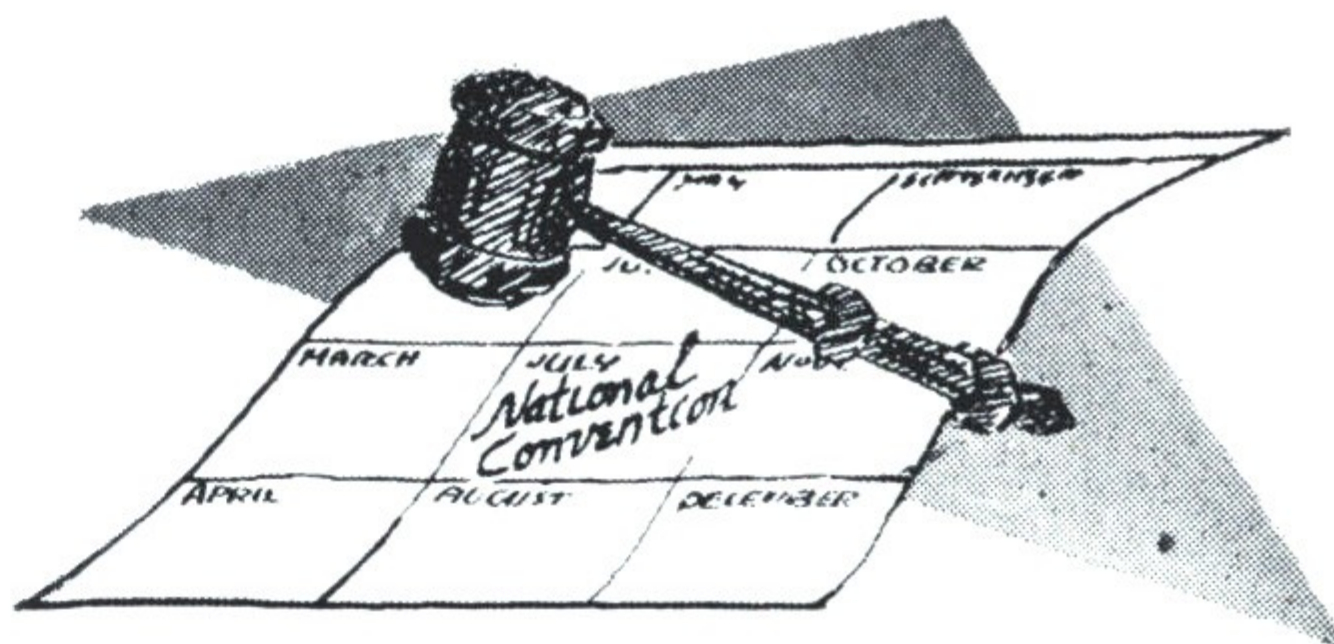
The honor of cutting the ribbon for the opening of the Manheim Auto Auction's new fifth lane went to "Butch" Wagner, the first auctioneer to join the big Pennsylvania sale when they started in 1945. In the years since, he began to auctioneer for Manheim, Wagner has auctioned off over a quarter of a million cars and has watched the sale grow into the world's largest auto auction.

With the fifth lane in operation, over 200 cars an hour can be moved through the auction during a Friday sale. The auction usually handles over 1,000 cars each week and the new lane will enable more cars to cross the blocks in a shorter period of time.

The addition of the fifth lane is part of an extensive expansion and remodeling program now underway at Manheim. This fall an additional 3,600 square feet of space will be renovated for new offices, a larger notary counter and lobby. This construction will bring the auction's investments in capital improvements during the past six years to over a half-million dollars.

You can lead a boy to college, but you can't make him think.

Convention Dates



October 2 — Missouri State Auctioneers Association, Missouri Hotel, Jefferson City.

October 22-23 — Illinois State Auctioneers Association, Springfield.

October 29-30 — Iowa State Auctioneers Association, Holiday Inn, Des Moines.

November 13-14 — Indiana Auctioneers Association, Severin Hotel, Indianapolis.

December 4 — Federation of Indiana Auctioneers, Sheraton-Lincoln Hotel, Indianapolis.

December 10 — Florida Auctioneers Association (Organizational Meeting) Cherry Plaza Hotel, Orlando.

January 21 — Mississippi Auctioneers Association, Hotel Heidelberg, Jackson.

June 9-10 — South Dakota Auctioneers Association, Holiday Inn, Aberdeen.

July 20-22 — National Auctioneers Association, Pick-Congress Hotel, Chicago, Ill.

Monte Reger Buys Madill Stockyards

MADILL, Okla.—Monte D. "Buddy" Reger, formerly owner-operator of the Woodward Livestock Auction Market, has assumed ownership of the Madill Stockyards. Madill Stockyards was established in 1964, and is reputed to be one of the largest horse auction markets in the U.S.

The new management plans to have cattle sales every Wednesday and horse sales the last week-end of each month, with the first sale coming Aug. 26-27.

I enjoy each copy of the "Auctioneer." The information published is invaluable." Leo F. Suiter, Daleville, Alabama.



Reppert School Of Auctioneering

On the opposite page is pictured the members of the class of July 25-August 12 at the Reppert School of Auctioneering, Decatur, Ind. The following identification reads from left to right in all cases.

TOP ROW: Glenn Moffitt, Decherd, Tenn.; Robert Durham, North Vernon, Ind.; Sydney Wilkins, Nora Springs, Ia.; William R. Beverly, Garrett, Ind.; Gary L. Shidemantle, Porterville, Pa.; Stevie McGuffee, Enterprise, La.; Freddie J. Taylor, Jackson, Miss.; Roy C. Orr, Nashville, Tenn.; Virgil E. Lowe, Muncie, Ind.; Larry Tom, Syracuse, Ind.; Donald K. Robinson, Bloomington, Ind.; William J. Cuff, Edmonton, Alta.; William J. Law, Indianapolis, Ind.; Charles L. Moyer, Perkasio, Pa.; William A. Magee, O'Fallon, Ill.

THIRD ROW: Robert J. Fink, Jefferson, Ohio; Henry W. Schaaf, Ortonville, Mich.; John A. Ernsberger, Coldwater, Mich.; Dick Webb, Indianapolis, Ind.; James L. Baxter, Jackson, Miss.; Charles E. Green, Westerville, O.; Paul Hughes, Pleasantview, Ky.; Dennis C. Dice, LaFontaine, Ind.; Floyd L. Surface, Jr., New Market, Ind.; John W. Smoot, Wabash, Ind.; Percy Eldridge, Charlestown, Ind.; Larry F. Wells, Huntington, Ind.; Robert G. Widener, Pendleton, Ind.

SECOND ROW: David A. Norton, Coldwater, Mich.; R. Francis Craig, Cambridge, O.; Melvin E. Gibson, Mooresville, Ind.; Howard Mercer, New Philadelphia, O.; H. B. Gerard, Convoy, O.; Floyd C. Gabbard, Owingsville, Ky.; Ronald V. Witmer, Polo, Ill.; Phillip Hopkins, Muncie, Ind.; Michael F. Hamm, Irwin, Pa.; Edwin Schell, Princeton, Ont.; David L. Schaaf, St. Marys, O.; Roger M. Keyes, Athens, Ala.; John Modica, Chicago, Ill.; Ronald N. Rhines, Jackson, Mich.; Morgan D. Waddell, Carroll, O.; Willaim E. McDonald, Danville, O.

FIRST ROW: Tracy B. Hibbard, Meshoppen, Pa.; John W. Doane, Mt. Vernon, Ind.; Neil L. Hoopengartner, Zanes-

ville, Ind.; Frank C. Cochran, Howard, O.; Clarence H. Stroud, Jr., Middletown, Ind.; Tony Domire, Camden, Mich.; Barry Kent, Hinsdale, N.Y.; Miss Teena Bena, Medina, O.; Nolan G. Shisler, Oakwood, O.; Lawrence B. Grogan, Grand Bend, Ont.; Frank McGlinchey, Chester, Pa.; Obed D. Self, Greenwood, Ind.; Michael S. Burkett, Springville, Ind.; Nickey W. Schmidt, St. Marys, O.; Graham C. Jackson, Listowell, Ont.; Robert J. Kruse, Sherwood, O.

INSTRUCTORS: Robert Anderson, Attorney, Decatur, Ind.; Gene Slagle, Marion, O.; H. D. Darnell, Cynthiana, Ky.; Homer Pollock, Delphos, O.; Roland Reppert, M.D., Owner and President; Q. R. Chaffee, Towanda, Pa.; Clyde Wilson, Marion, O.; Paul Z. Martin, Blue Ball, Pa.; Ned Johnson, Decatur, Ind.; H. W. Sigrist, LaGrange, Ind.

Mustache Cup Sale Draws Many Buyers

An unusual auction took place at the County Fair Grounds in LaPorte, Ind., July 23, when the largest known collection of mustache cups was sold. A total of 473 cups went to the highest bidder.

A china left-handed cup brought \$125.00 and a silver left-handed cup and saucer brought \$85.00. Various sizes and shapes featured this unique collection.

Also in the same auction were silver, glass and china pieces, a collection of 25 fancy cracker jars, primitives and furniture. The seller was Chester Tatman of Tatman's Hobby House, Union Mills, Ind., a retired rural mail carrier and collector for 20 years.

Buyers were present from as far away as Florida and Canada. Robert Brown, Marissa, Ill., collector, was the purchaser of the two high selling cups. These and other purchases will be added to his collection of occupational mugs, guns and Civil War memorabilia. Mrs. Brown collects lamps and tooth holders.

Auctioneers were Max Loucks, LaPorte, Ind., and Everett Rookstool, Warsaw, Ind. Both men are members of the NAA.



NAA member, H. E. Covert, Charleston, W. Va., has traded his "Col." title to that of Private in the U.S. Army. That hasn't prevented him from practicing his chosen profession as shown in the above photo. Foot lockers were cleaned out for the inspection and Private Covert proceeded to sell the surplus at auction. Mr. Covert says, "No matter where you are, if you love the auctioneering profession and want to sell, you can find something, somewhere, that will interest people enough to buy it at auction."

Retired Auctioneer Dennis Crume Dies

Dennis L. Crume, 86, retired auctioneer, of Kokomo, Ind., died in June in a Kokomo Hospital. He had been in failing health for some time and seriously ill for a week.

Mr. Crume and his brother, Leonard, were auctioneers in the area for more than 50 years. Before his retirement, he had worked with his son, Roy L. Crume, well known NAA member. He had attended several National Conventions with his son and on several occasions was given an award for being the oldest auctioneer present.

Mr. Crume is survived by his widow, to whom he had been married 65 years, a daughter and four grand children in addition to his son, Roy. He had been a member of the Main Street Christian Church in Kokomo, for over 50 years and was an honorary deacon.

1910 Rolls-Royce Sells for \$28,000

BEAULIEU, England — D.S. Gilmour of Chicago, Ill., paid the highest price—\$28,000 — at a sale of veteran and vintage automobiles for a 1910 Rolls-Royce "Silver Ghost" open tourer.

The car was one of a number of old cars sold at an allday auction by Sotheby's on the estate of Lord Montagu in conjunction with the Montagu Motor Museum.

The sale included automobiles, nine horse-drawn carriages including a fire engine, 60 old-time bicycles and 12 motorcycles and a collection of old car lamps and baby carriages, all privately owned.

The oldest car for sale — an 1899 Star 3½ horsepower "vis-a-vis" in which driver and passenger sat facing each other — was sold for \$3,080.

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: B. R. Tucker, 9307 Sunset Lane,
Little Rock
Secretary: Glen D. Perciful, 954 Airport
Rd., Hot Springs

Colorado Auctioneers Association

President: Troil Welton, Wray
Secretary: Ed Gibson, 7947 Quivas Way,
Denver

Idaho Auctioneers Association

President: Jim Messersmith, Rt. 2, Jerome
Secretary: Paul L. Owens, 6316 Tahoe, Boise

Illinois State Auctioneers Association

President: Dwight Knollenberg, Mason City
Secretary: George W. Cravens, Box 187,
Williamsville

Federation of Indiana Auctioneers

President: Victor Carpenter, Ladoga
Secretary: Fran Hamilton, Rossville

Indiana Auctioneers Association

President: Egbert M. Hood, 1505 Poplar St.,
Anderson
Secretary: Everett E. Corn, 119 N. Main St.,
Fairmount

Iowa State Auctioneers Association

President: Lynn Byerly, Glidden
Secretary: Lennis W. Bloomquist, R. R. 2,
Pocahontas

Kansas Auctioneers Association

President: Marvin Mayer, Russell
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: E. I. Thompson,
151 N. Upper, Lexington
Secretary: Mrs. Adrian Atherton, 45 Public
Square, Hodgenville

Maine Auctioneers Association

President: Gardner R. Morrill, Harrison
Secretary: Wayne B. Dow, 14 Southern Ave.,
Augusta

Auctioneers Association of Maryland

President: Sam W. Pattison Rae, 407 N.
Howard St., Baltimore
Secretary: Jack F. Billig, 16 E. Fayette, St.,
Baltimore 21202

Massachusetts Auctioneers Association

President: Kenneth J. MacLeod, Box 1373,
Norton
Secretary: John Hilditch, Box 52, Southville

Minnesota State Auctioneers Association

President: E. K. Elmes, Long Prairie
Secretary: Alvin Payne, De Graff

Michigan Auctioneers Association

President: Everett Miller,
Rives Junction, Mich.
Secretary: Garth Wilber, Route 3, Bronson

Mississippi Auctioneers Association

President: J. L. Henderson, Box 26, Gulfport
Secretary: Bennie J. Blount, Box 847,
Meridian

Missouri State Auctioneers Association

President: Tony Thorton, 1200 W. Norton
Rd., Springfield
Secretary: Irwin Landolt, R.R. 1, Box 112,
Defiance

Montana Auctioneers Association

President: Ron Granmoe, Box 280
Glendive
Secretary: W. J. Hagen,
Box 1458, Billings

Nebraska Auctioneers Association

President: Glenn Schwarz,
2519 W. Oklahoma, Grand Island
Secretary: Henry Rasmussen, St. Paul

New Hampshire Auctioneers Association

President: Harold Buckman, Ashland
Secretary: George E. Michael,
78 Wakefield St., Rochester

New Jersey State Society of Auctioneers

President: B. G. Coats, Box 166, Deal
Secretary: Ralph S. Day,
183 Broad Ave., Leonia

New York State Auctioneers Association

President: Lewis Bronstein, 35 Niagra,
Buffalo
Secretary: Donald W. Maloney,
518 University Bldg., Syracuse 2

Association of No. Carolina Auctioneers

President: W. Craig Lawing,
212 Gumbranch Rd., Charlotte
Secretary: Eugene Carroll, Jr., R.R. 1
Providence

North Dakota Auctioneers Association

President: Wilbert Kroh, 415 — 21st St.,
Bismarck
Secretary: Arvin Utter, New England

Ohio Auctioneers Association

President: Hobart W. Farthing,
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THE LIGHTER SIDE . . .

HE'LL PROTECT HIMSELF

A three year old and his father were being pushed toward the rear of a rapidly filling elevator. A kindly woman turned to the father and said, "Aren't you afraid the little boy will be squashed?"

"Not at all," answered the fond parent. "He bites."

NO DOUBT

We've given the subject a great deal of thought, and the answer must be that washing machines have secret compartments where they hide one of every two socks.

SMALL FAVORS

A visitor to the Southwest commented to a sun-browned resident about the lack of rain. "Doesn't it ever rain here?" he asked.

The local philosopher thought a minute and said, "Do you remember the story of Noah and the ark, and how it rained forty days and forty nights?"

"Sure I do," replied the tourist.

"Well," drawled the l.p., "we got a half-inch that time."

YOU DON'T SAY!

The Post Office Department reports that mail women are increasing in number. Judging from haircuts, so are female men.

WOMAN'S INTUITION

Two friends, both recently married, were having lunch together and comparing the merits of their wives.

One said, "Ah, my Mary is an angel. She couldn't tell a lie to save her life."

The other signed, "You lucky man. Helen can tell a lie the minute I open my mouth."

HE'LL GET ALONG

The manager heard that a \$40.00 a week clerk had a car and asked him how he could afford it, since he had a family of four children.

"Oh, that's easy," said the clerk. "There are 500 of us employed at the plant and I raffle off my wages every week at 50 cents a chance!"

A BABE IN ARMS

The father told his teenage daughter that he wanted her home from her date by eleven o'clock.

"But, dad," she complained, "I'm no longer a child."

"I know," answered the father. "That's why I want you home by eleven."

THAT'S ROUGH

A small boy was walking along the street crying bitterly.

"What's the matter, Danny?" a neighbor called out to him.

"Mother lost her psychology book and now she's using her own judgment."

THE KISS

A kiss is a peculiar proposition. Of no use to one, yet absolute bliss to two. The small boy gets it for nothing, the young man has to lie for it, and the old man has to buy it.

The baby's right, the lover's privilege and the hypocrite's mask.

To a young girl, faith; to a married woman, hope; and an old maid, charity.

POPULAR MALADY

Her tongue is thick and swollen,
Her mouth is dry as sand,
Her eyeballs can't stop rollin',
There's a tremor in her hand.
She is feeling kind of queasy,
Her stomach hints of cramps.
The diagnosis? Easy!
She's been licking trading stamps.

ROUGH COURSE

Experience is a hard teacher because she gives the test first, the lesson afterwards.

MORE BLESSED TO GIVE

He's generous with advice.
He draws it from vast supplies
That friends have given him and he
Has failed to utilize.

HARMONIZE

All your strength is in your union, all your danger is in discord. Song of Hiawatha.

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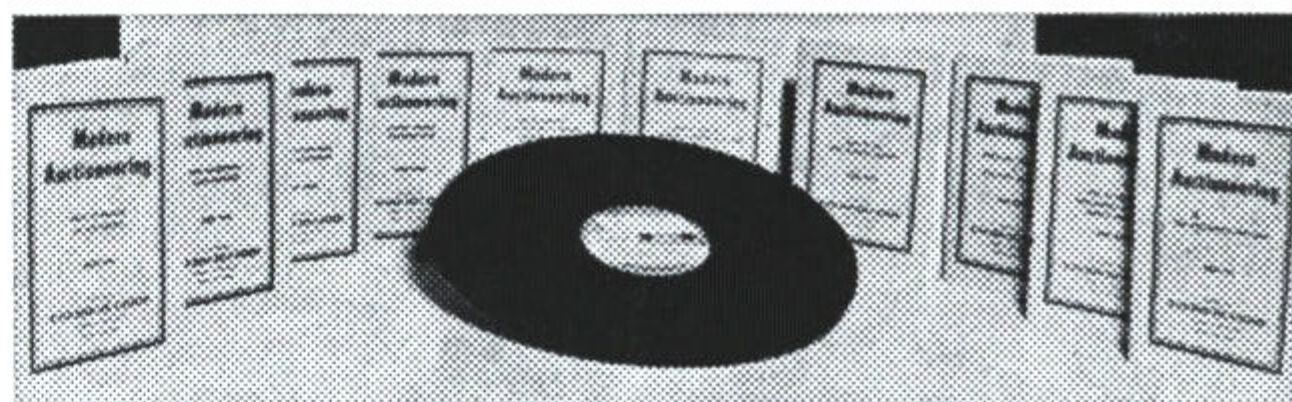
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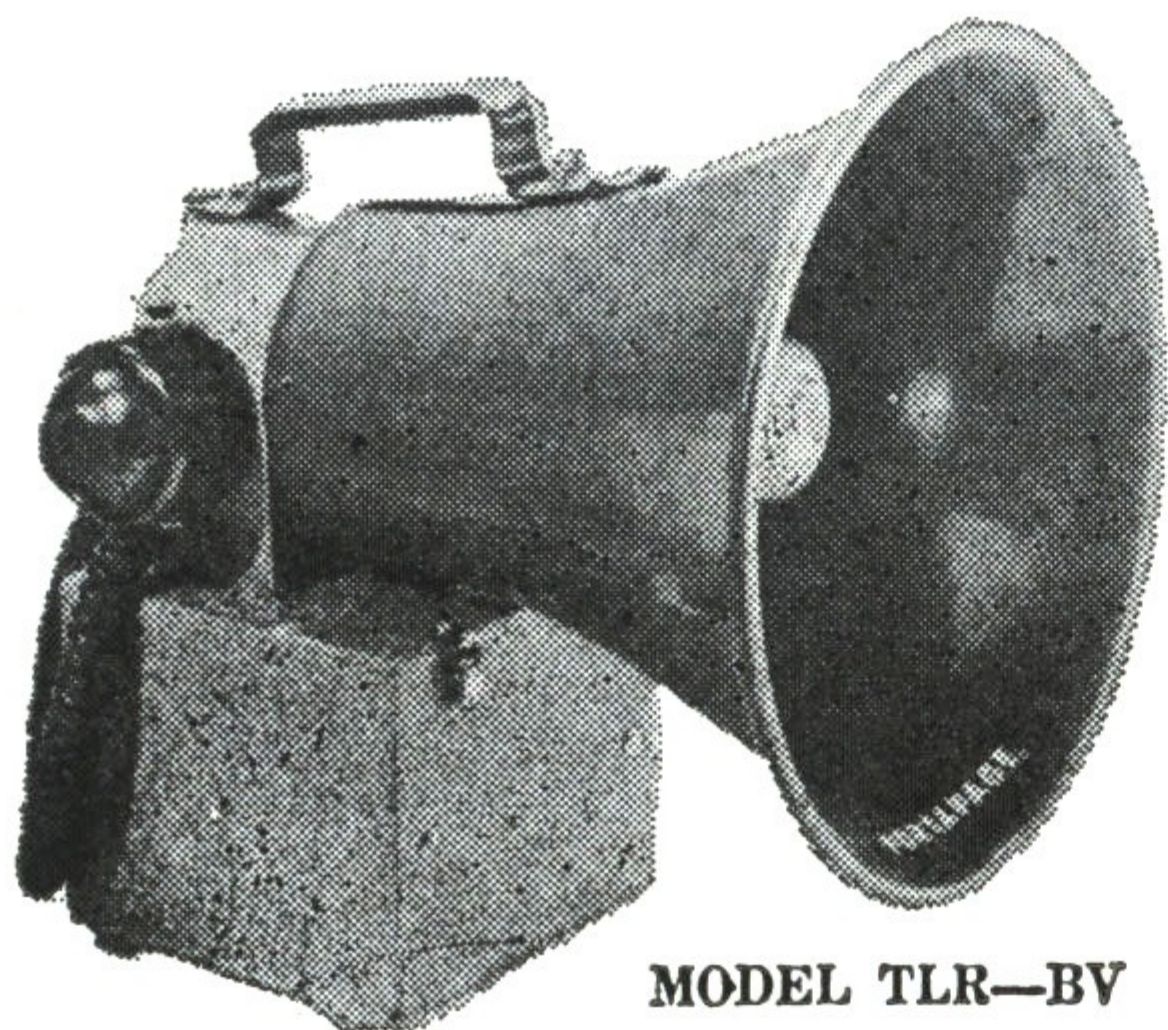


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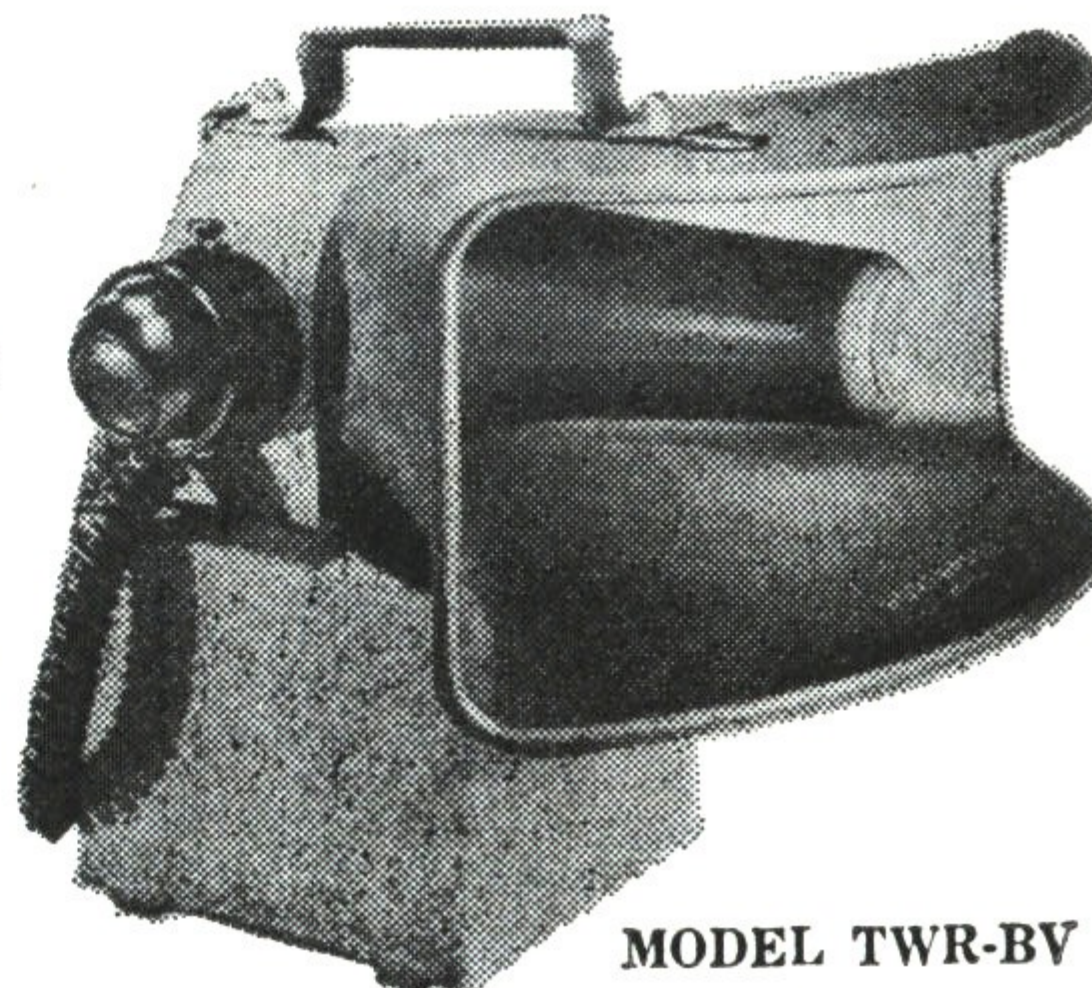
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