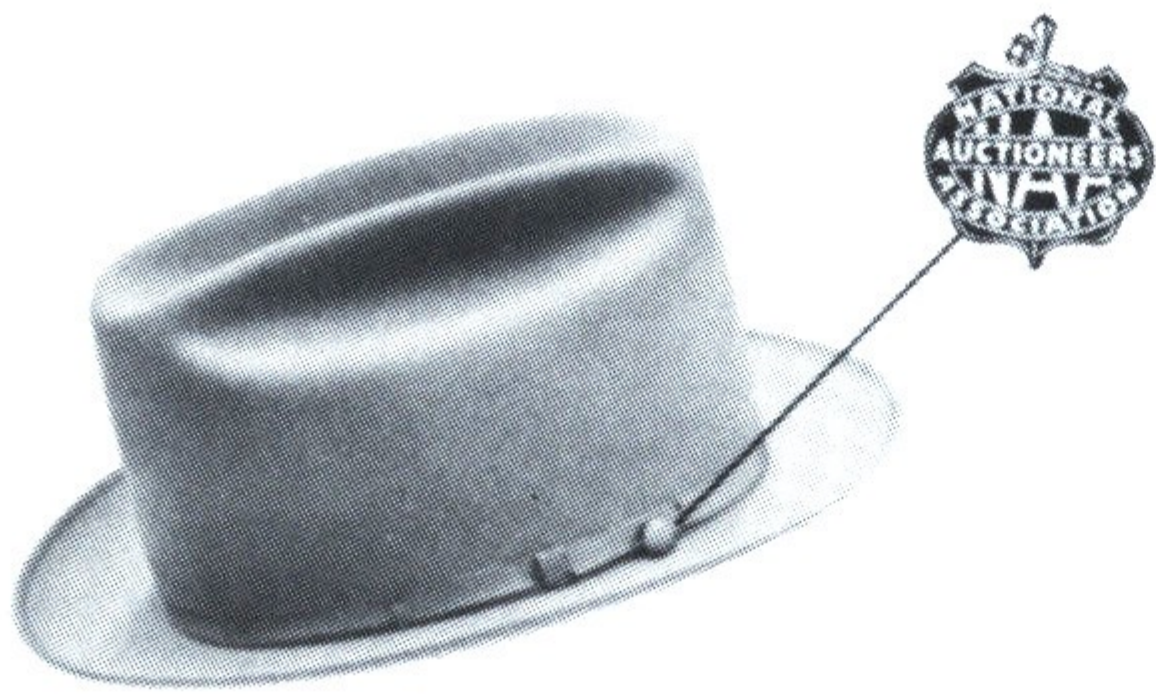


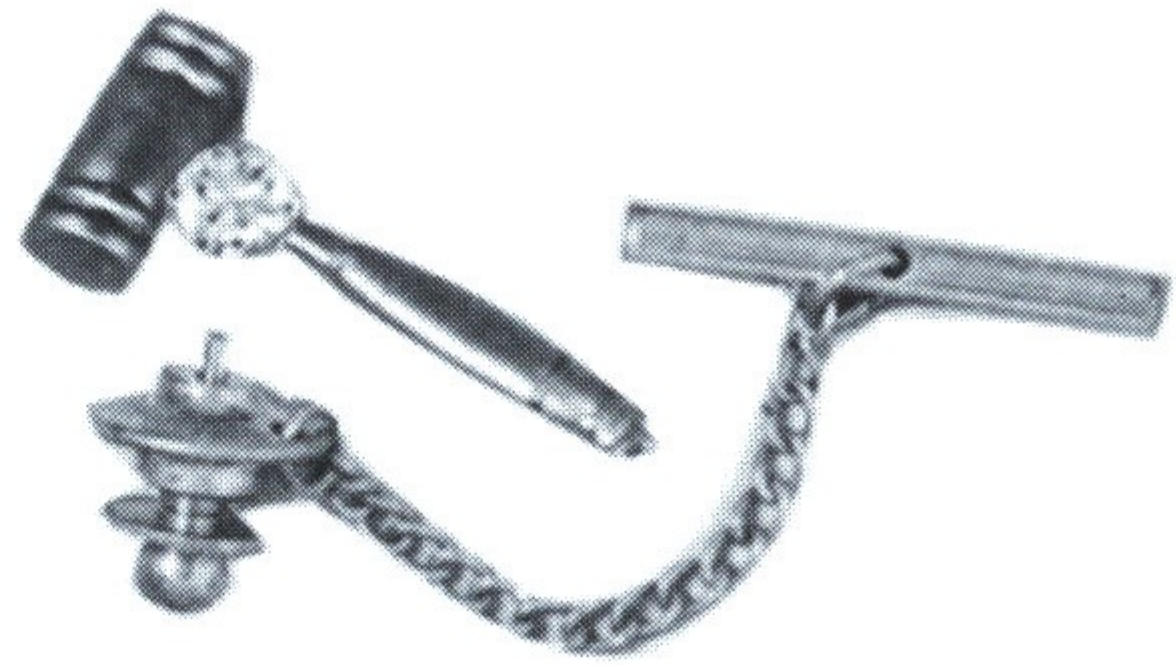
VOL. XXIII NO. 10 OCTOBER, 1972

THE auctioneer





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

Christmas is just around the corner and I would suggest to the wives and children of the auctioneer that nothing would make a nicer gift than an “Auctioneers Hat” or a “diamond tie tac.” Both of these items are being given for birthdays, anniversaries, Christmas or for any other special occasions. I cannot think of anything you could give to your favorite auctioneer that would be more appreciated. Give him one and watch his eyes light up.

Remember the Auctioneer Hat is Silver Belly in color and comes in brim widths of 2”, 2-3/8” and 2-5/8” and is of the finest felt. The summer straws come in the same brim widths and are cream color. On ordering be sure to state the size, brim width desired and the name of the wearer.

Avoid the last minute Christmas rush and order yours today.

The gavel itself is 14 K “Solid” Gold
 with .15 High quality sparkling diamond\$119.95
 with .25 High quality sparkling diamond 159.95
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THE **auctioneer**

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

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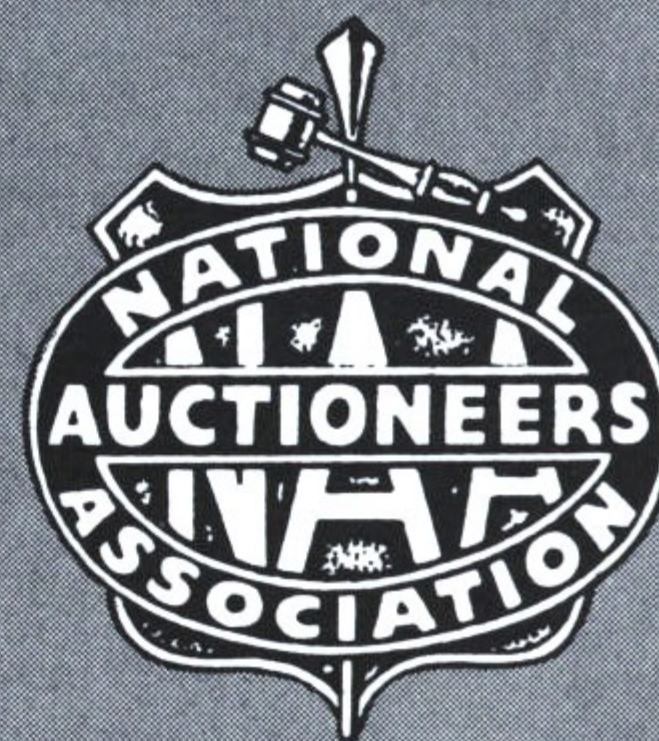
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Selling Horses Is Big Business



Col. George Swinebroad, long time member of the National Auctioneers Association and Director of the famous Keeneland auctions, demonstrates his sales ability.

Selling horses is big business. The record of auctioneer George Swinebroad attests to the fact.

The youthful looking 70-year-old native of Lancaster, Kentucky has sold or directed the sale of more than \$800,000, 000 in blooded horses to buyers from the United States and 16 other countries since 1936.

As director of auctions for the Keeneland Association, a racing and sales complex in Lexington, Kentucky, Swinebroad has sold eight Kentucky Derby winners, the highest priced horse of any breed at public auction, the highest priced yearling filly at public auction and some of the world's most valued Thoroughbreds.

He also conducts Standardbred sales at Harrisburg, Pennsylvania and Tattersalls in Lexington and has sold world

famous standardbred sire Adios, the outstanding racer Bret Hanover and the highest priced Standardbred at public auction — Good Humor Man for \$210, 000.

However, Swinebroad's most memorable milestone may come in the very near future at the Keeneland Summer Sale of Select Yearlings on July 24 and 25. During those two days, in Keeneland's \$1 million sales pavilion, he will direct the sale of 344 yearlings who were hand picked on the basis of their fine pedigree and outstanding conformation from more than 800 entries.

In July 1971 he sold 333 yearlings for \$10,581,000, an average of \$31,775, establishing it as the largest sale of any breed in the world. And, he describes this year's crop of 324 yearlings as the best ever. They set another new record,

at the 29th annual Keeneland Summer Sale, July 24 and 25. The sale grossed \$12,020,700 for an average of \$37,100 per head.

Swinebroad transformed his childhood desire to become an auctioneer into reality while attending Centre College in Danville, a small town on the fringe of Kentucky's famed Blue Grass Region.

One of his college buddies at Centre was Leslie Combs II, consignor of a colt later to be named Crowned Prince, who Swinebroad sold to Canadian lumber tycoon Frank McMahon for a world record \$510,000. McMahon sent Crowned Prince to Europe where he became champion two-year-old and was syndicated for stud duty in Ireland for \$1,200,000.

"When I started out, when I was a freshman at Centre, I took voice lessons for a year in order to learn to breathe properly," Swinebroad explains. "Without breathing properly your voice will give out."

From that beginning, he has forged an illustrious career, selling everything from real estate and antique furniture to pure-bred bird dogs and fighting chickens. "There's hardly anything sold at public auction through the years that I haven't sold," he said.

For 21 years he sold tobacco in Kentucky and the Carolinas and real estate in the central and southern states. Then, in 1936 upon the retirement of the famous brother team of auctioneers, George and John Bain, he started selling blooded horses.

"Colonel George Bain retired in 1935 leaving all the work for Colonel John, who became ill in September of 1935 during the Standardbred sale at Tattersalls," he explains. "Mr. Billy Treacy was manager of Tattersalls, and he called in eight young auctioneers for an actual tryout during that sale. In other words we did some actual selling. And, when it was all over and the dust cleared away, Swinebroad won."

Then, in 1939, he began selling Thoroughbreds, the first sale being at Pikesville, Maryland. "Of course, I started with Keeneland, rather the old Breeders' Sales Company, when they organized; and started selling in Lexington at Keeneland in 1944.

During his tenure at Keeneland he has sold Kentucky Derby winners Hoop Jr., Jet Pilot, Dark Star, Determine, Venetian Way, Majestic Prince, Dust Com-

OUR COVER

A scene that will be repeated many, many times throughout the fall season wherever beef cattle are produced. Thousands of feeder calves and yearlings find new homes via the auction route producing a dollar volume well into seven figures. In this scene, Col. Morris Weinstein, Middletown, N. Y. is selling at the Livestock Cooperative Auction Market, Hackettstown, New Jersey, in a special auction for the New Jersey Hereford Association. Col. Weinstein has been the auctioneer at this market since March, 1948.

mander and Canonero II. They ranged in price from \$250,000 for Majestic Prince to \$1,200 for Canonero II.

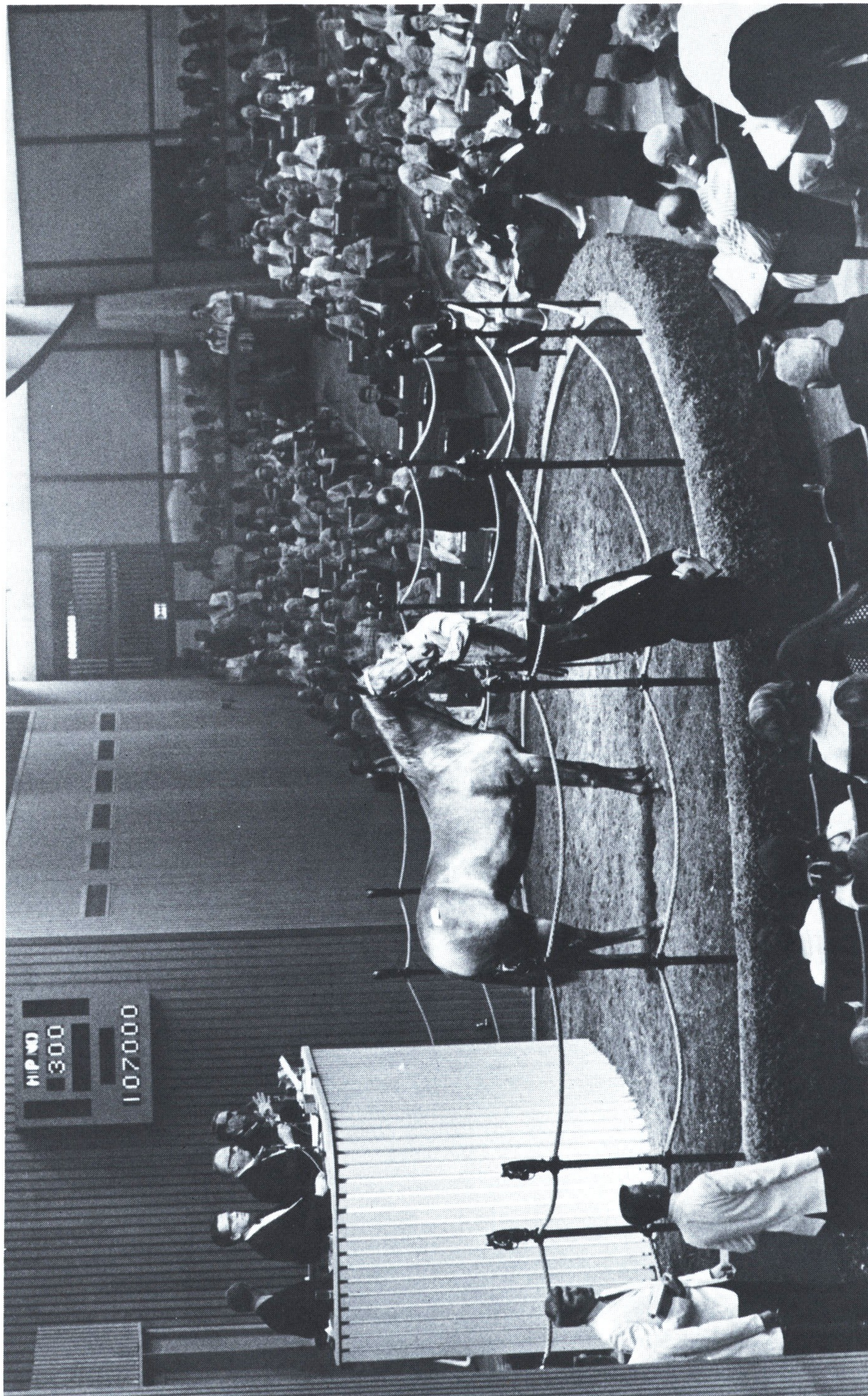
With an excellent knowledge of pedigree and a keen eye for good conformation, Swinebroad personally inspects each yearling before it is accepted for the Summer Sale. The yearling must survive rigid tests for pedigree and conformation.

In January of each year prospective consignors are asked to submit tentative lists of yearling entries with a final entry deadline of March 1. As soon as entries — by sire and dam — are received, extended pedigrees with performance data on all kinfolks are secured from the Jockey Club Statistical Data Center in Lexington.

Upon receipt of this information, the yearlings are graded A, B, and C. "A" yearlings make the sale subject to passing the conformation test; "B" yearlings can make the sale if they rate unusually high on conformation; and "C" yearlings are rejected without physical inspection.

After the yearlings are graded on pedigree, Swinebroad and a Lexington veterinarian go to work and make a physical inspection of each horse on the A and B list.

"When we're looking at horses for the Summer Sale, we have a type in mind," Swinebroad continued. "We call it the Summer Sale type yearling. The horse must be, if possible, pretty, well-balanced and with some personality; all legs must be straight. We look for a good shoulder and withers, ring bone,



This photo was taken during a Keeneland sale. Col. George Swinbroad is doing the selling and at his immediate left is another NAA member, Col. Tom Caldwell, Ontario, Calif. Note the "tote board" indicates the bid has reached \$107,000.

"WE CAN IF WE WILL"

The convention in Dallas was outstanding and enjoyable, and I personally would like to thank the President, the Program Chairman, and all the Texas Auctioneers and their families for their gracious hospitality.

I realize the responsibilities that I have as your President, and I will approach each task with all the talents I possess to promote our profession whenever and wherever I can in the coming year.

The Board of Directors is an outstanding group of men with an abundance of ability, and I know they will be delighted to assist any association or auction group that desires their help. However, the officers and directors cannot perform all the many tasks that need to be done to make the National Auctioneers Association and the auction profession grow in numbers and reach the goals and ideals that will cause each of us to bring out the best in each of us, as Lin-

coln said, "the better angels of our nature."

My career as an auctioneer has led me to believe that the future of the business has never looked brighter. With new sales methods, new faces, new ideas, and renewed faith from the public, the auction way of selling is the modern, time-tested approach that will endure.

As your President, I ask each member to pledge part of his efforts to the upgrading, promoting, and securing of new members for the association and the profession. The future will be just as bright, the sales just as large, the benefits just as great as we lay the ground work today for them to be tomorrow. I believe, by working together for one common cause, we possess the strength to meet any challenge that may confront us.

May I leave this motto with you, "we can if we will," but we must do it now.

MORRIS FANNON, PRESIDENT

curb, bogs, splints and good feet. A yearling can not have too much 'toe-in' or 'toe-out' and never 'back' in the knees."

Knowing only the sire, dam, foaling date and consignor, the inspection team looks further. "The yearling must also have a good walk; and, what we call 'walk on' like he really means business and swing that rear end. Also we do not like for a yearling to be too small, and we try to get all yearlings for the Summer Sale at a uniform size. Some of this smallness is caused by a yearling not being developed properly, and/or a late foal."

In the sales ring, Swinebroad, his assistant auctioneers and bid spotters form a smooth working team which sells up to 45 horses an hour.

Although it took almost nine minutes to sell Reine Enchanteur to Wendell P. Rosso for \$405,000 - a world record for a yearling filly-during the 1968 Summer Sale, Swinebroad is responsible for speeding up horse auctions.

"I saw at once that all sales were too slow and gradually increased the tempo. When I started, they were selling around 15 to 18 horses an hour. Now we have a minimum of 25 horses an hour and occasionally, according to the quality of

horses being sold, we will get up to 40, perhaps 45 an hour."

In a business he describes as "glamorous, exciting, interesting, enjoyable, but extremely hard work," Swinebroad stresses that the auctioneer must know pedigrees and values of the horses along with the eccentricities of the buyers in order to be successful. At the same time he must be polite, alert and persuasive, but not to the point of making anyone upset or "not with you".

Swinebroad has successfully parlayed all the characteristics into becoming the premier auctioneer of Thoroughbreds in the world.

HERE'S SURE WAY TO WIN A LOT OF MONEY: Steer conversation to history of U.S.A. Then, claim you had an ancestor who lived in the State of Franklin . . . upon which listeners will exclaim, "Lived WHERE?" and you will repeat that he lived in FRANKLIN. Of course, you will get an argument . . . so bets can be invited from skeptics. After money is up, refer them to the history books. Actually, there **was** such a state. (named after Ben). . . which was organized in 1784. Name was later changed to **Tennessee**.



CLASS OF 1972, NATIONAL AUCTION INSTITUTE, BRYAN, TEXAS

FRONT ROW: (Left to right): Roy Richerson (Instructor); Daniel Dolton, Tex.; Mike Foreman, Tex.; Randy Wetz, Tex.; Paul Henry, Tex.; Lynn Baker, Tex.; Steve Gray, Tex.; Kenneth Carrington, Tex.; Kent Edwards, Tex.; Chris Emmons, Tex.; Marjorie Murphy, Tex.; Monroe Moore, Tex.; Grover Howell (Instructor); Walter Britten (Instructor).

SECOND ROW: John Lane Fisher, Tex.; Virgil Veal, Ga.; D. Wayne Lewis, Tex.; Billy (Caddo) Sanders, Tex.; Rodney Murphy, Tex.; Mack Crawford, Ga.; Larry Garrett, Tex.; Randy Robertson, Tex.; David Shelton, Tex.; Kenneth Davidson, Tex.; Joe Dawson, Tex.; Sammy R. Garrett, Tex.

THIRD ROW: John White III, Tex.; Bill Freeman, Tex.; Randy Britten, Tex.; Warden Hudgens, Tex.; David Garrett, Tenn.; Don Addison, Tex.; Sid Kahla, Tex.; F. Parker Philips, No. Car.; Wayne M. Ball, Ark.; Jack Abram, Tex.; Jerry Todd, Tex.

FOURTH ROW: Lawrence Overcast, Tex.; A. Wyatt Carpenter, So. Car.; Lee A. Pawley, Tex.; Donald E. Wagner, Ia.; John Sharp, Tex.; Curtis Griffin, Okla.; Daniel Daughtery, Okla.; Charles L. Choate, Tex.; Bobby Choate, Tex.; Charles Shofner, Tex.

National Auctioneers Association

sponsored

REAL ESTATE SEMINAR

**Tuesday, January 23, 1973
8:00 A.M. - 5:00 P.M.**

**Holiday Inn - O'Hare West
Chicago, Illinois**

**Cost - \$40.00 - limited
to first 50 enrolling**

**Room Rates -
\$12.00 - share with
another auctioneer
\$20.00 - single**

**Instructors - Del Winchester
Enid, Oklahoma**

**Jim Stevens
Nashville, Tennessee**

**Reservations to be made
thru National Auctioneers
Association office**

Real Estate Seminar Set For January 23

We finally have plans for the much talked about education program. Our first seminar will be on selling real estate at auction. We have secured the services of two top instructors and real estate auctioneers in Del Winchester and Jim Stevens.

This program will be geared to National Auctioneers Association members who have some experience in real estate and are interested in expanding their knowledge of listing and selling real estate at auction. It will be an all day, action packed, session with both instruction and question and answer periods.

A location has been selected near O'Hare airport in Chicago that will be convenient to everyone whether they fly in or drive in. Rooms are available on a single or double basis and costs can be reduced by sharing a double with another auctioneer. All rooms should be reserved through the National Auctioneers Association office.

Plan now to attend our first seminar on Tuesday, January 23, 1973. Remember, it will be limited to the first fifty who enroll so send your check for \$40.00 to the National Auctioneers Association offices, 135 Lakewood Dr., Lincoln, Nebraska 68510.

TERRY DUNNING



The Ladies Auxiliary

I'm The Same Old Flag

Hello! Remember me? Some people call me Old Glory, others call me the Stars and Stripes; I have also been referred to as the Star Spangled Banner. But, whatever they call me, I am your flag, or, as I proudly state . . . The Flag of the United States of America. There is something that has been bothering me, so I thought I might talk it over with you . . . because it's about you and me.

I remember some time ago, I think it was Memorial Day. People were lined up on both sides of the street to watch the parade. The town's high school band was behind me, and naturally I was leading the parade. When your daddy saw me coming along, waving in the breeze, he immediately removed his hat and placed it against his left shoulder so that his right hand was directly over his heart. Remember?

And you. Yes, I remember you. Standing there straight as a soldier. You didn't have a hat, but you were giving the correct salute. They taught you in school to place your right hand over your heart. Remember little sister? Not to be outdone she was saluting the same

as you. Oh, I was very proud as I came down your street. There were some soldiers home on leave and they were standing at attention giving the military salute. Also, some V.F.W. veterans with their caps at jaunty angles were saluting smartly. Ladies as well as the men, paid me the reverence I deserve.

Now, I may sound a little conceited. Well, I am. I have a right to be because I represent the finest country in the world . . . the United States of America. More than one aggressive nation has tried to haul me down, but, they all felt the fury of this freedom loving country. Remember . . . many of you had to go overseas to defend me.

What has happened? I'm still the same old Flag. Oh, I've had a couple more stars added since you were a boy. A lot more blood has been shed since that Memorial Day parade long ago. Dad is gone now. The home town has a new look. The last time I came down your street I saw that some of the old landmarks were gone, but in their place, shining majestically in the sun, were a number of new buildings and homes. Yes sir, the old home town sure



NAA President, Grover Howell, swears in the new officers and directors of the Ladies Auxiliary to the NAA at the Dallas meeting. From the left: Ruth Sherman, Eileen Standen, Irene Erickson, Mary Frances Hickman, Billie Bass, Brenda Higgenbotham, Velda Fannon, Nan Gilbert, Willie Howell, Jean Fleming, Virginia Brewer, Joan Rittenhouse, and Carolyn Christensen. Their respective offices can be found in the table in this issue.

has changed.

But now . . . I don't feel as proud as I used to. When I come down the street you just stand there with your hands in your pockets and give a small glance then look or turn away. When I think of all the places I've been Guadalcanal, Battle of the Bulge, Korea, and now Viet Nam; I wondered what's happened? I'm the same old Flag. But now I see children running around and shouting as I pass by. They don't seem to know who I am. I saw an old man take his hat off, and then look around. He didn't see anybody else with theirs off, so he quickly put his back on.

Is it a sin to be an American patriot anymore? Have you forgotten what I stand for? Have you forgotten the battlefields where men fought and died to keep this nation, your nation free? When you salute me, you are actually saluting them.

Take a look at the Memorial Honor Rolls some time. Look at the names of those who never came back and are resting 'neath white crosses on a far away shore. Some of them were friends or relatives of yours . . . maybe even went to school with you. That's who you're saluting . . . when you revere me.

Well it won't be long until I come down your street again. So when you see me, stand straight, place your hand over your heart, and you'll see me waving back. My salute to you . . . I'll show you that I too, remember!

* * *

Editor's Note: The above reading was given by Mary Jo Brandau, daughter of Mr. and Mrs. Robert Bandau, Wilton, Wisc., at their State Convention, in Madison, Wisc., June 13-14. Tables were decorated with red cloths and an American Flag was at each setting symbolizing Flag Day.

Harley O'Day Dies

Harley E. O'Day, NAA member from Columbus, Ohio, passed away August 22 at the age of 82. Mr. O'Day was very prominent in real estate circles and had been a licensed broker and appraiser for many years. He was a 50 year member of the Masonic Blue Lodge, Scottish Rite and a 50 year member of the Shrine. His only close survivor is a daughter living in Richmond, Ind.

IN UNITY THERE IS STRENGTH

Iowa Auctioneers Assn. Planning Big Week-end

October 28th and 29th, the Iowa Auctioneers Association will be holding their annual two-day convention at the Sheraton Motor Inn west of Mason City, Iowa.

President, Clarence Prange of Charles City, assures a grand time with lots of educational features and entertainment for all auctioneers and their families.

Mike Bloomer,
Secretary

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Pop's Ponderings

Association Growth In Pace With The Times

By COL. POP HESS

The time is at hand to write my October Pondering. It hardly seems that 1972 is getting so close to ending with just two months to fill before we greet 1973. This year has been one of my unusual happenings, quiet that is. It is hard to go back to past years to put into words.

We will take up the present just now and look at the 1972 events which include our four year election year with a hot Presidential Election to take place in November. I find through my daily contacts and callers going and coming, that a divided viewpoint exists as to who is right or wrong. My personal thinking could be such that my readers would be pro and con as to my thinking in the matter. It would take both time and space to debate the merits of each candidate so I can only suggest that all of you go to your polls and exercise your great American privilege and vote as you think best.

In Ohio this year, our farm folk appear to have not had a bad year for crop and livestock production. Prices well worthwhile with which to meet overhead and general expenses. Our grain crops that have been harvested so far include extra good yellow corn. Soy Beans look to be tops. All meat lines show top prices from the feed lots on the farmer's receiving end. Yet unharvested grains at this writing are being quoted to run at a good price.

It is a fact that our farm overhead is very high and we all wonder — do our farmers make more money than we used to, or do we just handle more and our profits are lower in net income. From what we find in our reports from Auctioneers, the sales in general such as general farm and livestock are tops. Also, sales in the weekly livestock markets and the many farm implement weekly sales are showing a strong market. As Auctioneers, we note these facts every year and am certain that in our Ohio area we can look on 1972 as out-

standing for the Auctioneering profession!

Our September issue of this publication has provided us with a good review for our recent Annual National Convention of last July, in Dallas, and you will find more reporting in this issue and we are all happy to read of the highest membership total of all time at the end of the last fiscal year: 3,488 as outlined by our Bernie Hart in his "Across the Country" item. Let's get the other dozen and make it 3,500!

This current fiscal year of 1972/73 under the leadership of another great Auctioneer, Col. Fannon of Virginia, will continue our outstanding record, I am sure.

The writer notes that the new membership in our NAA has rolled in strong from the time of our 1971 Convention to last July and it appears that from June through mid August we received 136 new members with a strong renewal of memberships and from all contacts they are still coming in strong and goes without saying that our National Association is fully established. It has taken 18 years to arrive at the big crossroads where we can proceed to double the total membership, or go backwards!

This writer is certain there will be no turning back from this time on and we all stand together saying THANKS and THANKS to all our past Officers over the years and happy in the fact that we continue with a strong lineup of Officers and Directors and am optimistic for the years ahead for our Association.

The above comments takes me back to one day when I overheard a nice old man saying that it took him twenty years as a farmer to reach a cash reserve of \$5,000, and twice that in the next twenty years. Back in those days of course, \$5,000, was equal to \$20,000, (almost) on the basis of today's buying power, and we are still happy with our type of conditions now. But, the loop-

hole to watch is to be able to jump setting in today's "whirlpool" and not being able to swim out!

Inflation not only applies to money, it seems to apply to numbers in membership also, for which we in our Association are thankful. These past twenty years that I have been in contact with our Secretary and Editor, Bernie, whose reports have consistently indicated our growth in membership and his continued service this fiscal year will do much towards reaching that 5,000 goal in membership.

This goal is only "a drop in the bucket" in relation to the total number of Auctioneers in the USA. Example: Ohio alone has licensed over 1,000 Auctioneers. Think in terms of the entire USA and Canada and think of the buckets full to over-flowing we can enroll! This could turn out like an old man I once knew. When he secured his first 100 acres of land, set his mind to build to 500 acres, after reaching this goal he went after a total of 1,000 acres after which he asked the question: "Why do I have so many acres to pay taxes on?" If my pondering is off key on this subject, just tell me so as I like to be shot

at once in a while!

On the date of this writing, we have a phone message from our Ohio Secretary, Col. Newt. Dilgard to the effect that our Ohio Association's membership stands at 504, and more coming! He also advised that at the Ohio State Fair's Auctioneer's Contest, held August 28th. produced a total of 64 contestants.

The top contestant was that boy who you may recall: Robert Frey, who was so hot at the first contest held in 1970. Bob comes from that well known firm of Yoder & Frey, Archbold, Ohio, who operate the largest Farm Equipment Yard in Ohio, conducting regular sales there in addition to a general sales business. We extend our congratulations to the Ohio AA management and to Bob Frey, a young man with a future that any Auctioneer could strive for.

Col. Newt. Dilgard also advised that his report to our Home Office may reach our Editor's desk too late for this issue as it will contain many interesting items including the handling of Ohio Sales Tax, with a decision still pending on this matter. If this item does not appear in this issue, it will no doubt follow in next month's edition.



Promotional Items

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. (7/8" or 2/3" wide.) **\$2.50 each**

DECALS—3 color, reversible, @ 25c each; 4 for \$1.00.

BUMPER STRIPS—Advertising the Auction method of selling. **25c each; 4 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

135 LAKEWOOD DRIVE

LINCOLN, NEBR. 68510

This Sales Tax requirement in Ohio is very vital to Auctioneers and clerks and it is an item that anyone interested in being an Auctioneer, Auction Sales Management, or clerk should be concerned with, should other states enact such a requirement, also. **AGAIN NOTE, IT PAYS ALL AUCTIONEERS TO TIE IN WITH BOTH STATE AND NATIONAL ASSOCIATIONS AS A MEMBER. IT IS NOT A ONE MAN BATTLE TO OBTAIN A PROPER ADJUSTMENT ON SUCH A LAW.**

Your writer will delay his pondering on this sales tax matter until a later issue when more details become available to the profession, so with this I will close for October with this thought in mind: **IF YOU HAVE A STATE ASSOCIATION AND NOT A MEMBER, JOIN, OR STAY JOINED WITH THE NATIONAL ASSOCIATION.**

Best wishes to all!

"And now, gentlemen," said the Congressman as he began his speech before his colleagues, "I want to tax your memory."

"Gad," exclaimed one of his fellow-members, "why hasn't someone thought of that before?"

McCarter Labor Day Sale Brings \$225,000

McCarter's annual Labor Day subdivision auction at Sevierville, Tenn., saw approximately 70 acres divided into 110 lots bring just a few dollars short of \$225,000. The auction was held on the premises a short distance northwest of the city of Sevierville.

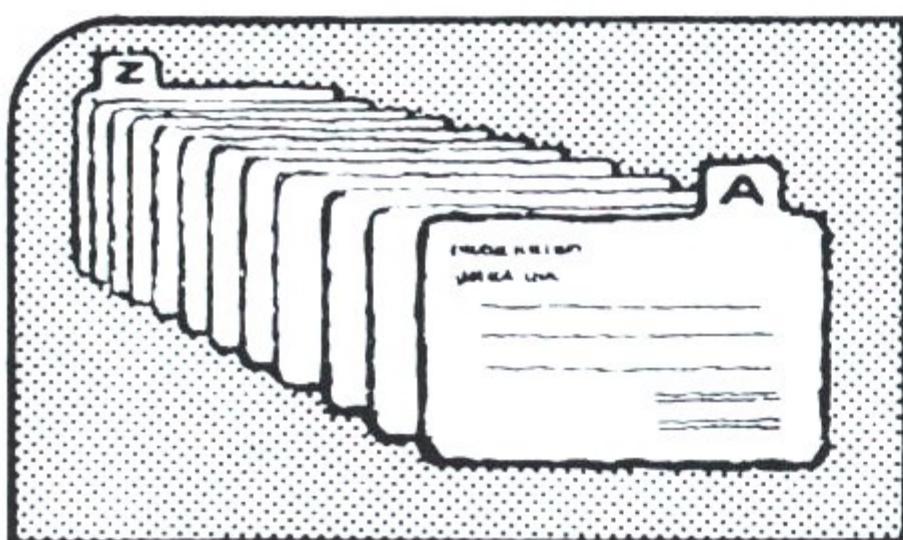
Again the weather man cooperated by keeping the sun behind the clouds most of the day, making it a pleasant outing for those in attendance. A large crowd was on hand to participate in the bidding, enjoy mulligan stew cooked in open kettles at noon-time and the festival of watermelons at the sale's close. A new Ford Maverick was also given away.

In addition to those who came to buy, members of the National Auctioneers Association from Alabama, Georgia, Kentucky, Illinois, Nebraska and Tennessee turned out to witness what is regarded as the most colorful and successful real estate auction of the year.

Gossips are always letting the cat out of the bag.



New members of the Board of Directors elected this year, from the left: Merle Straw, Seabrook, N. H.; Chuck Cumberlin, Greeley, Colo.; Bob Losey, Renton, Wash.; and Clive Anderson, Sr., Nashville, Tenn. Retiring president, Grover Howell, also begins a three year term as a Director. Retiring Directors were: Bob Penfield, Bowman, N. D.; Roy L. Crume, Kokomo, Ind.; Craig Lawing, Charlotte, N. C.; Wylie Rittenhouse, Uniontown, Pa.; and Ed Vierheller, Claremore, Okla.



Membership

Memberships procesed Aug. 16 through Sept. 15:

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- Dan Danner, Illinois
- Arnold Fast, Kansas
- F. L. Martin, Kansas
- Stephen Cardelli, Maine
- Sanford Hughes, Kansas
- Harry McGlasson, Kansas
- Leland W. Boesker, Kansas
- * Bob M. Huber, Illinois
- D. E. Blankenship, Ohio
- Thomas Scarane, Florida
- Bil McNamee, Ohio
- Ken Hurlbert, Alberta
- Bill Sams, Kansas
- Stanley Stout, Kansas
- Ted Augustine, Kansas
- Donald Webster, Maryland
- William Dippel, Idaho
- E. Allen Nixon, New Jersey
- Merlin Woodruff, Ohio
- Vernard C. Hurd, Georgia
- Thomas Johnson, Illinois
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- * L. A. Varnes, Florida
- * Tom Beasley, Tennessee
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- * William McKinnon, Maine
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- Dennis Boor, Kansas
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- * Aaron E. Horton, South Carolina
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- Albert Cox, Missouri
- * Henry Mastro, Texas
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- * Terry W. Harker, New Jersey
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- Richard Davies, Ohio
- Arthur Lee, Washington
- Charles M. Macy, Kansas
- Howard Harris, Jr., New Jersey
- Tolbert A. Breed, Connecticut
- Kenneth Snider, Indiana
- * Bill Riggs, Oklahoma
- Jess C. Ramsey, Texas
- Jack Murray, Kansas
- Fred Sherlock, Kansas
- Arold Peterson, Wisconsin
- Lew Trimble, California
- * Harold E. Siedler, Illinois
- H.D. "Slim" Copeland, Louisiana
- Charles E. Coulter, California
- Raymond Allen, New York
- Joe Schmidt, Minnesota
- * Robert H. Sawyer, Texas
- Hugh Campbell, Missouri
- Homer Pollock, Ohio
- * Jesse Buford, Texas
- Lorne M. Best, Michigan
- Richard Centabar, Connecticut
- Lee Zales, Maryland
- Robert Vaughan, Kansas
- Clair L. Martin, Maryland
- Fred Hill, West Virginia
- Gordon Lockwood, Wisconsin
- * Billy Joe Brinser, Missouri
- * Earl N. Eliason, California
- * Alford W. Lowery, Texas
- * Kline Ozborn, Jr., Mississippi
- * Thomas J. Covington, North Carolina
- * Thomas M. McInnis, North Carolina
- Harry C. Puckett, Alabama
- * Amel F. Scales, Indiana
- Ray Warnecke, Idaho
- * Lee J. Bowman, Arizona



MISSOURI AUCTION SCHOOL LIVESTOCK EXCHANGE BLDG., KANSAS CITY, MO. CLASS OF JUNE, 1972

First row left to right: William E. Marshall, Mich.; Joe Harper, Iowa; Ann Shelton, Secretary, Mo.; Bob Bricker, Instructor, Mo.; Richard W. Dewees, President, Mo.; Chuck Cumberlin, Instructor, Colo.; Dean Cates, Instructor, Mo.; W. Jim Brown, Ks.; Alan Odenbach, Ontario, Canada; Freddy Gallegos, J., Guatemala, Central America; Jim Mengarelli, Ks.

Second row left to right: Carlos Combs, Okla.; Vernon G. Williams, II, Mo.; William Talarco, Ks.; Vern Gannon, Ks.; Bradley K. Smith, Penna.; Craig Heinen, Ks.; Herman Wright, Okla.; Danny Bourne, Ga.; John E. Gordon, Ks.; Jesse A. Frazier, Ohio; Melvin D. Powers, Ind.; Tom Rusch, Wisc.; Robert J. Freund, Wisc.

Third row left to right: William W. Morgan, Ky.; Clayton Dykema, Ill.; William T. Evers, Tenn.; John D. Compton, Mo.; Steven W. Kerr, Ks.; Jimmy Robinson, No. Caro.; Michael L. Williams, La.; Keith Marrington, Manitoba, Canada; Greg Stuart, Penn.; Milton Ward, Tex.; Ike Morehead, Mo.; Charles F. Dickerson, New Mex.; Marvin Harned, Ky.; W. D. Smith, III, Okla.

Fourth row left to right: Sidney J. Barry, Okla.; Charles E. Gregg, Texas; Bob Lininger, Mo.; Ed Peck, New York; E. F. Van Bushirk, Ga.; Irvin W. Myers, Wisc.; Dana S. Hickam, Mo.; Thomas M. Westfall, Mo.; Henry Bostelman, N. Y.; Henry Mastro, Texas; David Abbott, Okla.; Sam C. Miles, Nebr.; Dan Terhune, Ohio; Jim Jessop, Ks.

Fifth row left to right: Robert Dale Cox, Tenn.; Donald F. Hanson, Mo.; Paul H. Johns, Tenn.; Tor J. Worsoe, N. Y.; Ray C. Lee, Tenn.; Jack Epstein, N. Y.; Charles D. Rose, Ind.; Lawrence C. Koch, New Jersey.

- * Robert Logan, Maine
- * Tommie Neal Duncan, Texas
- J. L. Tunison, Jr., Kansas
- Cecil Edward Jennings, Virginia
- Luther J. Hardesty, Florida
- Christopher Adams, New York
- Tolman Udell Meyers, Indiana
- Robert Cudd, Minnesota
- W. P. Drake, Illinois
- Eldon Thorman, Kansas
- * Robert Kolwier, Illinois
- * O. R. Baker, Michigan
- Edward P. Gillespie, New Jersey
- Billy Ray Prince, Alabama
- Ralph D. Brooks, South Carolina
- * Paul Wright Ernest, Missouri
- J. O. Sowers, Kansas
- Eldora Sowers, Kansas
- John Sterba, Kansas
- Darvin Weaver, Kansas
- Bud Butts, Kansas
- C. G. Skiles, Kansas
- * Daryle Peters, Nebraska
- * Keith Saathoff, Nebraska
- Jacob F. Arnold, Kansas
- * Arthur P. Browner, New York
- Jim Sisco, Tennessee
- * William M. Anderton, Tennessee
- George M. Burns, Tennessee
- * William Doyle Hendricks, Tennessee
- * William T. Evers, Tennessee
- * Grover Collins, Tennessee
- Kenneth Ownby, Tennessee
- George Wallace, Tennessee
- * William D. Eerett, Tennessee
- Jerry Ondracek, Missouri
- Randy McCoy, Louisiana
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- * Orval F. Beaver, Michigan
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- John E. Lauria, California
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- Jim Appleman, Wisconsin
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- Larry Brandel, Wisconsin
- Riley Cummings, Wisconsin
- Walter DeYoung, Wisconsin
- Joseph F. Dugan, Sr., Wisconsin
- Willis P. Eastman, Wisconsin
- James F. Gavin, Wisconsin

- Damon B. Hamilton, Wisconsin
- Leo J. LaCroix, Wisconsin
- * Lionel P. LaCroix, Wisconsin
- Merle Lloyd, Wisconsin
- M. M. Malinowski, Wisconsin
- * Syd Matthes, Wisconsin
- Pat O'Brien, Wisconsin
- William S. Otravoder, Jr., Wisconsin
- John Paffel, Wisconsin
- Donald J. Poller, Wisconsin
- * Harvey E. Rosenau, Wisconsin
- Gene W. Schmidt, Wisconsin
- A. L. Splettstozer, Wisconsin
- Keith Stroud, Wisconsin
- * George Wagner, Wisconsin
- Darrel R. Weber, Wisconsin
- Floyd V. Wicklund, Wisconsin
- Gerald Wilkinson, Wisconsin
- Everett Yoap, Wisconsin
- Leonard Yoap, Wisconsin
- B. Everett Johnson, Minnesota
- Nevlyn Christeon, Illinois
- * J. Warren Streaker, Maryland
- Egg Hood, Indiana
- Vernon Schlieff, Louisiana
- Jack Sanders, South Carolina
- E. H. Chinnis, North Carolina
- * Loyd Conner, Illinois
- George Worrell, Kansas
- Dick I. Boyd, Oregon
- Terry Duggins, Missouri
- John M. Woody, Kansas
- P. Frank Stuart, Florida
- Wilbur Brock, Ohio
- Henry Hachmeister, Illinois
- James H. Hind, Kansas
- * William Henderson, Ohio
- Samuel F. Seibert, Pennsylvania
- James W. Frey, Jr., Pennsylvania
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- * Dean Echols, Georgia
- * Norman Echols, Georgia
- * Steve Limbo, Georgia
- * Robert C. Keheley, Georgia
- * Harvey Kronberg, Texas
- * Robert S. Gillham, Oklahoma
- William D. Ray, Alabama
- * Denotes new member

INDIRECT BENEFIT

A doctor and a young man met at a party. "I want to thank you, doctor," said the young man, "for the benefit I've gained from your treatments."

The physician looked at the man sharply. "I don't think you're a patient of mine," he snapped.

"No, I'm not," said the young man. "But my uncle was, and I'm his heir."



Western College of Auctioneering

Pictured on the opposite page is the graduating class of June, 1972. Reading left to right:

FRONT ROW: Bob Thomas, Bill Hagen, Jack Ellis, Mike Coolidge, Instructors present at picture time.

SECOND ROW: Kenneth Rinker, Dillon, Mont.; Bud Knight, Custer, So. Dak.; Richard Lang, Stanton, Calif.; Neal Kent, Malad, Idaho; Mike Emslie, Fort MacLeod, Alberta; Robert Evans, Novato, Calif.; Ross Annett, Fort MacLeod, Alberta; Bob Dyck, Fort MacLeod, Alberta; Brant Hurlburt, Fort MacLeod, Alberta.

THIRD ROW: Mike Phelan, Missoula, Mont.; Darrell Noon, Anoka, Minn.; Frank Gates, Tacoma, Wash.; Mike Stern, Audubon, Minn.; Tom Knorr, Lynnwood, Wash.; Clifton Simpler, Frederick, Md.; Spencer MacDouglass, Prince Albert, Sask.; John Hanger, McMinnville, Ore.; Walter Blackburn, Little Rock, Ark.; George Walsh, Coronation, Alberta; Harvey Sobotka, Enterprise, Utah.

BACK ROW: William Harris, Prince George, B.C.; Reed Hawthorne, Lethbridge, Alberta; Stanley Nolen, Morris-

town, Ind.; Jim Foster, Yreka, Calif.; Harvey Fisher, Whitefish, Mont.; Bill Juelfs, Bridgeport, Nebr.; Ronald Blackburn, Little Rock, Ark.; James Connors, Novato, Calif.

New Auction Barn For Sioux City Stockyards

SIOUX CITY, IOWA — Construction of a new feeder cattle auction building is underway at the Sioux City Stockyards. L. Van Kuhl, division president and general manager, announced late last week. The auction building is part of a project for a "all new" stockyards. The auction is expected to begin operations in early-October, with sales on Wednesday.

The building will be a 42 feet square, steel structure attached to scale five where the feeders will be weighed just prior to their selling. It will be completely enclosed with all-weather protection including heat in the winter months. The seating capacity is proposed for 200 people.

The worst football clipping is charging five bucks for an end zone seat.

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Reppert School of Auctioneering

Pictured opposite is the Class of July 31, 1972, to August 18, 1972 at the Reppert School of Auctioneering, Decatur, Ind. Following is their identification by rows reading from left to right in all instances:

TOP ROW: James Ebenstein, Mich.; James C. Finegan, West Va.; James Richard Park, Ohio; Tommy Todd, Tenn.; James K. Curran, Iowa; Steven L. Hilb, Tenn.; Michael D. Hill, Tenn.; Byron R. Powell, Ky.; William B. Henderson, Ohio; Thomas R. O'Farrell, Md.; Lester A. Woods, Ill.; Billy Don Davis, Texas; James M. Hyde, Mich.; W. A. Priest, Jr., New Mex.; Donald E. Biddle, Ohio; Philip R. Miller, Mich.; Spencer L. Hoeflich, Ill, Ohio; Roy Elwood Burkhead, Ky.

FOURTH ROW: David Pritchard, Ohio; Gerry F. Jeffords, South Car.; Harvey J. Kronberg, Texas; Gary L. Wilkens, West Va.; Henry A. Otten, Wisc.; Kenneth C. Young, Pa.; Zane D. Koester, Ind.; Don H. (Lucky) Sadler, Tenn.; Richard W. Opfer, Jr., Md.; C. Clifton Downing, Mich.; Larry L. Phillips, Ind.; Kenneth Bigley, Ohio; Donald W. Bielenberg, Ia.; Keith McMennamy, New Mex.; James C. Williams, Mich.; William L. Ellington, Ind.; Bill A. Fields, Ind.

THIRD ROW: Ashley S. Holloway, Ind.; Edwin H. Kerr, Pa.; Harold Weld-

on, Tenn.; Phillips M. Jeffrey, Ky.; Charles E. Hoagland, Mich.; Robert L. Wise, Ind.; Doyle D. Dingman, Mich.; Crawford G. McFetridge, N.Y.; Calvin A. Otto, Ind.; Willard F. Temple, Pa.; Kees C. deKnecht, Pa.; David Campbell, Ohio; Andrew G. Glaze, Texas; Bruce L. Haley, Ind.; F. M. Osborne, IV, Ohio; Clyde M. Hoeflich, Ohio; Bob Wilson, Pa.; Larry W. Birk, Mo.

SECOND ROW: Aaron E. Horton, So. Car.; Robert Lee Strickland, Mich.; Elvin Michael, Ind.; Albert W. Wells, Jr., Ind.; James R. Flory, Ohio; Charles W. Rollins, Ind.; Richard P. McConahy, Pa.; Lyle McConahy, Pa.; Donald McConahy, Pa.; James P. Lynch, Ohio; Alden Morris, Ind.; L. Earl White, Ind.; Robert R. Rance, Jr.; Ind.; John Hull, Ore.; Paul H. Gerard, Ind.; Clarence L. Robertson, Sr., Md.; Ray Campbell, Ohio; Rick Leroy Fogle, Ohio; William J. Healy, Ind.

FIRST ROW: Helen H. Robertson, Md.; Kathy Stuban, Pa.; April Spencer, Pa.; Terri Jo Borne, Ind.; Rachel H. Scales, Ky.; Raymell Baker, Ind.

INSTRUCTORS: Seated: John Almburg, Ill.; H. D. Darnell, Ky.; Homer Pollock, Ohio; Roland Reppert, M.D.; Owner and President, Decatur, Ind.; Q. R. Chaffee, Pa.; Phil Neuenschwander, Ind.; Ron Chaffee, Pa.; Gene Slagle, Ohio.

The days are getting shorter — and so are we.

1972 - 73 STANDING COMMITTEES NATIONAL AUCTIONEERS ASSOCIATION

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Last Gavel Sounds For Col. G. H. Shaw

Col. G. H. (Giz) Shaw, Alexandria, La., passed away August 24 at the age of 73. His death ended a long and colorful career in the livestock industry as well as in the field of auctioneering.

Born near Monroe, Iowa, Shaw spent his earlier years in managing several purebred operations, earning a national reputation as a swine exhibitor and showman. In the late 1930's, while associated with the Memphis (Tenn.) Stockyards, he began his career as an auctioneer. When beef cattle production began its popularity in the deep South, Shaw's services as an auctioneer pleased many a young boy and girl as he sold fat stock auctions for 4-H producers throughout the area.

Col. Shaw sold the Louisiana State University junior livestock sales for the past 38 consecutive years. C. W. (Dub) Kennedy, manager of the LSU Livestock Show, said next year's event will be dedicated to Shaw's memory.

Shaw sold many of the leading swine sales and spoke at the National Auc-

tioners Convention on this subject. At one time he was Secretary of the Hampshire Swine Registry Association. He was a member of the former National Auction Company, headquartered in Fort Worth, and during this period he participated as an auctioneer at many of the country's leading Hereford and Polled Hereford auctions.

He was one of the founders of the National Auction Institute and has been active as an instructor and administrator since its founding, missing only the 1972 term. Instructing young auctioneers and seeing many of them become highly successful brought Col. Shaw his greatest thrills.

Surviving are a son, L. E. (Duke) Shaw of Alexandria, three sisters and a half-brother in Iowa, and numerous nieces and nephews. Mrs. Shaw preceded him in death by approximately six weeks.

TRAVIS SINGLETERRY once said: "Money can't buy happiness. Money can't buy respect. Money can't buy love." He may be one of the most renowned of all philosophers . . . but he's GOT to be the world's worst shopper!



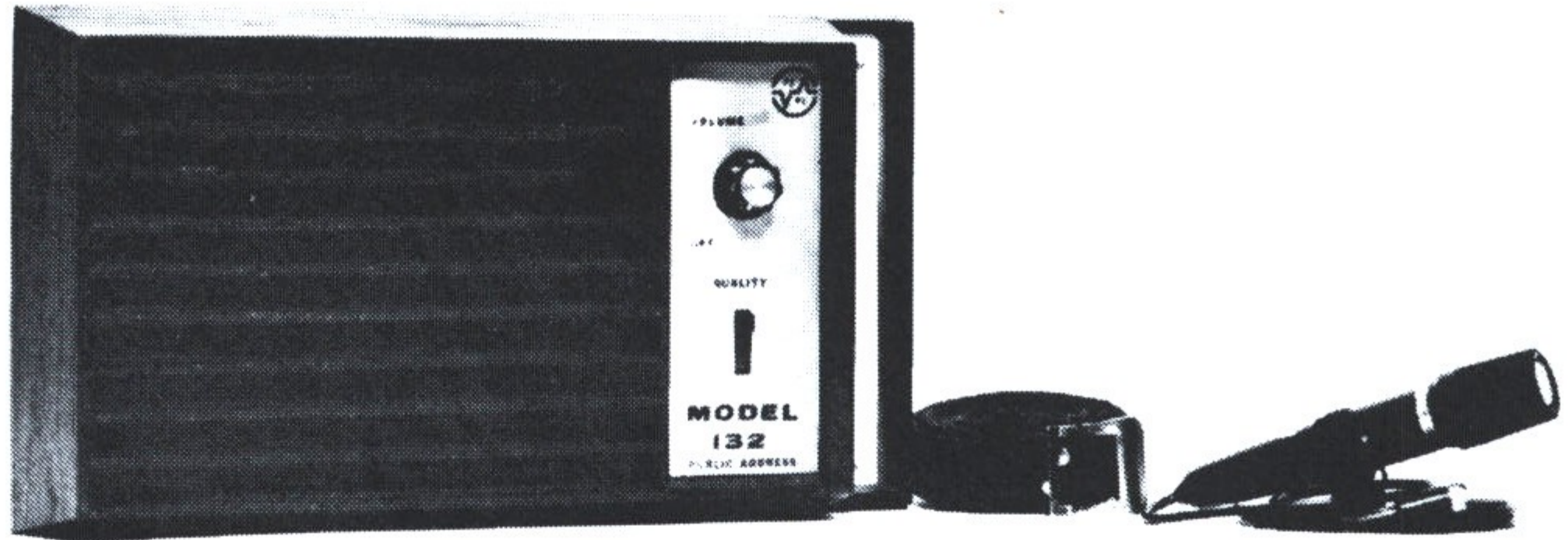
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Speaker:	Full Fidelity Speaker with 25' cable or shoulder strap
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Dimensions:	14" x 7½" x 3¾"
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NATIONAL AUCTIONEERS ASSOCIATION

GENERAL FUND

STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS

YEAR ENDING JUNE 30, 1972

RECEIPTS

Memberships	\$32,510.00
Advertising	4,488.76
Booster Page contributions	4,035.00
Fun Auction	1,965.90
Convention registration fees	14,564.05
Interest on Time Certificates	1,200.71
Promotional items	1,785.96
Rent Income	420.00
State dues and overpayments	3,265.00
Subscription revenue	155.50
	\$64,390.88

DISBURSEMENTS

Retainer fee, Secretary Bernard Hart	\$13,000.00
Travel expense, Secretary, Bernard Hart	2,308.52
Retainer fee, Treasurer, H. Rasmussen	500.00
Travel expense, President	454.43
Bond fee - secretary and treasurer	250.00
Convention expense	12,783.89
Printing of "The Auctioneer"	14,305.67
Postage - "The Auctioneer"	1,965.97
Copyright fees	36.00
Office supplies	361.01
Postage and phone	1,706.06
Printing - miscellaneous	2,891.79
Promotion materials	237.08
Promotional items	6,397.25
Utilities	1,660.46
State dues and refunds	3,324.25
Professional fees - legal and accounting	465.00
Taxes (real estate)	462.73
Insurance on building and contents	459.00
Maintenance, building and grounds	364.97
Miscellaneous	45.00
	\$63,979.08

EXCESS OF RECEIPTS OVER DISBURSEMENTS	411.80
CASH IN BANKS, July 1, 1970	\$39,515.70
CASH IN BANKS, July 30, 1972	39,927.50

NATIONAL AUCTIONEERS ASSOCIATION
BUILDING FUND
STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS
FOR PERIOD DECEMBER 28, 1967 TO JUNE 30, 1972

	Year Ended June 30, 1972	December 28, 1967 to June 30, 1972
RECEIPTS		
Contributions	17,468.55	101,920.62
Interest		<u>1,730.34</u>
Total receipts	<u>17,468.55</u>	<u>103,650.96</u>
DISBURSEMENTS		
Land	655.43	14,155.43
Legal costs re abstract	<u> 655.43</u>	<u>267.75</u> 14,423.18
Building costs	13,845.98	75,380.35
Furniture and fixtures	<u>1,460.80</u>	<u>6,589.11</u>
Total disbursements	<u>15,962.21</u>	<u>96,392.64</u>
EXCESS OF RECEIPTS OVER DISBURSEMENTS	<u>1,506.34</u>	<u>7,258.32</u>
REPRESENTED BY		
Cash in checking account, First National Bank & Trust Company of Lincoln, Lincoln, Nebraska		<u>7,258.32</u>

DANA F. COLE & COMPANY

CERTIFIED PUBLIC ACCOUNTANTS
425 STUART BUILDING
LINCOLN, NEBRASKA 68508

Board of Directors
National Auctioneers Association
Lincoln, Nebraska

We have examined the statement of cash receipts and disbursements of the National Auctioneers Association general fund for the year ended June 30, 1972 and the statement of cash receipts and disbursements of the building fund for the period December 28, 1967 through June 30, 1972. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying statements present fairly the cash receipts and disbursements of the National Auctioneers Association general fund for the year ended June 30, 1972 and the cash receipts and disbursements of the building fund for the period December 28, 1967 through June 30, 1972 in conformity with generally accepted accounting principles applied on the basis of cash receipts and disbursements.

Lincoln, Nebraska
July 21, 1972

Dana F. Cole & Company

Iowa Antique Auction Attracts Many Buyers

AUDUBON, IOWA — Antique collectors from nine states and Canada purchased items at a "collector's dream sale" when more than 200 buyers from out-of-town took part in the bidding for items of the Clark Arnold, Sr., estate.

Wayne Stewart, auctioneer, said the records show buyers from Iowa, Nebraska, Missouri, Oklahoma, Wisconsin, Minnesota, New Jersey, Idaho and Canada purchased items at one of the largest antique sales in the area.

The fast-moving bidding for approximately 700 items, many of which dated back to Cap Stuart, one of the founders of Audubon, started at 10 a.m. and went on until 5:30 p.m. with a half hour out for moving from one site to another.

The items sold were those stored in barns on Market street and the one near the Arnold house. Nothing was sold from the house. Stewart said the bidding was fast and furious through-out the day and when the final tally was totalled, it exceeded all expectations. The items sold were in extremely good condition considering their age and that they had been stored for a long period of time.

Stewart said that 85 percent of the items sold went out of state. One of the bidders who had his eye on many of the items was John Gallagen, Gold Nugget Junction, Mo., a tourist attraction in the Lake of the Ozarks area. He took home a pickup load plus a trailer.

Some of the items that went by the auctioneer's block were—

Stickney gas engine, patented in 1911,

\$650, went to Mo.; Top Buggy, 75 years old, \$600, to young couple from Sioux City; enclosed buggy cab, \$240, Wisconsin; wooden nail kegs, \$2 each; German Kaiser World War I helmet, \$35; cashier's cage, \$195; wicker furniture, \$35 to \$40; trunks, \$40. They were beat up on the outside but almost like new on the inside; raccoon coat, \$35; double barrelled breech load shotgun, more than \$100; and large door mirror, \$90.

The young need the old as much as the old need the young.

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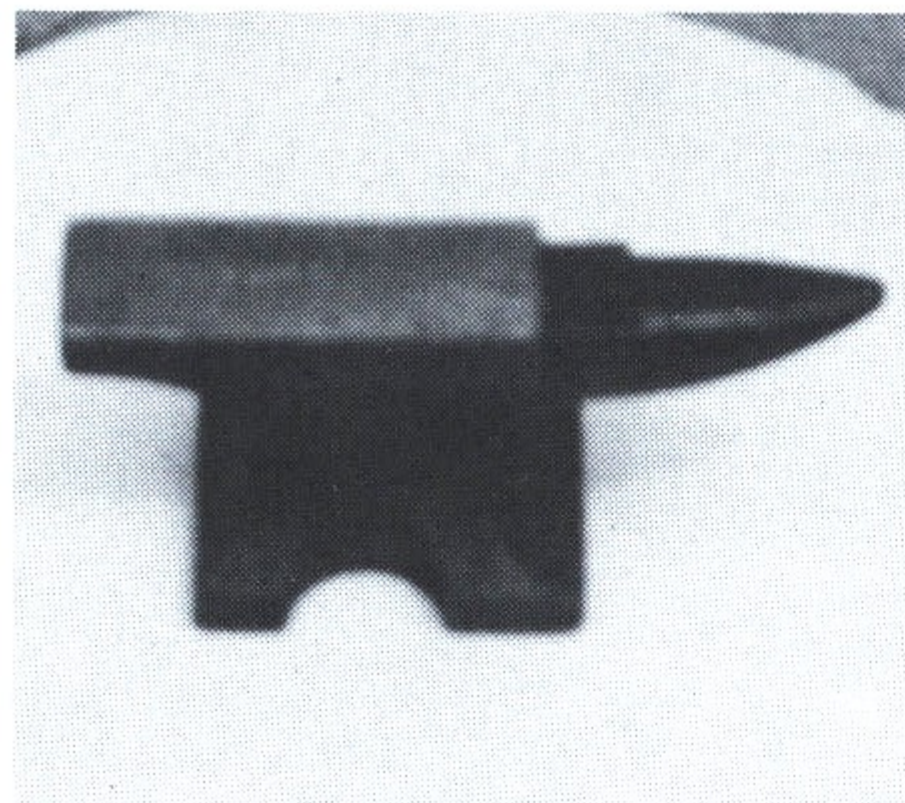
*Blacksmith Forges
Steel Blacksmith Anvils
Metal Excess Doors
For Dry Wall Sheet Rock*



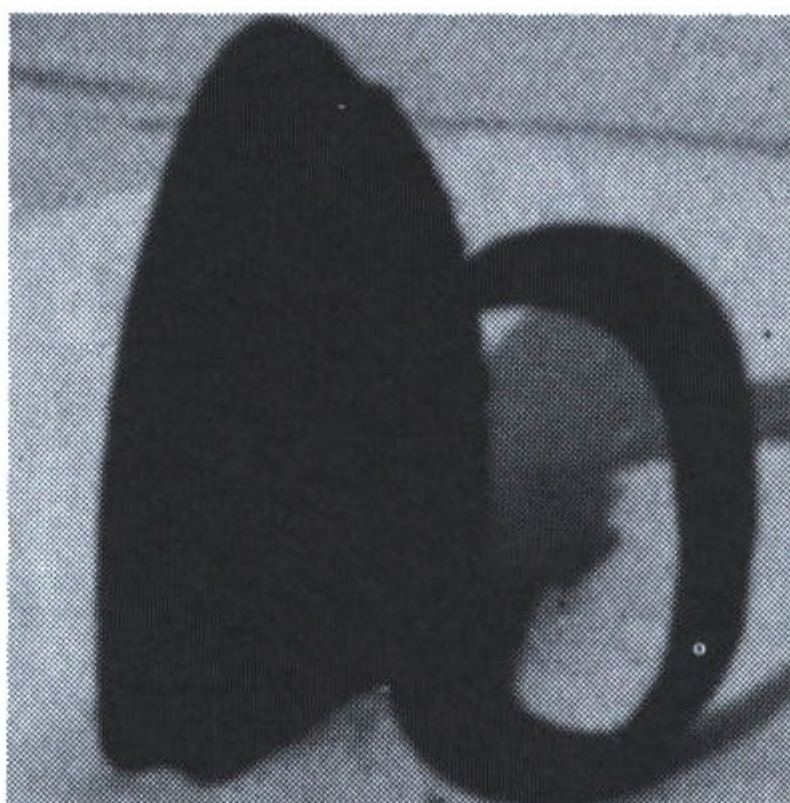
*Metal Yard Swing
Anvil Style Door Stop
Brass Paper Weight*

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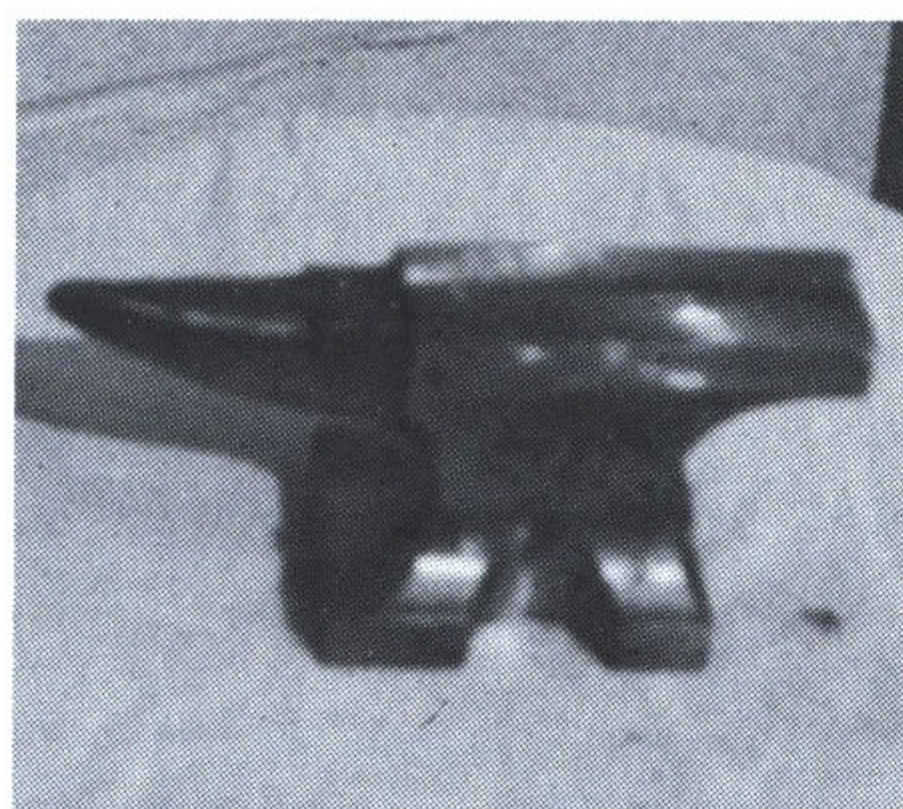
**CAST IRON DOOR
STOP**
\$5.00 each



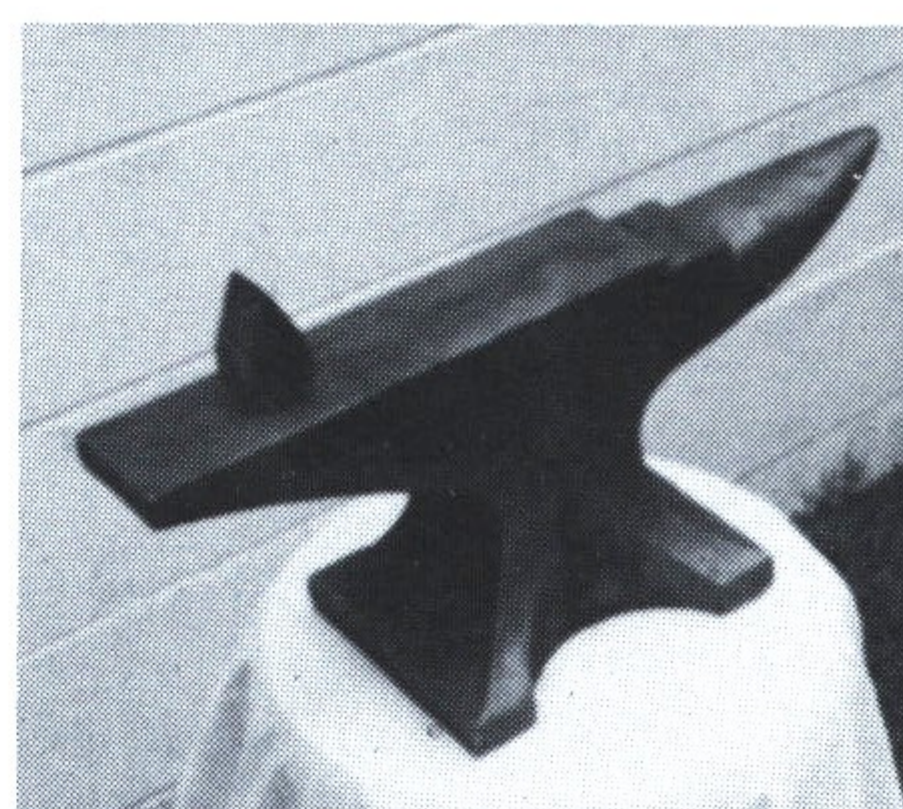
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IRONS**
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SECOND PROBLEM

A 7-year-old boy was taught the proper way to ask a girl for a dance by the teacher in the dance instruction class. A half hour later the boy asked the teacher: "Okay, I did as you told me. Now, how do I get rid of her?"



Dear Bernie:

A belated thank you and a pat on the back to your staff for a job well done on the membership booklet that you recently sent out.

We have been very busy with sales and haven't had a chance to say thank you and tell you how much help this book has been to us. Hope you will continue to put this out from time to time and we will look forward to receiving them.

Wishing you all the best, I remain.

Yours sincerely,

James C. Dickerson, President
 Western Chapter - Pennsylvania
 Auctioneers Association

New Records Set At Ruidoso Downs Sale

An all time high dollar record on both total sales and average, highlighted the 11th Annual All-American Quarter Horse Futurity Sale at Ruidoso Downs, N.M. The sale, held in the spacious new pavilion adjoining the world famous Quarter Horse and Thoroughbred track, broke all previous records with one exception. Last year's \$100,000 price paid for a colt stood the test and no new price record was set for an individual high.

A February 1971 sorrel son of Rocket Bar by Three Bars out of Leocita by Leo, topped the sale. Joe Kirk Fulton, Lubbock, Texas, consigned this fine youngster, a full brother to the famed Quincy Rocket AAAT. Quincy Rocket sold in the 1965 All-American, raced in the 1966 All-American Futurity and earned \$155,000 while racing. J. R. Adams, Geymon, Okla.; whose Rocket Wrangler won the 1970 All-American Futurity, paid \$75,000 to top the sale.

A record figure of \$2,048,680 was paid for the 259 yearlings sold. They averaged \$7,910 each. Ike Hamilton, Monroe, La., and Gordon Hannagan, Penfield, Ill., were the auctioneers.

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Australian Sells Car Collection at Auction

SYDNEY, Australia. — One of Australia's largest collections of antique cars brought \$250,000 recently at auction here.

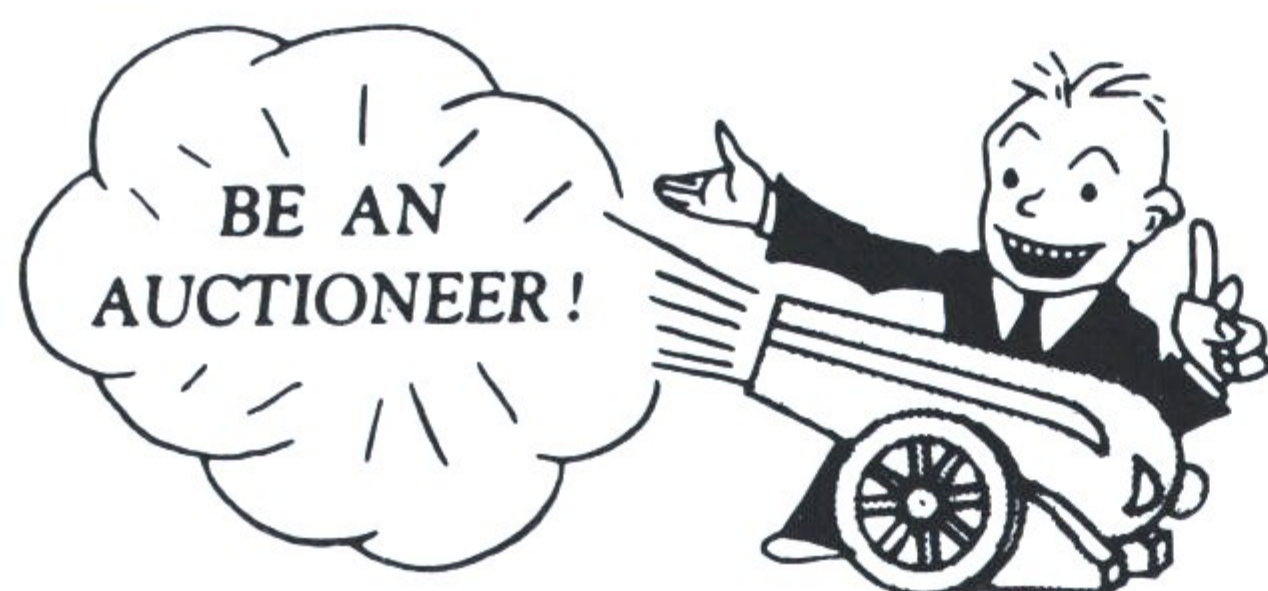
Owner Frank Illich, who had assembled 75 veteran, Edwardian, vintage and classic cars over a period of years, publicized the sale around the world, but prices were generally lower than some experts had predicted.

Top bid of the two-day sale was \$14,000 for a 1937 Cord Beverley convertible in good order. Second highest bid was \$11,000 for a 1921 Stanley Steamer in good working condition.

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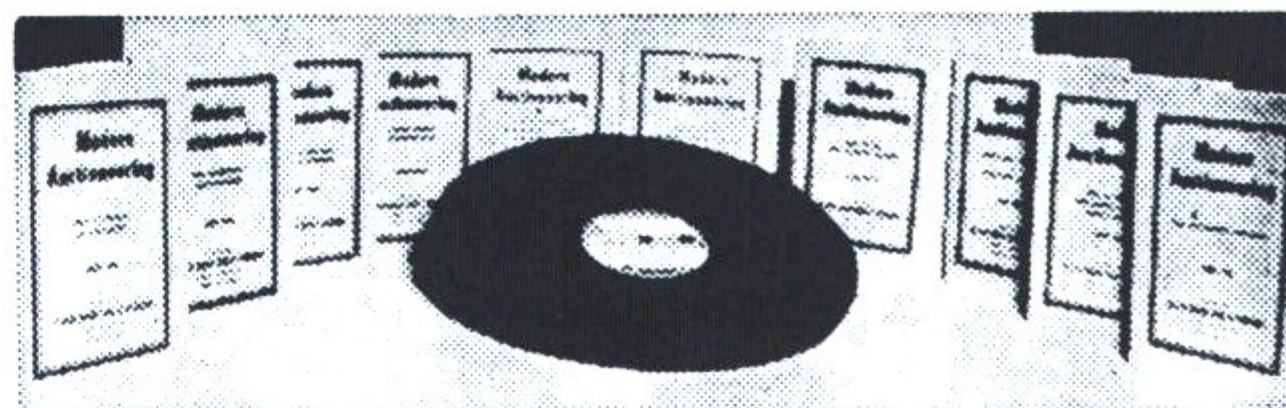
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Know Your Director

Subject of the second of a series of articles to better acquaint the membership with those who serve in leadership positions is another whose background is well steeped in the profession of auctioneering. The Crume name has been synonymous with auctioneering in North Central Indiana for nearly three-quarters of a century.

Dennis L. Crume and Leonard F. Crume conducted the greater share of the farm and real estate auctions in their area for more than 50 years. The Crumes were brothers and Dennis was Roy's father. Roy accompanied his father and uncle to numerous auctions when he was a boy but did not participate in any auctions nor anticipate becoming an auctioneer. In 1945 he helped auction at a large sale of personal property, belonging to Ralph Kingston, son of the inventor of the Kingston Carbureter, in Kokomo.

Roy did not become very active in the auction field until his graduation from the Reppert School of Auctioneering. He was a member of the December Class of 1948. Since that time he has been auctioning all types of sales, mainly farm, real estate, personal property, household and some small business liquidations.

He has been active in the Indiana Auctioneers Association and has served that organization as Treasurer, Vice President and President as well as two different three year terms on the Board of Directors. In 1971, the organization selected him as "Auctioneer of the Year". He holds a Life Membership in the National Auctioneers Association and served as a Director of the organization from 1969 to 1972.

In his earlier years in learning the auction business, Roy sold in various types of auctions and helped as ring man, many times receiving a very small remuneration in order to learn the business and meet the people. He is not connected with any weekly auction markets but handles an average of around 125 auctions per year. He has sold everything from a garden hoe to the close out of a funeral director. He terms the latter as a "dead sale".

Roy was born in the same county in which he has always lived, Howard County Indiana, 49 years ago. He has



Roy L. Crume, Kokomo, Ind.

always been active in civic and fraternal organizations, not only holding membership but holding responsible positions with many. In addition to his auction career he is active as a Real Estate Broker and Appraiser. He is a senior member of the Society of Real Estate Appraisers (SRA). He has served as President and Secretary-Treasurer of the Kokomo Board of Realtors, is a past president of the Metropolitan Kiwanis Club of Kokomo, a former Trustee and Deacon of the Main Street Christian Church in Kokomo, and has held many other positions of similar responsibilities.

PINCH-HITTER

An old man wearing dark glasses stood on a street corner begging for coins with a tin cup. A passerby who dropped a quarter into the cup was surprised to see the beggar raise his glasses, pick out the coin and put it in his pocket. "Well," said the pedestrian. "so, you're not really blind after all!"

"That's true," said the beggar. "I'm just pinch-hitting for my brother. He's gone to the movies."

Tennessee Auxiliary Elects New Officers

The Annual Tennessee Auctioneers Association convention was held June 18 and 19 at the beautiful, new, Hyatt Regency Hotel, in Knoxville. Sunday night, all auctioneers their wives and families enjoyed a delicious banquet and delightful entertainment. Highlight of the evening was the sound and excitement of the auctioneers at the rip-roaring fun auction.



Rebecca Brown

Monday morning, the Auxiliary held a Coffee and Business Meeting for all the women in attendance. The meeting was called to order by Mrs. Clive Anderson, Sr., and Mrs. Don King, Secretary-Treasurer, gave her report.

The following officers were elected for the coming year:

President: Mrs. Myers (Rebecca) Brown

1st Vice President: Mrs. Bill (Pat) Collier

2nd Vice President: Mrs. Steve (Jan) Anderson

Secretary-Treasurer: Mrs. Don (Pat) King

There will be a meeting of the officers and directors of the Auxiliary at the Fall Meeting of the T.A.A.

REBECCA BROWN, President

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Men's Calendar Watch with Matching Band	Ea. \$ 4.00
Ladies' Pennant Watches, Deluxe Styles	Ea. \$ 4.00
Men's Diamond Jim Brady Watch with Band	Ea. \$ 4.75
Men's "Skin Diver" Watch with Calendar	Ea. \$ 6.00
Ladies' Deluxe Round Face Watch with Band	Ea. \$ 6.00
Ladies' Nurses Watch with Band	Ea. \$ 5.25
Ladies' Square Face Watch with Suede Band	Ea. \$ 5.25
Men's Deluxe Water Proof Watch with Band	Ea. \$ 5.00
Men's Automatic Watch with Calendar	Ea. \$10.00
Men's Day and Date Deluxe Calendar Watch	Ea. \$ 7.50
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$ 9.00
Men's HELBROS Watch, Beautifully Boxed	Ea. \$ 9.50
Ladies' HELBROS Dress Watch—Deluxe	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$ 8.50
Men's HELBROS Dress Watch—Gold or Silver	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch	Ea. \$17.50
Men's 17-JEWEL DAY-DATE DRESS WATCH	Ea. \$ 8.50
Ladies' BRILLIANT CUT—HAND SET	
173 STONE WATCH	Ea. \$12.50
WALTHAM Ladies' Sport Watch w. Suede Band	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$ 9.25
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$23.00
HILTON Ladies' 4-Diamond Dress Watch	Ea. \$16.50
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 6.00
Men's Auto. Day-Date Dress Watch with Band	Ea. \$12.00
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Across The Country

BY BERNARD HART



"Commencement of greater things for the National Auctioneers Association" was my comment at the time we moved into our new office building, in Lincoln. Last month, this column reported the greatest year in NAA history so far as membership growth is concerned. In this issue of THE AUCTIONEER, Terry Dunning announces what we hope is the first of a long series of seminars. It is our desire that these seminars can be held in different parts of the country and cover various facets of auctioneering. Results of this first one will help us select guidelines for future programs.

Selling real estate at auction probably offers a greater challenge and those successful are rewarded with more remuneration than any other phase of auctioneering. While many auctioneers are successfully selling real estate at auction we find that practically every real estate auctioneer is constantly striving to become a better real estate auctioneer. That is why the subject of real estate was selected for this first seminar.

Our first real estate seminar will be directed toward those who are already in the real estate business. Fundamentals of selling real estate will be omitted. However, it is our desire that every auctioneer who is now selling real estate, either at private treaty or at public auction, will benefit from this seminar. The seminar will be limited to 50 NAA members so we urge you to send your entry fee immediately. If conditions arise that make it necessary for your participation to be cancelled, your full fee will be refunded if notification is received prior to January 1.

John Reimold, a retired auctioneer of Transfer, Pa., was honored recently on his 83rd birthday. Mr. Reimold spent some 45 years as an auctioneer and was a member of the NAA until his retirement several years ago. His popularity as an auctioneer was proven by the large number of friends who turned out for the birthday party. Auctioneers enjoy an interesting life and one of Reimolds best remembered incidents oc-

cured when he was selling the Jamestown (Pa.) Livestock Market Auction. A boy had brought a pony to sell, a sacrifice because his mother had rheumatic fever, and the family needed money. Mr. Reimold refused to sell the pony and instead passed a hat through the crowd. This act resulted in more money than the market price of the pony and brought a great deal of newspaper and radio publicity. The Reimold name is still prominent in auctioneering as John Reimold's son, Bob, has been conducting sales for some time and a 13 year old grandson is going strong.

New Records Set In National Ram Sale

Two Suffolk Rams sold for \$5,000 and \$3,600 respectively, in the 57th annual National Ram Sale at Salt Lake City August 23-24. Only once, in 1918, did a ram sell for a higher price in this sale. A Rambouillet brought \$6,200 in the 1918 auction.

Some 100 buyers from 14 states paid \$151,725 for the 630 rams and 53 ewes which sold in this year's event. The average of \$222.69 paid for the rams was up 50% from a year ago. Results of the sale indicate a renewed interest in sheep production.

PROOF

When the patient in the private sanitarium pressed the button, the nurse rushed in. "Why," the patient demanded, "did you people put me in the same room with that nut in the other bed?"

"The hospital is crowded — is he annoying you?" she asked.

"Yes, he is," the patient replied. "He just keeps looking around this room and saying there are no lions, tigers or snakes here. Anybody can plainly see the place is full of them!"

"A little Monday religion beats a lot of Sunday profession."



The Lighter Side...

FIXED IT

The farm boy had always had trouble pronouncing the letter "R". Thinking to help him overcome the problem the teacher gave him this sentence to practice at home: "Robert gave Richard a rap in the ribs for roasting the rabbit so rare."

A few days later the teacher asked him if he could say the sentence for him without messing up the "R's". He did so, in this manner:

"Bob gave Dick a poke in the side for not cooking the bunny enough."

NOT WHAT IT SEEMS

Teacher (pointing to a deer at the zoo: "Johnny, what is that animal?" Johnny.

"I don't know, teacher," admitted Johnny.

Teacher: "What does your mother sometimes call your father?"

Johnny: "Don't tell me that's a louse!"

HOW GOOD, BROTHER?

A number of farmers were idling on a rainy day at the corner store and got to arguing the merits of various church denominations. All expressed opinions except one old gray-bearded gent who kept whittling but said nothing. Finally someone asked him: "What do you think, Grandpa?"

"I think," replied the old man sagely, "there are three ways from here to the flour mill. But when you get there, the miller isn't going to ask which road you took. He's going to ask: 'How good is your grain?'"

BEST BID

A dilapidated old car wheezed up to the toll gate.

"Fifty cents," said the attendant.

"Sold!" wearily answered the driver.

ALL OVER

The honeymoon is over when he stops helping her with the dishes — and does them himself. — Quote.

PRICE TAG?

"What's this big item on your expense account?" asked the sales manager.

"That's my motel bill," said the salesman.

"Well, see that you don't buy any more motels."

JUST TOO FAST

"There's one thing about the speed of light," said the farmer getting up at 4:30 to start work in the fields. "It gets here too early in the morning."

SHOULD DO IT

Watching a group of teen-agers gyrate at a country dance, the oldtimer commented: "Wal, if this don't bring rain, nothin' will."

BRAVE

The farmer and his wife had gone to the musical, and after a tenor with a squeaky voice concluded his solo, the wife looked wryly at her husband while the audience applauded feebly.

"Extraordinary! Unbelievable!" said the farmer.

"Why, what do you mean?" she asked him. "That was terrible — he has a very poor voice."

"Voice," said the farmer. "I wasn't thinking of his voice — I was praising his nerve!"

AT LEAST SOME DOUBT

The local bum decided he would run for sheriff of his rural county and set out to visit every farm in the county, making pencil notations of the result of each visit. At one farm house he was greeted with a virtual tirade from the farm wife: "You good-for nothing, get out of here!"

"But wait," he pleaded. "I just came by to ask you to vote for me for sheriff."

"Vote for you!" she said. "You ain't fit to walk the streets, let alone hold public office. Now git!"

The candidate beat a hasty retreat to the road. Then taking out his notebook he wrote opposite the woman's name: "Doubtful."

TRUE AND FALSE

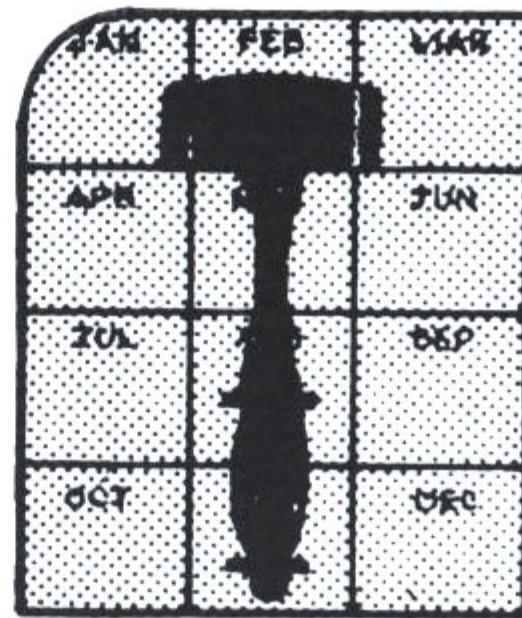
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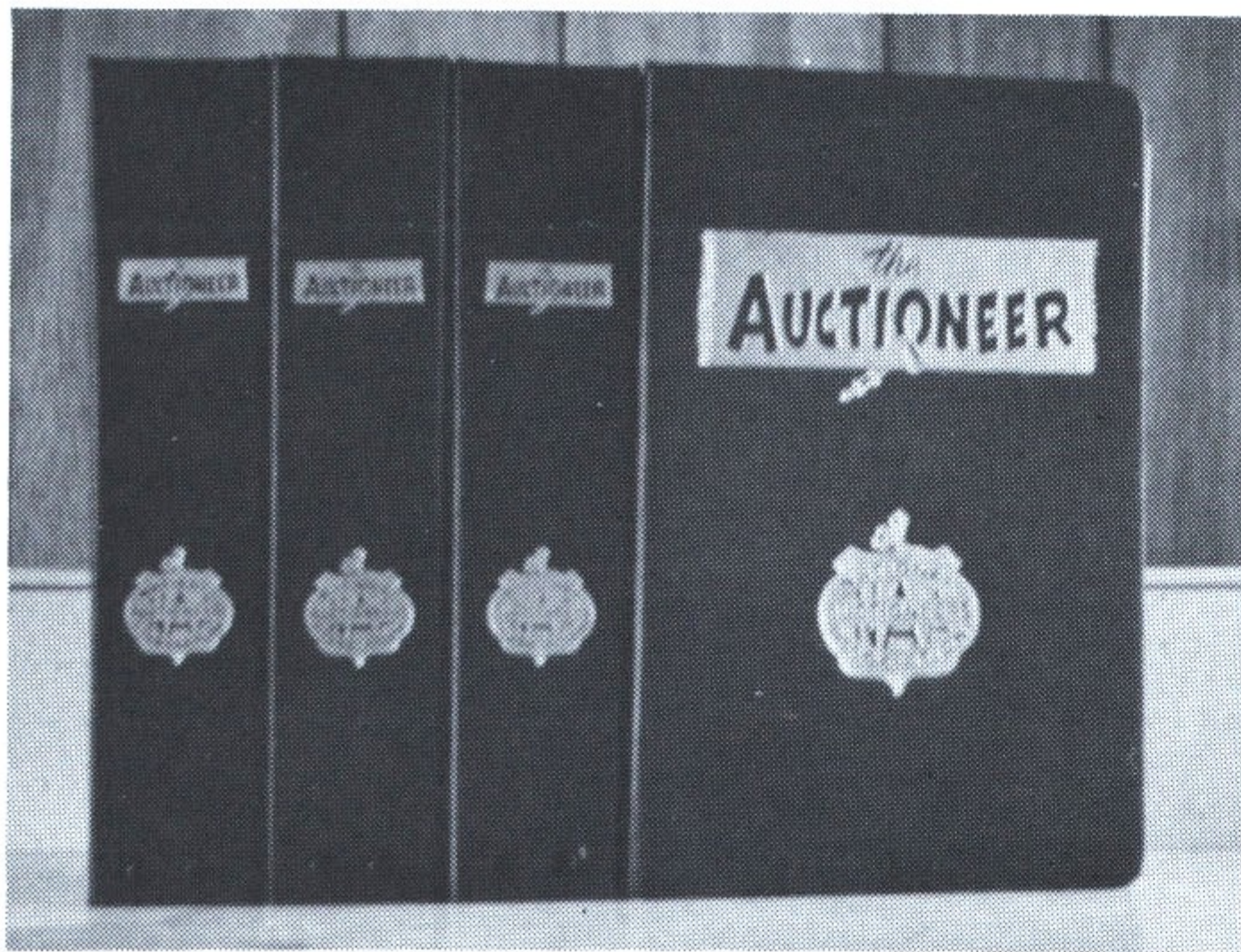
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- October 28-29 — Iowa Auctioneers Association, Sheraton Motor Inn, Mason City.
- November 4-5 — Illinois State Auctioneers Association, Pheasant Run, St. Charles.
- December 4 — Tennessee Auctioneers Association, Airport - Hilton Inn, Nashville.
- January 12-13 — Pennsylvania Auctioneers Association, Hershey Motor Lodge, Hershey.
- January 13-14 — Ohio Auctioneers Association, Imperial House, North Columbus.
- June 12-13 — Wisconsin Auctioneers Association, LaCrosse.



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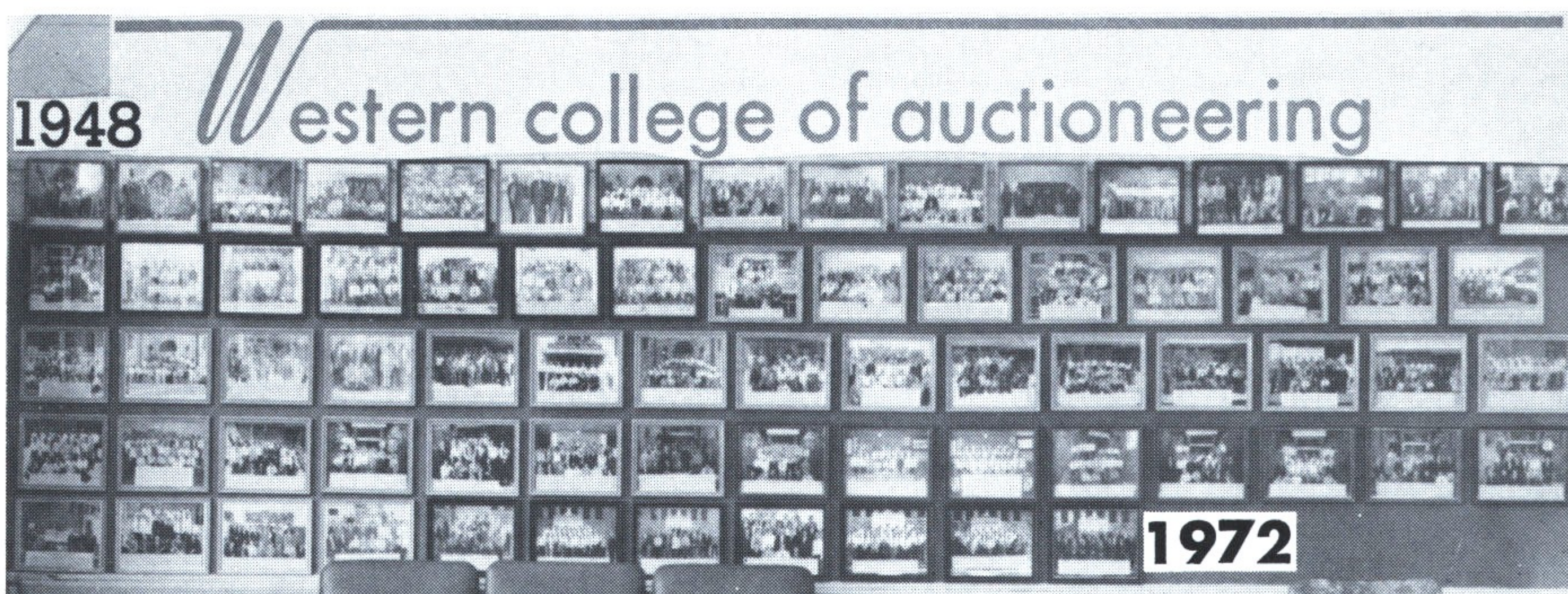
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STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.

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

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

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FINAL SETTLEMENT FORMS . . . Form FS-69

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

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

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

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