

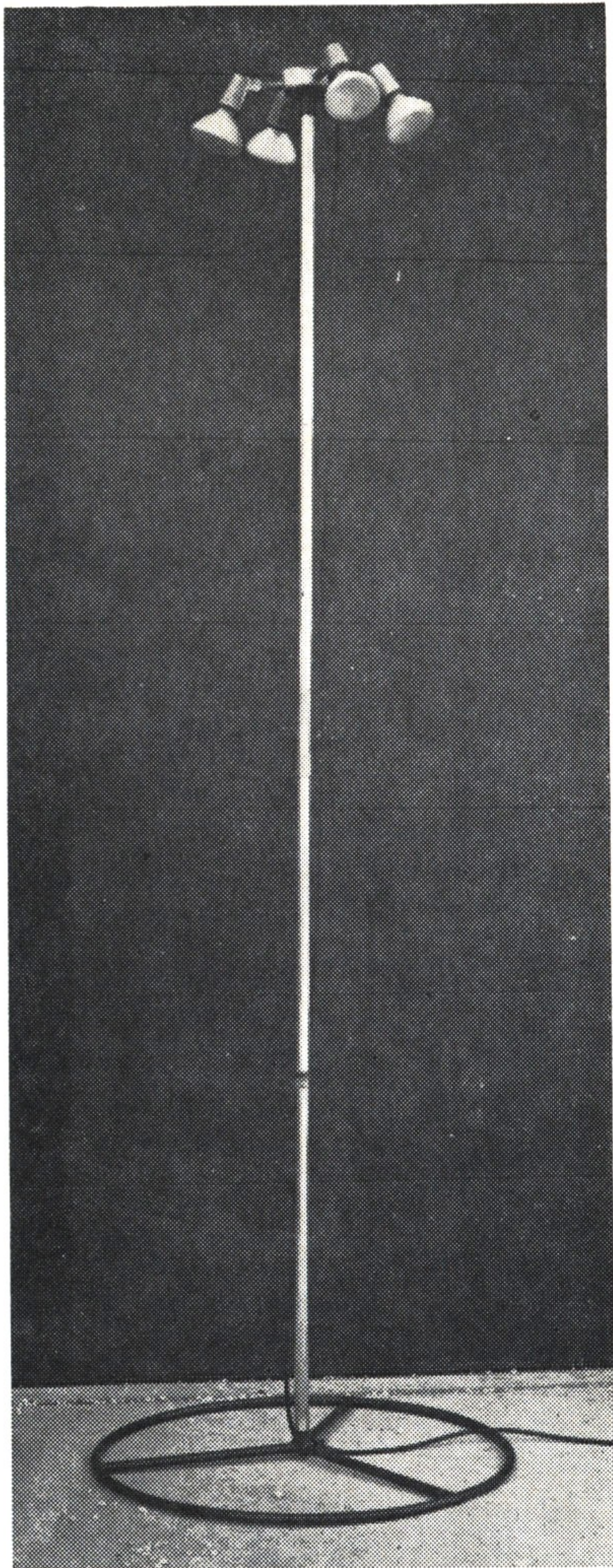
# *the* AUCTIONEER



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**EDITOR**

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promote the auctioneer and the auction  
method of selling.

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Walter S. Britten, College Station, Tex.

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John A. Overton, Albuquerque, N.M.

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Henry Rasmussen, St. Paul, Nebr.

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803 S. Columbia St. Frankfort  
Indiana



# 1963 National Convention

## Has New Record Attendance

Attendance records were broken at this year's National Convention in Cincinnati, when a total of 574 persons placed their names on the registration cards during the three day event. This surpasses the old record of 528, established in Louisville in 1960.

Another record to fall was the home state mark. Ohio was represented with 123 persons which shattered the old record of 112 established by the Indianans back in 1955. Pennsylvania approached a new record for a visiting state's attendance with 64 persons which fell short of the 74 Ohioans who helped set the previous record in Louisville.

Other top states in registration were: Indiana, 51; Illinois, 37; Kentucky, 33; and Michigan, 30. A total of 37 states were represented as compared with 36 last year. However, we had no Canadian registrants for the first time in a good many years.

The Stambler family from Hawaii came the longest distance to the convention with perennial attender. Wes Wendt from Granger, Washington, being next in line for that honor. A lone registrant from Nevada, Mary Neer, marked the first registrant to attend from the Silver State.

Following is a list of registrants by states:

### ARIZONA—2

Mr. and Mrs. William McCracken, Phoenix

### ARKANSAS—2

Mr. and Mrs. Brad Wooley, Little Rock

### COLORADO—2

Mr. and Mrs. F. Harvey Baldwin, Denver

### DELAWARE—1

Riley T. Jefferson, Lincoln

### FLORIDA—7

J. William Hatfield, Orlando

Jerry W. Kemp, Orlando

Mr. and Mrs. E. Pat Patterson, Ft. Lauderdale

Mr. and Mrs. Thomas A. Scarane, Miami  
H. G. "Mike" Sheehan, Vero Beach

### GEORGIA—2

J. E. Jordan, Rome

G. C. Walters, Jr., Rome

### HAWAII—3

Mr. and Mrs. Louis Stambler and daughter

### IDAHO—2

Mr. and Mrs. Jim Messersmith

### ILLINOIS—37

Mr. and Mrs. Edward H. Ahrens, Staunton

Mr. and Mrs. Edward Bilbruck, Chicago

Mr. and Mrs. Arthur Billiter and daughter, Harvel

Elwood Collier, Springfield

Mr. and Mrs. Nino Damilano, son and daughter, Westville

C. B. Drake, Rockford

Mr. and Mrs. A. C. Dunning, Elgin

Michael M. Gordon, Chicago

Mr. and Mrs. Harold Hilliard, Greenville

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

Mr. and Mrs. Lewis G. Marks, Abingdon

Mr. and Mrs. Michael Modica, Chicago

Mr. and Mrs. James C. Morse, Cottage Hills

Carman Y. Potter, Jacksonville

Fred G. Quick and son, Aurora

Mr. and Mrs. Virgil F. Scarbrough, Quincy

A. C. Thomson, Burlington

Mr. and Mrs. Ray Tuttle, Sheldon

Mr. and Mrs. Charles B. Wade, Morrisonville

Lester Winternitz, Chicago

### INDIANA—51

Mr. and Mrs. Clair Archer, Cromwell

Mr. and Mrs. James A. Buckley, Shelbyville

Arthur Comer, Osgood

G. W. Croddy, Madison

Roy L. Crume, Kokomo

Mr. and Mrs. Billie G. Denton, Indianapolis

Mrs. Leona Drake, Indianapolis

Mr. and Mrs. Robert Ellenberger, Bluffton

Paul W. Faulkner, Columbia City

Bernard Hart and son, Frankfort

Egg M. Hood, Anderson

Mr. and Mrs. Dean Kruse, Auburn

Russell Kruse, Auburn

Mr. and Mrs. Maynard Lehman, Berne

Mr. and Mrs. Richard Mast, Union City

Mr. and Mrs. D. D. Meyer, Vincennes



# IN UNITY THERE IS STRENGTH



Ready for the opening of the convention are: Owen Hall (standing, extreme left), General Convention Chairman, who did a masterful job, with J. Meredith Darbyshire and Robert Taft (seated). Others, standing, left to right, Walter Britten, who presided at the first afternoon of the convention; Gene Slagle, President of the Ohio Association of Auctioneers; and Romaine Sherman, NAA Director, who pronounced the invocation for the convention's opening.

Mr. and Mrs. Curran Miller, son and daughter, Evansville

Mr. and Mrs. Walter Murphy, Lebanon

Mr. and Mrs. Ernest Niemeyer, Lowell

Mr. and Mrs. Arnold Obendorf, Versailles

Mrs. Jennie Payne, Indianapolis

Earl D. Pigg, Cedar Lake

Dr. Roland Reppert, Decatur

Mr. and Mrs. Edward M. Schaeffer, Kokomo

Mr. and Mrs. Romaine Sherman, Goshen

Herman Sigrist, Miss Florence Sigrist,

Mrs. Wellah Feller, LaGrange

Don L. Smock, Whiteland

Mr. and Mrs. Ed Sprunger, Ft. Wayne

Mr. and Mrs. Herman D. Strakis, Indianapolis

Franklin Wakefield, Lebanon

## IOWA—24

Mr. and Mrs. Al Boss, Carroll

Mr. and Mrs. Warren Collins, Jesup

Mr. and Mrs. Leland Dudley, daughter and 2 sons, Sheffield

Mr. and Mrs. Lyle Erickson, Cresco

Leon E. Joy, Ames

Mr. and Mrs. Irving Leonard, Elkader

Mr. and Mrs. Robert Mallinger, Sigourney

Mr. and Mrs. Clinton Peterson, Webster City

Mr. and Mrs. Wendell R. Ritchie, Marathon

Wayne Stewart, Audubon

Earl Thies, Ames

Mr. and Mrs. George Yancey, Ottumwa

## KANSAS—4

Mr. and Mrs. Carson E. Hansen, Beloit

Mr. and Mrs. E. T. Sherlock, St. Francis

## KENTUCKY—33

Adrian Atherton, Hodgenville

Roger F. Christie, Paducah

Mr. and Mrs. John Taylor and son, Glasgow

Mr. and Mrs. John L. Cummins, Cynthiana

Gene Evans, London

Arthur Everman, Harrodsburg

Jack F. Harvey, Bowling Green

Mr. and Mrs. Wayne Kessler, Campbells-ville

Bill Kurtz, Sturgis

Martha Kurtz, Sturgis

W. C. Ledford, Lancaster

Orville R. Moore, Louisville

Mr. and Mrs. Charlie Murphy, Lexington





Iowa registrants and Dakotans got together at the Convention, probably the 1964 National Convention in Des Moines being their main topic of conversation.



## IN UNITY THERE IS STRENGTH

---

Mr. and Mrs. W. H. Owens, son and daughter, Danville  
John Patton, Richmond  
C. T. Sansom, Alexandria  
Mr. and Mrs. E. I. "Buddy" Thompson, Lexington  
Mr. and Mrs. Edgar C. Walker, Bowling Green  
Mr. and Mrs. Cecil A. Wayman, Covington  
Mr. and Mrs. Lexie L. Wyatt and son, Glasgow

### MARYLAND—6

Raymond C. Bender, Accident  
Jack Reedy, Hampstead  
Homer Snyder, Hampstead  
Mr. and Mrs. Joe Steiner and daughter, Silver Spring

### MASSACHUSETTS—7

Mr. and Mrs. Phil Goldstein, Boston  
Abe Levin, Fitchburg  
Mr. and Mrs. Arthur Shachat, Boston  
Mr. and Mrs. A. L. Tremblay, No. Attleboro

### MICHIGAN—30

Mr. and Mrs. Elwyn B. Bentley and 4 grandchildren, Fenton  
Mr. and Mrs. Glenn Casey, Williamston  
Mary J. Cole, Mt. Morris  
Vernon I. Cole, Mt. Morris  
Mr. and Mrs. Arlie Combs, Coldwater

Floyd M. Dougherty, Three Rivers  
Mr. and Mrs. Frank Gates, Litchfield  
Mr. and Mrs. John M. Glassman, Dowagiac  
Mr. and Mrs. Lester Johnson, Mason  
Mr. and Mrs. Charles J. Kinsey, Farmington  
Mr. and Mrs. Gilbert A. Morgan, Three Rivers  
Mr. and Mrs. Sherry Olin, Sparta  
Fred W. Smiley, Saginaw  
Mr. and Mrs. Garth Wilber and 2 sons, Bronson

### MINNESOTA—6

Thomas I. Gould, Minneapolis  
Mr. and Mrs. Alvin Kohner and 2 sons, Winona  
David H. Levine, St. Paul

### MISSOURI—11

Mr. and Mrs. Ken Barnicle, Ellisville  
Ed Buckner, Mexico  
Mr. and Mrs. Hugh Campbell and grandson, Chillicothe  
Warren Cook, Kansas City  
Mr. and Mrs. Dick Dewees and 2 daughters, Kansas City

### MONTANA—2

Mr. and Mrs. R. J. "Bob" Thomas, Billings

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## 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 Convention give their sincere thanks and appreciation to the Ohio Association of Auctioneers for an active, informative and outstanding Convention Program.

(2) Be it resolved that the National Auctioneers Association Convention express their high appreciation to the Kentucky and Indiana Auctioneers Associations for their part in making this Convention such an outstanding success.

(3) Be it resolved by this National Auctioneers Association Convention that the efforts made in the past of bringing together auctioneers representing all of the fields of the Auctioneering business be continued, and that maintaining harmony, the cultivation of a cooperative spirit, sound thinking and good judgement be uppermost in the minds of all the membership in order to further the growth and strength of this great organization.





Indiana auctioneers and their wives posed for this picture during the Cincinnati Convention.



# IN UNITY THERE IS STRENGTH

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## NEBRASKA—16

Mr. and Mrs. Henry Buss, Columbus  
Mr. and Mrs. E. A. Camfield, North Platte  
Mr. and Mrs. Charles Corkle, Norfolk  
Mr. and Mrs. Dean Fleming, Atkinson  
Dan J. Fuller, Albion  
Mr. and Mrs. L. Dale Hanna, York  
Mr. and Mrs. Albert Helzer, Cairo  
Mr. and Mrs. Ralph Kuhr, Blair  
Henry Rasmussen, St. Paul

## NEVADA—1

Mary Neer, Las Vegas

## NEW JERSEY—8

B. G. Coats, Deal  
Hylon C. Coates, Monroeville  
Mr. and Mrs. Winfred Hinkley, Ogdensburg  
Herbert Van Pelt, Readington  
John R. Potts, Neshanic  
Mr. and Mrs. Watson Van Sciver, Burlington

## NEW MEXICO—2

Mr. and Mrs. John Overton, Albuquerque

## NEW YORK—18

Lewis Bronstein, Buffalo  
Paul W. Calkins, Peru  
Mr. and Mrs. Russ Hurlburt, Bergen  
Mr. and Mrs. Robert W. Matson, Randolph  
Irwin Pete Murray, Ballston Lake  
Mr. and Mrs. Norvel Reed, Jr., Sherman  
Mr. and Mrs. Ronald Reed, Sherman  
Harold Spoor, Baldwinsville  
Mr. and Mrs. David H. Tracy, Pavilion  
Mr. and Mrs. Harris Wilcox, son and daughter, Bergen

## NORTH CAROLINA—10

James A. Garvin, Fayetteville  
Mr. and Mrs. G. T. Gilbert, Lincolnton  
Mr. and Mrs. Ed Gilbert, Lincolnton  
Edwin F. Glascoe, Forest City  
Mr. and Mrs. W. Craig Lawing, Charlotte

Mr. and Mrs. A. T. Morris, Durham  
**NORTH DAKOTA—3**

F. E. Fitzgerald, Bismark  
Mr. and Mrs. Bob Penfield, Bowman

## OHIO—123

Mr. and Mrs. Hubert Amos, Scio  
Mr. and Mrs. John F. Andrews, Beach City  
Ray Austin, Jefferson  
Mr. and Mrs. Richard W. Babb, Wilmington  
Floyce Baldwin, Cleveland  
Mr. and Mrs. Herb Bambeck, daughter and 2 sons, Dover  
Mr. and Mrs. Jay Barnes, Minerva  
Harold Bissantz, Amelia  
Arthur R. Borton, Wilmington  
Mr. and Mrs. Jack D. Braddock, Granville  
Cloyce C. Bradford, Worthington  
Mr. and Mrs. Kenneth Bumgarner, Washington C. H.  
Mr. and Mrs. W. B. Curtis, Cincinnati  
Mr. and Mrs. J. Meredith Darbyshire, Mrs. Roger A. Hadley, Wilmington  
Mr. and Mrs. Chris B. Dawson, Waverly  
Donald D. Day, Edgerton  
Herb Demaree, Hamilton  
Mr. and Mrs. Gilbert R. Dutro, Cincinnati  
Mr. and Mrs. Rolland Featheringham, Ashville  
Mr. and Mrs. Hobart W. Farthing, Findlay  
Carson C. Fast, Celina  
Don E. Fisher, Powell  
Mr. and Mrs. Jim Ford, Circleville  
Elias H. Frey, Archbold  
Mr. and Mrs. Ford Good and daughter, Seville  
Mr. and Mrs. Owen Hall, Celina  
Mr. and Mrs. Harry H. Hawk, Creston  
Robert W. Henderson, Franklin

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## Des Moines In 1964

Des Moines, Iowa, was selected as the site of the next Annual Convention of the National Auctioneers Association. The Board of Directors accepted the invitation of the Iowa Auctioneers Association, who asked to be host to the 1964 event.

Dates will be July 16-17-18 and the Hotel Ft. Des Moines will be Convention Headquarters.

Other locations submitted to the Board of Directors included Miami, Boston and Honolulu.





Registrants from Michigan at the 1963 National Convention.



# IN UNITY THERE IS STRENGTH

---

Donald L. Henry, Dayton  
Charles Hunter, Hillsboro  
Mr. and Mrs. L. Howard Jewell, Mt.  
Gilead  
Mr. and Mrs. Dave Kessler, New Paris  
Mr. and Mrs. Russell Kiko, Canton  
Mr. and Mrs. John Kireta, Beloit  
Mr. and Mrs. Merl Knittle, Van Wert  
Walter Kropf, Canton  
Ronald Liming, Batavia  
Mr. and Mrs. Emerson Marting, Washing-  
ton C. H.  
Claude D. Myers, Columbus  
Harley O'Day, Columbus  
Mr. and Mrs. Howard B. Overmyer son  
and daughter, Elmore  
Mr. and Mrs. James C. Patterson, Bain-  
bridge  
Walter Peer, Jr., Canal Winchester  
Mr. and Mrs. Herbert Peddicord,  
Coshocton  
Mr. and Mrs. Homer Pollock, Delphos  
Mr. and Mrs. Sam G. Roush, Shelby  
Mr. and Mrs. Albert L. Rankin and 2  
daughters, Alger

Mr. and Mrs. E. M. Rickey, Decatur  
Mr. and Mrs. Neil Robinson and son,  
Mansfield  
Mr. and Mrs. Roger D. Rumbaugh,  
Spencer  
Mr. and Mrs. C. Garth Semple, Milford  
Mr. and Mrs. Gene Slagle, Marion  
Mr. and Mrs. Van L. Smith, Wilmington  
Mr. and Mrs. Donald H. Stafford and  
niece, East Rochester  
Mr. and Mrs. Robert K. Stamp, Salem  
Mr. and Mrs. Don W. Standen, N.  
Ridgeville  
Mr. and Mrs. William Stinebaugh. St.  
Marys  
Mr. and Mrs. Tom Taylor, Alliance  
Mr. and Mrs. Furman Tinon, Newark  
Roy N. Trotter, Lorain  
Mr. and Mrs. Harold Vaughn, Hamilton  
Mr. and Mrs. Jim Wagner, Lorain  
Mr. and Mrs. Ken White, Greenville  
Arnold Wilson and son, Fairborn  
J. T. Wilson, Milford  
Marvin L. Wilson, Hillsboro  
Albert W. Yeoman, Jr., Cardington

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## New Officers

Walter S. Britten, College Station, Texas, was elected to the office of President of the National Auctioneers Association without opposition at the Annual Business Meeting, July 20, 1963. Mr. Britten had served as 1st Vice President the past year.

Elevated to the office of 1st Vice President was John A. Overton, Albuquerque, N. M., also unopposed. John L. Cummins, Cynthiana, Ky., was the winner in the balloting for the office of 2nd Vice President. He was opposed by Owen Hall, Celina, Ohio, Henry Rasmussen, St. Paul, Nebr., and Bernard Hart, Frankfort, Ind., were re-elected to the offices of Treasurer and Secretary, respectively. Neither were opposed.

Retiring President, J. Meredith Darbyshire, automatically becomes a member of the Board of Directors for a period of three years. Others elected for three year terms were: C. E. Cunningham, Greenwood, S. C.; Riley T. Jefferson, Lincoln, Dela.; Louis L. Stambler, Honolulu, Hawaii; and Herbert Van Pelt, Whitehouse Station, N. J.

Ray Gevelinger, Dodgeville, Wis., was elected to serve the un-expired term on the Board caused by Mr. Cummins' elevation to the office of 2nd Vice President.

Retiring Directors were: Ernest C. Freund, Fond du Lac, Wis.; C. A. Morrison, Grants Pass, Ore.; Wendell Ritchie, Marathon, Ia.; Joe Steiner, Silver Spring, Md.; and Lyle D. Woodward, Denver, Colo.





More past Presidents than usual were in attendance at the 1933 Convention. Present for this picture, were (standing, left to right): J. M. Darbyshire, Harris Wilcox, Carman Y. Potter, Ernest T. Sherlock, Charles Corkle, Ernest Freund, C. B. Drake. Seated: Herman W. Sigrist, Wm. F. McCracken and B. G. Coats. The latter two were Presidents of the National Society of Auctioneers, forerunner to the present National Auctioneers Association.

## OKLAHOMA—4

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

Clye Jones, Alva

Ed Vierheller, Claremore

## PENNSYLVANIA—64

Mr. and Mrs. Mervin W. Adams, Millersburg

Mr. and Mrs. O. M. Adcock, Linesville

Alvin Almes, Indiana

Mrs. Tom Berry, West Newton

William Boes, North Apollo

H. L. Bollenbacher, Greenville

Mr. and Mrs. Henry Brooks, Wilkes Barre

C. Morell Brown, Doylestown

Mr. and Mrs. Kenyon B. Brown, Doylestown

Ralph D. Burkett, Ford City

Mr. and Mrs. Ken Burrows, New Wilmington

Quentin A. Chaffee, Towanda

Mr. and Mrs. Eugene Derr, Sr., Blooms-

burg

Mr. and Mrs. Arthur M. Drakulic, daughter and son, Trafford

John T. Ensminger, Harrisburg

Lloyd Force, Elsie Yohey, Bloomsburg

Frank A. Heinen, Kittanning

Mr. and Mrs. Clay C. Hess, Collegeville

Ralph W. Horst, Marion

Russell E. Kehr, Hanover

Mr. and Mrs. Harold K. Keller, 3 daughters and guest, Mt. Joy

J. Omar Landis, Manheim

Sam Lyons, Indiana

Paul Z. Martin, Blue Ball

Elmer M. Murry, Lititz

Raymond H. Patterson, Eighty-four

Lee Pillsbury, Bethlehem

Mr. and Mrs. Wylie Rittenhouse, 3 daughters and guest, Vanderbilt

Mr. and Mrs. Woodrow Roth, 2 daughters and son, Emmaus

Jacob H. Ruhl, Manheim



# IN UNITY THERE IS STRENGTH

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Jake Spencer, Towanda

Mr. and Mrs. R. M. Stewart, 2 daughters  
and son, Armagh

Mr. and Mrs. George Wilson, Chester  
Heights

Oliver M. Wright, Wexford

## **SOUTH CAROLINA—10**

Mr. and Mrs. C. E. Cunningham, Green-  
wood

Mr. and Mrs. Fred Mullis and daughter,  
Lancaster

Mr. and Mrs. Sherrill Mullis and daughter.  
Lancaster

Mr. and Mrs. Marion E. Wooten, Greer

## **SOUTH DAKOTA—10**

Mr. and Mrs. Willis Hanson, daughter and  
2 sons, Mound City

Mr. and Mrs. Vernell Johnson, Hartford  
Reginald R. Oakley, Silver City

Mr. and Mrs. Curtis J. Price, Madison

## **TENNESSEE—25**

Mr. and Mrs. C. B. Arnette, Murfreesboro  
M. C. Bowers, Elizabethton

Mr. and Mrs. E. B. Fulkerson and daugh-  
ter, Jonesboro

G. S. Gordon, Shelbyville

Eugene R. Hargis, Murfreesboro

Mr. and Mrs. Billy Hobbs, Lebanon

C. B. McCarter and son, Sevierville

Mr. and Mrs. Fred Ramsey and 2 daugh-  
ters, Madison

Jim Stevens, Nashville

Mr. and Mrs. H. Jack Stewart, son, daugh-  
ter and guest, Mt. Juliet

Mr. and Mrs. Beeler Thompson and daugh-  
ter, Corryton

## **TEXAS—6**

Mr. and Mrs. Walter S. Britten, College  
Station

Mr. and Mrs. W. L. "Bud" Curry, Lubbock

Mr. and Mrs. W. W. Wright, Ft. Worth

## **VIRGINIA—13**

Willie T. Catlett, Lynchburg

W. R. "Bill" Cox, Richmond

Mr. and Mrs. Morris Fannon, daughter  
and son, Roanoke

Harry D. Francis, Newport

Kenneth E. Light, Pennigton Gap

James H. Newman, Danville

George H. Shields, Jr., Danville

J. E. Sutphin, Newport

Mr. and Mrs. Richard C. Wright, Bridge-  
water

## **WASHINGTON—1**

Wes Wendt, Granger

## **WEST VIRGINIA—4**

R. F. Crosser, St. Marys

Mr. and Mrs. H. C. Thomas and daugh-  
ter, South Charleston

## **WISCONSIN—24**

Joseph W. Donahoe, Darlington

Mr. and Mrs. Ernest C. Freund, Fond  
du Lac

Mr. and Mrs. John L. Freund, Omro

Mr. and Mrs. Ray Gevelinger, Dodgeville

Mr. and Mrs. Walter Heise and 3 daugh-  
ters, Oconto

Mr. and Mrs. Bill Jones, Pickett

Mr. and Mrs. Ernie Kueffner, Hartford

Mr. and Mrs. Don Lloyd, Oshkosh

Mr. and Mrs. E. J. McNamara, Lancaster

Mr. and Mrs. Clarence M. Sturgul,  
Shawano

Mr. and Mrs. Leo Sullivan, Reedsville

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## **Treasurer's Report**

Henry Rasmussen, Treasurer of the National Auctioneers Association, reported that as of July 9, 1963, the balance on hand was \$12,784. This amount includes an interesting bearing Time Certificate in the Amount of \$5,000. Our treasury now stands at its highest mark.





1963-64 Auxiliary Officers, seated: Mrs. Albert Rankin, 1st Vice President and Mrs. Lewis Marks, President. Standing, Mrs. Ken Burrows, Historian; Mrs. Harvey Baldwin, Secretary-Treasurer; and Mrs. Walter Britten, 2nd Vice President.

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## Police Unable To Conduct Auction

Police of Waterbury, Conn., found they were in a field that they knew not how to control when they attempted to conduct an auction of bicycles.

More than 1,000 children of all ages turned out for the auction at the police garage, but after six were sold for a total of about \$20, the sale was cancelled.

James J. Creem, purchasing director for the city, opened the auction and was greeted with such cries as, "I'll bid five cents," and "Here's my two bucks," drowned out

by the tremendous uproar of bidders. The area around the garage wasn't large enough so better places of observation were sought. The roof of the city engineer's car seemed a likely spot. So did the fenders of police cars, tops of paint cans, benches, window sills, and even other people.

Unable to create order among the prospective buyers and realizing that damages might exceed the sale proceeds, the auction was called off. It took police half an hour to disperse the crowd that had gathered.

When will our elected officials ever learn that it takes an auctioneer to conduct an auction?



# THE LADIES AUXILIARY

## Appreciation!!!

Each year, as I return home from the National Auctioneers Convention, I feel truly happy in having renewed old acquaintances and in meeting many new friends. This year's convention was doubly eventful for me through the wonderful cooperation of so many people.

I'd like to express my sincere appreciation, first of all, to the National Officers under the Presidency of J. M. Darbyshire, for their many kind gestures to our Ladies Group. Our big reason for existing is to help make our Convention more successful. We certainly know our every effort is appreciated.

To my Auxiliary Officers and Board of Directors. a big thank you for the many ways you helped in word and deed. It was a happy experience to work and plan with you.

From the moment I was elected your President I knew I was lucky to have the Ohio Auxiliary on hand to take care of the many details involved in a National Convention. My luck stayed with me when Mrs. J. M. (Gertrude) Darbyshire and Mrs. Rolland (Gretchen) Featheringham accepted the Chairmanship and Co-Chairmanship of the Ladies Activities. The flowers, table appointments, style show, bus trips, luncheon, banquet, childrens activities, etc., were beautifully planned.

My job was made a very happy and easy one through your many efforts. To all of you who helped in so many ways, Thank You.

Mrs. Ernest (Mora) Freund  
Your Past President

### STILL SERVING

Don't let anyone tell you that the penny has had its day. Not even inflation has been able to discount the use of the one-cent piece. It accounts for 75 per cent of the total coin production each year. The average penny, predominantly copper, but containing a little zinc and tin, lasts 20 years.

## Greetings!!!

Another wonderful Convention is over and I think the Ohio Ladies deserve a big thank you for a job well done. If you missed it we're sorry and hope you can meet with us next year.

I would like to extend my congratulations to Mora Freund and her officers for a most successful year. Thank you, Mora, for your help and cooperation.

Our Friday Luncheon and Style Show couldn't have been better. The decorations were so striking. Ohio Ladies, I know you worked hard in carrying out your ideas

Ladies, if any of you have news, suggestions or questions I will be most happy to hear from you.

I want to thank the Ladies of the Auxiliary for electing me President for the next year. I realize it is a big responsibility and will require my very best efforts. I have a grand group of officers and directors and know they will be a lot of help in every way possible.

We'll all be working together to the best of our ability to make this a successful

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

#### President

Mrs. Lewis Marks, Abingdon, Ill.

#### 1st Vice President

Mrs. Albert Rankin, Alger, O.

#### 2nd Vice President

Mrs. Walter Britten, College Station,  
Texas

#### Secretary-Treasurer

Mrs. Harvey Baldwin, Denver, Colo.

#### Historian

Mrs. Ken Burrows, New Wilmington,  
Pennsylvania

#### Directors

Mrs. Charles Corkle, Norfolk, Nebr.

Mrs. James Buckley, Shelbyville, Ind.

Mrs. Lou Stambler, Honolulu, Hawaii

Mrs. John L. Cummins, Cynthiana, Ky.

Mrs. Margaret Berry, West Newton, Pa.

Mrs. Al Boss, Carroll, Iowa

Mrs. Owen Hall, Celina, Ohio

Mrs. David Tracy, Pavilion, N. Y.

Mrs. Clint Peterson, Webster City, Ia.

Mrs. Ernest Freund, Fond du Lac, Wis.



year. I hope that if any of you are asked to help on committees you will do so. The officers cannot do it alone.

I would also like to thank the Ladies of Iowa that met with our officers to start plans for our next year's Convention in Des Moines. A special thank you to Mrs. Boss and Mrs. Ritchie for accepting the Chairmanship and Co-Chairmanship. If at any time I can be of assistance, don't hesitate to write me.

We certainly enjoyed meeting our old friends and making new ones and hope we will see you all again next year.

Mrs. Ruth Marks,  
Abingdon, Ill.

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## News From Michigan

The ladies met with their husbands at HOUSE of DAVID State Park at Berrien Springs, on June 30. This was strictly a fun and family day. Since the publicity chairman for the AUCTIONEERS was not present, I will name all of those who were there.

Col. Everett and Addie Miller, Col. Doc and Phyllis Samson and son, Col. Wayne and Edna Feighner and son, Col. John and Lavern Glassman and family, Col. Glen and Dawn Casey and family, Col. Fred and Mrs. Smiley and family, Col. Richard and LaVeta Brodie and son, Col. James and Mrs. Burns and son.

Colonel John Glassman served as host and what a wonderful host he was. He brought and barbecued chickens for the whole group and he proved to be a master chef, as the chickens were delicious. Everyone else brought lots of food and we all ate and ate.

I was in charge of games and contests and prizes for the children and adults. There were balloons for all children and their games were first. We did not plan anything too strenuous as it was about 90 degrees. Then the adults were entertained with the game of "THE PRICE IS RIGHT."

We took a ride on the little train around the park and pretended we were kids again! What fun.

It was a hot day—but it did not hamper the association of the members of the Auxiliary to the Michigan Auctioneers.

WE MISSED YOU. Will you try and attend our next meeting?

Sincerely,  
Addie R. Miller  
(Mrs. Everett R. Miller)  
Rives Junction, Michigan

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## Michigan Man Heads Auction Markets

DENVER—J. W. Prince, St. Johns, Mich., was elected president of the Livestock Auction Markets Assn., during its recent annual convention here in connection with the 1963 Livestock Marketing Congress.

W. H. (Billy) Hodges, Alexandria, La., was named vice-president; W. V. (Bus) Emrich, Norfolk, Neb., treasurer, and Ingvard Svarre, Sidney, Mont., secretary.

The new officers will take over in December, according to C. T. (Tad) Sanders, association general manager. Prince will succeed Joe L. Sorenson of Roseville, Calif., in the presidency.

Delegates also voted to hold the 1964 Livestock Marketing Congress in Richmond, Va.

Among many prominent speakers appearing before the convention was Congressman W. R. Poage, D., Texas, who called for a strong marketing system and urged farmers to adopt and use the supply adjustment methods of industry.

Floyd Segel, president of the National Independent Meat Packers Assn. told the market men that the livestock industry "will at least have a fighting chance" if kept free of government controls and regulations.

"Given too much planning, too much meddling—our industry will collapse around us," Segel warned. He also cautioned that the industry must be alert to the fact that it is shifting from an economy in which the producer was dominant, to one in which the consumer is the dominant force.

The sharp rise in the number of livestock auction markets during the last three decades was termed by the packer representative as a "very real tribute to the free enterprise system."

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People who tell everything they know wouldn't be so bad if they'd stop there.



# We Must Have Better Informed Auctioneers

By COL. POP HESS



Having just awakened to the fact that today is August 13, the writer finds it is time to get my comments mailed for the September issue of this publication. First, I want to say that the week following our convention I was advised by our good editor, Bernie Hart, that I was appointed to come through with a "this and that" column for the current year. This, I always look upon as an honor and am glad our readers can still stand my comments.

In speaking of our last convention at Cincinnati, which is reported in this issue, I feel I must come up with some sort of alibi. The reason for my absence was one which I could not control. For weeks I had planned to be in attendance with my buddy, Don Fisher, and we had planned to be there for the full day and evening on Friday. On Monday, July 15, I found I was just not clicking as I should and with the hot, humid weather, I paid a visitor to the Doctor for some check over and repairs if needed. Well, when the Doc got done pounding around on me he said the only thing wrong with you is: You are not living your age. Then, with a long line of medical words that I didn't understand nor could remember long enough to look up in the dictionary, he tried to tell me what my ailment was.

But the real words, I did understand. "You stay home for the next few days, eat what I tell you, keep out of crowds and heat, cut out a lot of cigars and pipe smoking, get plenty of sleep and you will be O.K. He sort of compared my ailment with the dog and his dog days in July and August. So far as I know, I have my dog days in July. He said I could smoke a few cigars, no pipe nor cigarettes—I never could smoke those things nor cared for them, it always seemed to me I had a feather in my mouth and was trying

to chew it. And as he told me, I must live my age.

Which reminds me, I must now contact my old pal. He loves to dig me about living my age and I note he was also absent at the convention and have not yet heard from him. Maybe he overlived his age this summer. But if he is able to read this column, I will hear from him. Of late years it is what I "Kick-off" in this column that makes him bounce, so I will throw him something in this writing that will kick off the expected bounce. So much for that.

My good friend, Don Fisher, did make the convention and was happy to learn that we have a total membership in the NAA of 1862 members, as well as a strong membership in many of our State Associations. I do understand from the grapevine that total convention attendance this year was below expectations, but year after year many things come up that change a person's plans. I know of several Ohio boys who were planning to attend and got sidetracked with important sales they felt they had to take or lose. You know, auctioneers are like Doctors, they are subject to sudden calls and the only way out is to make the call and get the job done.

One thing for sure, Ohio now has a State Auctioneers License Law that goes into effect January 1, 1964. I have been trying to get a copy of this law to check over and see what is what but have been unsuccessful. It may be available for a future issue of "The Auctioneer." My information is there were changes made from the original draft submitted at the Ohio Annual Meeting at Columbus in January. Anyone interested in knowing the facts should contact someone in Ohio who has a copy as it was passed.

As a rule, each year in July and August,



# IN UNITY THERE IS STRENGTH

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my incoming mail from auctioneers from out over the land is light. It is hot, it is vacation time and with many, a busy time. Here in Ohio, we had a strong run in auction sales all through July as well as in this month of August. With many sales the busy auctioneers are behind the eight ball in trying to keep up. Recently, I was a special guest at a large auction of livestock. There were several auctioneers on the selling force and numerous other Ohio auctioneers in attendance as it was a most interesting sale. It was my pleasure to have many of these auctioneers visit with me throughout the day and I was surprised to find that many of them were not much informed about this new Ohio law nor did they know it was now passed and would take effect this coming January.

Our Ohio Auctioneers Association has a large membership but this indicated to me that we do not have all of our brood together, but that is true in all trade organizations. I have always said it was harder to line up the rank and file of auctioneers in both State and National Associations than any trade union or profession. I have lived to know of State and National Auctioneers Associations the past 60 years and have also noticed that the horse who pulls the hardest gets the most whip. So it is with the Officers and Directors of State and National Associations. However,

we are now living in a very modern world, we have in the past 25 years seen many things come to pass we previously never thought of nor needed. But it has come and auctioneers and the auction way of life is not exempt.

As we approach the coming months I will be trying to dig out some of the spots that need revamping or more cultivation. To have effective State and National Associations all members of each should be able to see both sides of the various issues. As I see it, these associations should be the trial grounds for approval of what should be and what should not be best for all concerned. All trade and professional organizations get a great job done for the betterment of their tribe. This day and year we are seeing stronger state auctioneers associations and our National membership at a new high figure. I still proclaim in each, we should not be so much bent on getting laws to abide with but should be more active in preventing laws that outside interests would like to tie onto the auctioneer and the auction sale. The way to meet this objective is with a large membership, especially in the NAA — the association that will have to go to the front lines in case of an attack.

**It can happen. Preparedness has saved many a defeat.**

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## ANNUAL REPORT of the SECRETARY

Our fiscal year ending June 30, 1963, can well be termed as a continuation of several successful years. On the forementioned date our membership reached an unprecedented total of 1,862. This is an increase of 128 in the past year.

Pennsylvania leads in numbers with 165, followed in order by: Ohio, Nebraska, Illinois, Indiana, Kansas, Kentucky, Wisconsin and Tennessee. These nine states have a total membership of 1,039 or about 56% of our entire membership. This gives us some idea of the tremendous potential we have. When 40 more states bring their membership total to the average of these nine we will have well over 5,000 members.

Another view in regard to increasing membership is the fact that 38 members were responsible for 242 new members the

past year. Sixty-one others were responsible for one new member each, so we have 99 members bringing in 303 new members. Our first question could be, "What were the other 1750 doing in that time?" but we know some of these were busy too, as we now have several states in which requirement for State membership is National membership, so we cannot accurately credit new members from these states.

As your Secretary I attended meetings in Iowa, Illinois, Indiana, Ohio, Wisconsin, Kansas, West Virginia and Arkansas in addition to the Tri-State Convention in Boston, and two meetings in South Dakota, one of which was the organizational meeting forming that state association. This latter group has grown to more than 100 mem-



bers before they were one year old.

During the year we received 3,491 pieces of mail, a new record, and sent out, exclusive of "The Auctioneer", a total of 5,559 pieces.

Some information concerning "The Auctioneer" may be of interest to many members. Actual printing cost during the past year (11 issues) was \$7,309.47. This does not include cost of art-work, engravings or postage. "The Auctioneer" has three sources of revenue, namely, Booster Page, advertising and subscriptions. These returned \$1275.00, 948.25 and \$141.25, respectively, for a total \$2,364.50. This left a deficit of \$4,944.97 which is met through membership fees. Therefore, a good portion of the amount you as a member pays in dues is used for the publication of "The Auctioneer."

In closing I would like to thank the membership for the many fine compliments

they have extended me and especially thank them for their patience in awaiting answers to their letters during the periods I was incapacitated.

Respectfully submitted,  
Bernard Hart

## Hotel Brings \$64,000

Carolina Hotel, a landmark location at Sanford, North Carolina, was sold at auction for \$64,000 on July 10. Auction was conducted by two NAA members, Forrest and Robert Mendenhall of the Mendenhall Auction Co., High Point, N.C.

Containing 42 rooms and 16 apartments, it was sold complete with furnishings. The price was said to have been in excess of the seller's expectations.

Advertisement by a young psychiatrist—"Satisfaction guaranteed or your mania back."



## 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. **\$2.50 each**

**DECALS**—3 color, reversible, new supply @ **25c each.**

**BUMPER STRIPS**—Advertising the Auction method of selling. **35c each; 3 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

**THE AUCTIONEER**

**803 So. Columbia St., Frankfort, Indiana**



# Pettit, Fuller Honored

## By Fellow Auctioneers

Guy L. Pettit, Bloomfield, Iowa, and Dan J. Fuller, Albion, Nebr. two veterans of the auction profession were the 1963 recipients of the plaques given by the National Auctioneers Association for their outstanding contributions to the profession and their national organization.

This is the third year these awards have been given. Previously honored were Her-

Bloomfield, Iowa, in 1885, and has spent his entire life in that area. He began his colorful and successful career as an auctioneer at the age of 24. A graduate of the Jones School of Auctioneering, he be-



**COL. GUY L. PETTIT**

man W. Sigrist and Arthur W. Thompson in 1961, and Ernest T. Sherlock and Jack Gordon (since deceased) in 1962.

Aptly described as "auctioneerings highest honor" as the greatest of all awards or recognitions is one that is made by the fellow members of one's profession. Those who are selected to receive these plaques can well be classed as members of the "Hall of Fame" so far as the auction profession is concerned. Plaques carry the following inscription:

**Presented to.....in appreciation of his contribution to the profession of auctioneering and to the National Auctioneers Association.**

**Presented by the National Auctioneers Association....(date).....**

Guy L. Pettit was born on a farm near



**COL. DAN J. FULLER**

gan as a general auctioneer but later sold many purebred livestock auctions being especially active with Duroc swine and Hereford cattle. For many years he was an instructor at the Reppert School of Auctioneering and it was Dr. Ro'and Reppert who accepted the plaque at the convention in his absence.

Col. Pettit has been very active as an NAA member having served a term on the Board of Directors, participated in committee responsibilities and in 1953 when the organization was in financial trouble, it was he who spearheaded the drive that raised \$5,000 to insure publication of "The Auctioneer" for the coming year.

Dan J. Fuller was born on a farm near Woodland, Ill., in 1881. He began his career as an auctioneer in 1900 in Benton County, Indiana. In 1905, he graduated



from the Jones School of Auctioneering and in 1910 he moved to Albion, Nebr. He has conducted auctions in many states and is nationally respected as an auctioneer of real estate. He pioneered the land auction business in Nebraska.

Col. Fuller has always been a strong organization man. He is a past President of the Nebraska Auctioneers Association and a past Director of the National Auctioneers Association. He has had many committee assignments and his wisdom has been of great value to both organizations as well as to those who worked with him. He is a regular attendee at National Conventions and was on hand to receive his plaque in person at Cincinnati.

President J. Meredith Darbyshire made the awards.

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## A Great Convention

By Joe Steiner, Silver Spring, Maryland

1963 in Cincinnati, Ohio, where nearly six hundred registered for their annual convention, the pride, enthusiasm, loyalty and eagerness for more knowledge, and not to mention the most important, just plain old friendliness, was present and maintained by the great group of Auctioneers who have become members of the National Auctioneers Association. From all corners of our nation came families, some mixed business with vacations to be there. Regardless of this, there wasn't one present who at any time didn't have this to say, "this is one of the best conventions we have had to date."

Our salute and congratulations go to the boys of OHIO, INDIANA, and KENTUCKY. These boys spent many hours to make this convention the huge success that it turned out to be. Your convention members went on to elect a group of officers who are outstanding and will continue to make the N.A.A. grow in wisdom as well as membership.

WALTER BRITTON, our newly elected President, gave a very inspiring, sincere, acceptance speech. It is most encouraging to have such leadership, and the personal successful regards of every member go with you, Walter. I know that every member will do their best in supporting you in any capacity that may arise. A great task

lies ahead, and the boys from IOWA will lend outstanding aid in making 1964 a better convention.

To all who missed this year, mark your calendar this day, book no sales for the third week of July, 1964. You cannot afford to miss again. This is your convention, and your opportunity, to learn just a little more. We missed you this year, but we will see you in DES MOINES, IOWA, in 1964.

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## N. Dakota Directors Make Plans For Year

President Bob Penfield, of the North Dakota Auctioneers Association, called a special meeting of the Board of Directors to formulate plans for the coming year.

Main topic of discussion was how to increase membership in the State and also the National Association. Several plans were discussed and some of them are being put into action immediately.

Last year's Winter Seminar, sponsored by the State Association, was considered successful by all concerned and very informative for those who attended. The Directors decided to hold another one in February, 1964. The topic this time will be furniture markets and the selling of household items at auction on all types sales.

The officers had dinner together at the Patterson Hotel in Bismarck, with the business meeting following on the afternoon of August 11. Other business discussed was the convention date for next year as well as various segments of the state auction laws.

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## Record Jersey Sale

The Ann Arbor Jersey herd, owned by Mr. and Mrs. A. M. Thompson, Wadsworth, Ill., and managed by Charles Williams, was dispersed May 20.

Forty-eight head sold for an average of \$844. This herd was the highest dispersal average in the breed since the Lindow herd, Independence, Ore., was dispersed in 1958. That average was \$1,250.

There were 23 buyers representing 8 states. An NAA member, Merlin Woodruff, Urbana, Ohio, was auctioneer.



# South Dakota Auctioneers Hold First Convention

The South Dakota Auctioneers held their first convention in Rapid City, on June 22nd at the Sheraton-Johnson Hotel.

This fine new association was formed at a special meeting in Pierre on September 16, 1962. At this organizational meeting there were 32 auctioneers in attendance. Right from this beginning each character member became a dedicated worker and salesman and was assigned the duty to contact all the non-member auctioneers in his given area. This association grew by leaps and bounds and by June 21st at the Early Bird Party the night before the opening of their first convention the membership had grown to 117 members. This sets a record that no other association has been able to do. They actually went from zero to 117 members in just nine months and six days. They are to be highly congratulated on this fine job as it proves conclusively just what can be accomplished when all members join hands and work together as a unit. Each member auctioneer is given a prospectus telling him all the many advantages of belonging to his state and the national association so he knows definitely what his association stands for and is working for to make the auction business for him much more profitable to himself and to do a much better job in serving the general public.

The convention schedule got under way with registration starting at 9:00 A.M. Saturday morning. By 11:30 A.M. forty seven auctioneers and their families had registered. After lunch the program got under way with the appearance of all the auctioneers on the local television station. This was a great experience for all and it did a great deal to promote and advertise the modern auction way of selling. The regular business meeting for all auctioneers followed this appearance back down to the hotel.

Col. Reginald R. Oakley, Secy-Treas. and the Convention Chairman, opened the meeting by presenting to the first President, Col. Vernell Johnson of Hartford, the first gavel to call the meeting to order. After

the reading of the roll call and the minutes of previous meetings all old business was brought up to date and several new motions were moved and seconded and passed. The next item on the agenda was the election of the new officers.

Col. Willis O. Hanson of Mound City, who was the Vice-President was elected to be the second President of this new association. Col. Jack Churchill of Hermosa, was elected Vice President and Reginald R. Oakley of Silver City, was unanimously re-elected Secretary-Treasurer and Publicity and Public Relations Officer. The Board of Directors or the Executive Council Members having only served a short time were re-elected. The out-going president, Col. Vernell Johnson, became the senior director on the advisory board.

Many of the wives attended this business meeting and didn't want to be out done so a motion was made, seconded and carried that the Ladies Auxillary be formed right now. This was done thru the regular channels of voting and Mrs. Willis O. Hanson of Mound City, became the first president of the Auxillary. Mrs. Francis Haley of White-wood, became the first Vice-President and Mrs. Don Sweeter of Worthing, become the first Secretary and Treasurer. We all feel with this kind of cooperation and team-work that our South Dakota Association is well on its way to being one of the finest in America.

The social cocktail hour began at 5:00 P.M. and was sponsored thru the generosity of Mr.'s. Al and Rod Barnes of the Plains Hotel in Huron, South Dakota.

The banquet started at 7:00 P.M. with a welcome address by the Mayor of Rapid City the honorable Philip G. Schroeder. The distinguished guest speakers were Col. Bernard Hart, Secretary of the National Auctioneers Ass'n. and Col. Charles Corkle of Norfolk, Nebraska who is the past President of the National and the Senior Director. Following these two very fine speakers a "Unique Auction of all Auctions" was held. Each membership card was number-



ed and the number ONE membership which was done in gold as well as the number ONE certificate was sold to the highest bidder. This was a life-time membership to the one who bid the highest and this was sold by Col. Vernell Johnson for \$220.00. Now, the Dollar Sign \$ being our association emblem was made into a very clever Black Hills Gold Lapel Pin and was sold by our New President Col. Willis O. Hanson for \$130.00. The dollar sign \$ makes a very unique money clip so the first money clip done in Black Hills Gold was sold by our new Vice-President, Col. Jack Churchill, and brought \$50.00. The dollar sign was put in gold on the first tie bar and cuff links and was sold by Col. Reginald L. Oakley and brought \$40.00. Now, the first small gavel representing the association was auctioned off by Col. Charles Corkle and brought \$30.00 and the beautiful flowers all across the head table were sold by Col. Bernie Hart and brought \$22.50. All in all this was quite an auction and put \$492.00 into our treasury.

Following the auction everyone had a wonderful time dancing to the Country and Western music of Joe Martin-Ruby Dee and Orchestra.

We are all looking forward to our second convention at the Plains Hotel in Huron which will be held on June 13, 1964 and in the meantime we are all continuing our loyal support to our association and will have at least 150 members by our next convention date.

Auctioneeringlyatit,  
Reginald R. Oakley, Secy.-Treas.

## Attitude and Respect Promotes Profession

An article concerning tobacco auctions by O. S. Clay, was published in the June issue of "The Auctioneer." A fellow member, Col. Kenneth E. Light, Pennington Gap, Va., was sufficiently impressed with the article that he took the time and trouble to write a personal letter to the author. We are passing on a portion of Mr. Clay's reply as it illustrates the type of attitude and respect for fellow members of our profession that we are striving to achieve.

Dear Col:

I want to thank you for your

thought in writing me but I can never express in words my true feeling toward you. Just wish I could meet and talk with you as I'm sure you cannot imagine what it means to an old man like myself to be thought of as you have me.

I want to wish you all the success you can handle and hope you are able to get started if you haven't already in your line of work. You can't get them all and couldn't take care of them if you did. As for schooling, at Reppert's, I think there is none better. Have just met the young Dr. (Reppert) a few times but his father, Col. Fred, I had the pleasure of working with on quite a number of sales, real estate, town lots and registered Poland China hog sales. He and Col. Erganbright of Elizabethtown, Ky., at one time made many Lot sales here in Indiana, and elsewhere.

Three different times I was asked to work in the Reppert School but in those days I was selling tobacco. One year, 1916, I sold three days a week at Paris, Ky., and three days at Flemingsburg, Ky., selling better than 22 million pounds.

We have 14 auctioneers in this county. Of course that is too many when three of them get most of the sales.

Hope you can come to Cincinnati and the National Convention. Wish I could as I always enjoyed and got so much from them.

Thanks again for your kind thoughts and only wish I could be of some help to you.

Sincerely yours,  
O. S. Clay  
Shelbyville, Ind.

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The word nest-egg comes from the custom of placing an egg in a hen's nest to induce her to lay her eggs there. Thus if a person saves a little money it serves as an inducement to add more.



# President's Address

NATIONAL AUCTIONEER'S CONVENTION  
THURSDAY, JULY 18, 1963  
J. MEREDITH DARBYSHIRE, PRES.

Colonel Britten  
Convention Chairman Owen Hall  
Officers, directors, committee members,  
ladies, and fellow auctioneers

One of the joys of living is that of making new friends and widening your boundaries of life. One can attribute the success of this convention or to any convention, to the program components which we were fortunate enough to obtain. I will not guarantee to all of you that the answers to your problems and questions will be available but I am sure beyond any question of doubt that large meetings of this nature will bring about a better relationship and a more general understanding of the auctioneer's place in your society. The program of this convention will disseminate much worthy information which we trust will make us all better auctioneers and citizens. There are many facets in each segment of this profession, consequently we need to keep recharging our minds with modern methods which we tend to overlook unless we attend conventions of this nature. This is the reason why so many of us are meeting here today and this week — to increase our know about our profession.

When the curtain fell on our 1962 convention in Lincoln, Nebraska, there fell upon my shoulders what I deemed a heavy responsibility. In the opening sentence of my acceptance speech I said, "This is one of the happiest moments of my life. I accept this office of President of this fine organization with the utmost humility." In my closing sentence of this speech I said, "With the support of the membership and the guidance and help of God, we approach the ensuing year 1962-63." The previous administrations gave the officers and directors of this administrations a challenge of 2,000 members. It was my ambition to obtain this goal and we have almost succeeded with 1862 memberships. My sincere thanks to all those who have made this record possible during my tenure of office.

Your cooperation and enthusiasm in ob-

taining new members was further expressed by your support and contributions to our monthly publication "THE AUCTIONEER." This publication is a unique opportunity for the officers, directors, and members to talk with you every month. The personal contacts I have made in my visits to different state meetings along with your many letters expressing your views, have inspired me to greater efforts. Wherever I have been, many auctioneers were kind enough to acknowledge that they read my articles and invariably, they wanted to talk to me about our National Auctioneers Association. This is only one of the many compensations one receives by associating with such a grand group of dedicated men.

The extension of our lives beyond ourselves gives an opportunity to bring the best from others to our thoughts, ideas, and character. To do this we must have something to give as well as the desire to receive. As we enter upon the threshold of a new administration, the officers and directors that you elect to lead us and administer the affairs of this association will be charged with greater responsibility than this "your present administration." We can applaud the increase in the National Auctioneers Association's strength but we must also guard against future pitfalls which could reduce the final impact of our gains. These pitfalls are dependent upon human failings to which we all are subject to at times. Three of them are **complacency, smugness, and overconfidence**. Any one of these is capable of stalling our growth before the end of the year. We could feel **complacent** since we have piled up a comfortable lead in membership over previous years and it is a natural human tendency to relax and to rest upon past laurels. Some of us may be **smug** with the membership we now have — or **overconfident** it will hold up no matter what happens — we could also follow a strong human urge to, "Let George do it."



I am asking that you give the next administration the same, continued support as you have given this and all past administrations. I want to personally thank each individual who have written articles for "THE AUCTIONEER" this past year. Those who have solicited and obtained new members so that we could obtain the membership we have today and also Owen Hall, our Convention Chairman. Those members and others who have consented to speak at this convention, the committee members and especially the Ohio Auctioneers Association, the Kentucky Auctioneers Association, and the Indiana Auctioneers Association for their contributions for our three evenings of entertainment.

I urge those who will be selected to give us their leadership this coming year, to meet before the convention closes and present to the membership a sound constructive program, so we members will know what our goal is and what we are working for. We must all pledge our support and our best efforts towards the fulfillment of their program.

I recommend that an extensive membership drive be instituted immediately with a goal of securing 1,000 new members before July 1964. There are approximately 20,000 auctioneers in the country and only approximately 10% are members of the N. A. A. It is now vital to the future of our Association that each member take the responsibility of obtaining a few new members.

I want to state my sincere appreciation and grateful acknowledgement to my family and to the members of the staff of my Firm for all their tireless efforts in contributing to my support as well as to the success of this year. Without them, I know that I could not have accomplished what I have this past year. (My wife was your Auxiliary President 1955-56.)

We should all leave this convention better auctioneers; and through our efforts give more to the auctioneering profession than we expect to receive. We extend to all of you a most sincere National Auctioneers welcome and want you to enjoy the fellowship of this wonderful group. We ad-

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## Convention Postmortem

It must have been a success! From all indications the 1963 National Auctioneers Convention was one of the best ever. It has indeed been gratifying to receive many compliments regarding the convention. As convention chairmen, it was impossible to attend all the sessions and to appraise the convention as a spectator. Therefore, the only way I could form an opinion was from the statements of those in attendance.

I wish to take this opportunity to express my heartfelt thanks to everyone that helped in any way with the convention. Without exception I received the very best of co-operation from everyone.

I have indeed considered it a privilege and an honor to have served as chairman of the 1963 convention. Madonna and I will cherish the many happy memories of the convention for years to come. We also appreciate the fact that we made many new friends which is in itself very rewarding.

I also want to thank everyone that voted for me at the Saturday afternoon session. Your support was indeed appreciated. To those who didn't vote for me, I want to thank for the lesson taught me. It is one I will always remember.

Madonna and I will be looking forward to seeing each of you in Iowa in 1964.

Owen V. Hall



# Transfer of



**Mrs. Mora Freund (left), retiring President of the Auxiliary, and Ruth Marks, the newly elected President.**

vise the new members to realize that they are beginning a new experience which will forever remain with them as a source of inspiration and satisfaction. Enter this convention with a receptive mind and you will indeed be a wiser and better auctioneer and an enthusiastic member.

Today the National Auctioneers Association arrives at an important milestone in its history. It is fitting that we pause for a time to remember our past years, appraise our present position, and look forward with anticipation into the future.

We cherish the memory and admire the fortitude of the members in the associa-

tions early struggle for existence. Many have been taken from us, but we shall never forget their many sacrifices, loyalty and devotion that allow us to enjoy the results of their tireless efforts today. We extend our praise and appreciation to those of today, who are so nobly carrying on the traditions of the past; and to those of the future who will find in the remembrances of this day and this convention, the hope and the inspiration for the future.

I am about to make the most sincere statement that I have ever made in my life. — THIS PAST YEAR HAS INDEED BEEN A PRIVILEGE, A CHALLENGE, AND AN



# Leadership



Walter S. Britten (left), receives gavel from outgoing President J. Meredith Darbyshire.

EXTREME PLEASURE TO SERVE THIS FINE ORGANIZATION AS YOUR PRESIDENT.

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## Tennessee Officers

Following are the names and addresses of those elected to offices at the Annual Meeting of the Tennessee Auctioneers Association, June 23-24:

President: Col. G. S. Gordon, 637 N. Main St., Shelbyville.

1st Vice President: Col. John F. McLean, Rt. 4, Box 160, Lenoir City.

2nd Vice President: Col. Odell Sampson, Box 165, Lewisburg.

3rd Vice President: Col. Toxey T. Fortinberry, 3586 Summer St., Memphis 4.

Secretary and Treasurer: Col. E. B. Fulkerson, Route 4, Jonesboro.

Directors: Col. Jim Stevens, 1311 Gallatin Rd., Nashville; Col. Fulton Beasley, Third Ave., Franklin; Col. Warren Easter, 2619 Old Knoxville Hwy., Maryville; Col. Fred S. Ramsey, 321 Gallatin Rd., Madison; Col. C. B. Arnette, 1810 Wellington Dr., Murfreesboro; Col. Bill Hall, 334 S. Gallatin Rd., Madison.



# 1963 Acceptance For NAA Presidency

BY WALTER S. BRITTEN

Mr. Chairman, Mr. President, the Auxiliary and all delegates to the 1963 National Auctioneers Convention — The honor you have bestowed upon me is greatly appreciated and Mrs. Britten along with our two sons join with me in expressing our gratitude to you. It humbles me to consider the task that lies ahead and the responsibility of guiding the affairs of our organization for the forthcoming year.

This responsibility must be shared by every member of NAA for no one person can hope to accomplish much in the furtherance of our aims and ideals without the concerted efforts of all. You have chosen me to lead, but I must remind each of you that YOU are an important link in the National Auctioneers Association.

This is quite a meaningful occasion to me — it is made more so by the coincidence that in a few days is the anniversary of the first auction I conducted just 28 years ago. The auction profession in these 28 years has been my major interest, a way of life and source of livelihood — just as it has been for many of you. I spent four years in college during this time but my college education was paid for by income from my selling sales.

The heritage of the past is a worthy one for all of us in the auction profession. A few moments ago we heard a list of the names of those who have gone to their reward during the past year — joining the long line of those of other years, but their spirit and endeavors will always be with us. It has been men of great vision, like those of the past who founded this organization, who bequeathed the opportunities to us which we envision today. Many of us enjoyed personal acquaintance with the real pioneers of our profession and can appreciate this heritage and can realize the great gains made since the founding of the National Auctioneers Association.

Look at us today in this 1963 — this has been a great convention—new attendance records have been set. The program has been educational and well tailored to the theme of this convention. We have received a real thrust forward for the year that lies ahead — and we must attack our problems

with energy and a fresh viewpoint, putting behind us the petty problems and possible differences of opinion which lie behind . . and this we cannot do unless we are UNITED.

Consideration for others will be our keynote — our scale of values. I give you three C's by which we can be governed, COURTESY. CONSIDERATION AND COMMONSENSE. For every seed of human kindness we plant a flower blooms within our hearts. It is as natural for an honorable man to show consideration for others as it is for him to be kind to animals and respectful of his elders. This kindness and concern for others is the manifestation of good breeding and is the mark of a refined person.

What would this world be without a helping hand, a friendly word of Cheer? We would be unable to live without carrying a big stick if our friends and neighbors had no consideration for us. There would be no such thing as an association of good men organized to further their profession as we are organized. Our Association has in the past had its trials — its growing pains, but even in tribulations we have been guided by the consideration someone showed for our aims and purposes. We must be strong and self-reliant, but we need each other — our friendship and concern for one another. The Association would crumble without these influences, just as the family circle would be nothing without consideration for each other.

The gift of consideration for another is the milk of human kindness. The act itself is rewarding — and we need no other reward. May I urge that you place consideration for your Association high on your list — big deeds call for big effort. Our founders had courage and foresight — they were great leaders and their presence among us smoothed the way for great accomplishments. They impressed themselves on our lives, entered into our councils and gave the right advice at the proper time—the example they set is a high mark of attainment for which we strive. Their consideration for each other and for our profession governed their actions. Such consider-



# IN UNITY THERE IS STRENGTH

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ation of others is the noblest attitude one can have toward his fellows; involving not only small acts but large endeavors as well. It is the sum and total acts and thoughts which make for friendship. People who are kind and considerate brighten the world and are ever ready to share another's burdens. Consideration and service go hand in hand. Many in the past have served our association beyond the high call of duty. These men achieved great things — and in their upward march they have helped many others. The more they were able to do for others the greater their own rewards and achievement. We need more people of the same fiber as our founders who in unforgetting, unselfish service reached a high point of endeavor which still extends a challenge to us today. The stronger we become as an Association — a UNITED association—the greater will be

our influence and the more honor the respect showed to us. Doing something for others may not put dollars in your bank account — but your actions will bring their own reward.

This then is my message for you — earnest plea to you—that we unite in a strong effort to better relationships within the Association and present to the public a truer picture of the caliber of men in NAA.

You have given me a great honor — an even greater responsibility — I in turn challenge you to face the front — hold out a hand to your fellow and let us move forward in one long unbroken chain of friends — each helping his neighbors. I accept the challenge you have given to me and with God's help. I will endeavor to live up to it — will you join with me?

---

## A Salute To The “Boosters”

Behind every effort there are individuals who are content to contribute their support toward the results for which the effort was initiated. Frequently, there is no acknowledgement of the contribution which is made with the understanding that a proper deed is reward enough for the doer.

Auctioneers who make up the membership of the National Auctioneers Association are not only working toward a mutual result but also they are proud to acknowledge a group which contributes toward that result.

Such a group of contributors is listed each month in the NAA publication as Boosters for “The Auctioneer.” For \$5.00 a year these auctioneers support the magazine published by their organization. The list has grown steadily to include over 10% of the total NAA membership. With such support from its members it is easy to understand why “The Auctioneer” has been enabled to grow to an exceptional professional organization magazine.

Boosters are missionaries who are capable of seeing beyond their current year and their particular sphere to a future which is compounded by the interest of the first principals.

Boosters are leaders who recognize the

value of a publication such as “The Auctioneer” as a means of sharing and unifying a common goal—the advancement of the profession of the auctioneer.

Boosters are the business men who are willing to invest their time, money and concern for a total production.

And finally, Boosters are lovers of their profession who can recognize its weaknesses as well as its strength.

Men deserve to be recognized for what they work toward as well as for what they attain. In the National Auctioneers Association recognition is gratefully given to a growing group—the Boosters.

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## New Recording Star

During the summer months it has come to our attention that another star has been developed in the auction profession. This is 21 year old Mike G. Stahl, Bartonville, Ill.

Col. Stahl has a “HIT” record on the market featuring his new rendition called “The Orbiting Auctioneer”. If you can't find it your local music store you may order from Mike G. Stahl, 114 Lafayette, Bartonville, Ill.





## Boosters for 'The Auctioneer'

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

### ALABAMA

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Col. Eugene C. Waldrep—Birmingham  
Col. W. J. White—Birmingham

### ARIZONA

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Col. William J. Massey—Jonesboro  
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Col. Keith Cullum—Chino  
Col. Melvin H. Ellis—Napa  
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## CANADA

Col. Harold P. Higgins—Huntingdon, Que.

## ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

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## THE MEMBERS SAY . . .

Dear Bernie:

I want to drop you a few lines and tell you, and all the officers and those who had any part, in a most successful auctioneers convention at Cincinnati, Ohio. Also how much I enjoyed the time I spent there with old friends and new ones I made which I shall long remember. I hope to attend many more in the future.

I especially want to compliment the management for the high conduct and standards that was carried out at this convention. Anyone would have been happy to have anyone of his family or friends with him and would not have had to make any apologies at any time.

I feel if such high standards are maintained, your organization will continue to grow far beyond any expectations. Again hoping the National Auctioneers Association untold success.

Yours sincerely,  
Donald D. Day  
Edgerton, Ohio

\* \* \* \*

Dear Bernie:

Mrs. Crowell and myself having just returned home from attending, in our estimation, the greatest convention program and best attended convention our association has ever produced.

We would like to personally thank Col. Darbyshire, Col. Owen Hall and his program committee's of the Ohio, Indiana, and Kentucky associations for their unselfish devotion and the sacrifice of their time and the personal finance that was necessary to make the convention a success. Having held the office of president in our state association three times, I for one can appreciate their work.

Our state association is growing and we have successfully defeated some bills that were introduced in legislature this past year that would have been very detrimental to our profession.

The Oklahoma State Auctioneers Association voted to organize an auxiliary for the ladies. The officers are: Mrs. Alma Crowell, President; Mrs. Lyndia Vierheller, Vice-President; and Mrs. Louise Jones, Secretary-Treasurer. The Directors are: Mrs. Gladys Free, Jenny Blodgett and Zelma Markwell. The Committee Women are: Myrtle Day, Ruby Blew, Bessie Lauer, and Mrs. Bob Goss.

Our state association under the leadership of Col. Ed. Vierheller, President and our capable Secretary, Bryan (Bill) Blew has plans for a very progressive 1964.

Bernie, I have made a promise to myself that I will obtain at least four new members this year and please find one new member's application enclosed. Also, enclosed is a copy of the Attorney General's opinion of the real estate law as of May 17, 1963.

Let's every member get at least two members and increase our membership to 6000 members instead of 2000. Let's try for 1200 members to attend the convention next year in Des Moines, Iowa.

Fraternally yours,

V. K. Crowell

Oklahoma City, Oklahoma

\* \* \* \*

Dear Bernie:

Just a short letter to let you know my change of address. I am receiving the Auctioneer magazine at my overseas duty assignment at Harmon Air Force Base, Newfoundland, and I am being sent to Fort



# IN UNITY THERE IS STRENGTH

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Polk, Louisiana to finish out my term of service. I would like for you to send "The Auctioneer" to my home address as I will be discharged in January, so it won't be too long before I will be home.

My home address is Larry G. Lagasse, Ames, Kansas, 66931. I will soon be out of the Army and I will be glad to get back to my auctioneer business and also to be associated with the Auctioneers Association once again.

Larry G. Lagasse  
U.S. Army  
Newfoundland

\* \* \* \*

Dear Bernie:

Please accept check for dues for the next year. Hope you had a nice meeting at the Convention. Through health and business reasons, I could not be there.

To me the National Auctioneers Association has something of which they should be proud, and especially the Indiana Auctioneers Association, when Supreme Court Judge Paul R. Schnaitter, and Jefferson Circuit Judge Walter Myers, Jr., respected auctioneering as a separate profession as far back as ancient Greece.

Yours truly,  
J. W. Shapley  
Scottsburg, Ind.

\* \* \* \*

Dear Bernard:

Time goes so fast. Here it is July 1, 1963. Just forgot to send my dues. I sure do like the Auctioneer. It is full of good ideas and a lot of good reading.

We have a slack time in our farm auctions but things look good for a lot of fall farm sales.

I got my start from a real good friend by the name of Elmer Severson. He has retired from the auction work. I worked with him for several years and then he stepped out and I took over, so my business is building up. I went to the Reisch School of Auctioneering, Mason City, Iowa, in 1949.

Well, I am running out of news so enclosed find check for \$10.00 to cover my dues. I am also enclosing a check for Decals and bumper strips.

Thank you, sincerely  
Elmer Zimmerman  
Haynes, North Dakota

Dear Friends:

My report on the auction I wrote about in the May Auctioneer. It was very successful. We had 17 Auctioneers selling and it was also successful money wise.

Just returning from the convention, from my point of view it was the best ever. Everyone seemed to have a good time.

Welcome to the ladies that joined the auxiliary this year.

At this time let me thank Mrs. Darbyshire, Mrs. Hall, Mrs. Featheringham and all the Ohio ladies for their wonderful friendship. That makes my year complete, because this is the one time I feel close to everything that made my years of married life complete. It also makes it possible to hold on to things that were very important to us. It is always a wonder and privilege to look back and have the honor of being President of the Auxiliary and to be called on at all times to help. Come on ladies, make every month a convention month.

Mrs. Tom Berry

\* \* \* \*

Dear Bernie:

I wish to take this opportunity to thank you very much for your hospitality at the convention in Cincinnati. It was indeed very kind of you to place Ed Buckner and myself on your program when you had such a busy schedule.

I know that you had a real good convention and are very gratified by its results and I offer my congratulations.

On behalf of Ed Buckner, I wish to extend to all auctioneers in your Association the invitation to come to Richmond next year for the Livestock Marketing Congress.

Best personal regards.

Warren R. Cook  
Director of Industry Relations  
Livestock Auction Markets Assn.  
Kansas City, Mo.

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## Nebraskans Sponsor Protective Action

"... of using the organization's influence as and when the occasion presents, in protest against existing or proposed legislation designed to place unfair or burdensome limitations upon the members, all state Auctioneers organizations and/or Associations



and upon the auction method of selling or barter.”

So reads the Constitution of the National Auctioneers Association in Article II under the heading, “Objects.” Probably many Constitutions of the various State Auctioneers Associations carry similar statements. Often times this statement is never read or taken lightly by those who do read it.

Not by the active and progressive Nebraska Auctioneers Association. A few years ago a non-member auctioneer was forced by the Court to reimburse a second mortgage holder on a farm tractor he had sold at auction. In spite of the fact the auctioneer did not handle the sale proceeds (the holder of the first mortgage was the sale clerk, (a bank to be specific) there was no law to protect the auctioneer from the unknown holder of the second mortgage who was situated in a different county.

Members of the Nebraska Auctioneers Association went to work on this matter as soon as they were informed and requested the Supreme Court to reverse its decision in the matter. They did not stop there but also set about to introduce legislation that would prevent a similar incident.

In the last session of the Nebraska State Legislature they were successful when L. B. 656 was passed by the legislative body and approved by the governor of the state. It reads: **Section 1: The auctioneer, who in good faith and without notice of a mortgage thereon, sells personal property at auction, which is in fact subject to a chattel mortgage, for a principal whose identity has been disclosed, in which property the auc-**

**tioneer has no interest but acts only as an intermediary of the owner is not liable to the mortgagee for any damage sustained as a result of such sale.**

The Nebraska Auctioneers Association is to be congratulated on this piece of protective legislation as well as its simplicity and brevity. While not in protest of proposed legislation as in the first paragraph, it certainly serves to remove “unfair and burdensome limitations upon its members.”

## North Dakota Auctioneers

It will pay you to join the

### North Dakota Auctioneers Association

**“Be a Booster and a Better  
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Send your \$10.00 dues  
to the Secretary:

**WILBERT KROH,**  
**1813 Ave. D, Bismarck,**  
or hand it to the Director  
in your area:

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# Auctioneers Of Tennessee Meet At Gatlinburg

By E. B. FULKERSON, Secy.-Treas.

Tennessee Auctioneers held their fifth Annual Convention in Gatlinburg, Tenn., the heart of the beautiful Smokey Mountains in East Tennessee. Registration was opened in the lobby of The Mt. View Hotel on June 23rd at 2:00 P.M.; registering a total of 58.

A Get-Acquainted Party was held at The Huff House at 6:30 o'clock on Sunday afternoon with the members enjoying refreshments and group singing. Col. Billy Howell's teenage son sang several special numbers accompanied by Col. Bill Collier, Col. Fulton Beasley, Col. Ralph Masengill and Col. Cliff Ledford of Lancaster, Ky.

The business meeting opened at 9:00 A.M. with the President, Col. Jim Stevens presiding. The morning was taken up by the recognizing of new members and with reporting of various committees.

Col. W. C. "Cliff" Ledford, Lancaster, Ky., gave a talk on "How the Kentucky Auctioneer's Commission Law has helped the Kentucky Auctioneer in all types of sales, especially Real Estate." At the conclusion of Col. Ledford's oration the meeting adjourned and all members and their families assembled in one of the Hotel's spacious Dining Rooms where they enjoyed a delightful luncheon, with organ music furnished through the courtesy of Miller's, Knoxville, Tenn.

The business meeting was reconvened at 1:00 P.M. with Col. Bill Hall, Madison, Tenn., acting as Moderator in an "Unusual Panel Discussion." Col. Tom Chunn, Columbia, Tenn., Recording Secretary for the Legislative Committee gave a report on the progress being made by the Legislative Committee, concerning the proposed License Law. Col. Bill Collier, Waverly, Tenn., discussed the now prepared Legislative Bill.

The Fall meeting date was discussed and Nashville was selected for the site of this meeting. The Business Meeting was adjourned and the Auctioneers and their families assembled on the lawn of The Mountain View Hotel where group pictures were made by Col. Tom Chunn; also the Fun Auction was held at the same location with Col. Bill Collier acting as Master of Ceremonies. The bidding was spirited and the Auction moved on at a fast clip.

The last order of the day was a "GRAND BANQUET" in the Dogwood Room of the hotel, with Col. James Stevens as Master of Ceremonies.

At the conclusion of the Grand Banquet some members made their departure for their respective homes, other members stayed over for an extended vacation in the Resort City of Gatlinburg, Tenn.

## Middle of the Road?

There is always a mindless mass of men who seek refuge from discipline thinking in a moral no-man's land called the "middle of the road." Unable to form their own sound convictions about Right and Wrong, they find comfort in a middle course which they substitute for reason. Told that two and two is six, they compromise on five. The simplicity of truth escapes them because they deal in labels instead of principles. Let us re-define the principles for which we stand . . . and then stand for them. Success by compromise is a hoax. For as the wrong road leads, so will it end. Copied



## Meat Board Honors Association Officer

KANSAS CITY, Mo.—General Manager and Counsel C. T. 'Tad' Sanders of the trade association of CERTIFIED LIVESTOCK MARKETS, has received special recognition from the National Live Stock and Meat Board for his work as mediator in unification of beef promotion interests throughout the cattle industry.



C. T. 'TAD' SANDERS

Chairman of the Board, James B. Nance, took the occasion of the recently concluded Livestock Marketing Congress to present Sanders with an enshased plaque reading:

"The National Live Stock and Meat Board presents to C. T. 'Tad' Sanders (this plaque) in appreciation and recognition of valuable services rendered the livestock and meat industry in initiating and mediating efforts resulting in the merger of national beef promotion activities into one unified program to the benefit of the entire industry. Dated at Denver, Colorado this 22nd day of June, 1963.

(Signed:)

James B. Nance, Chairman."

The mediation efforts last year resulted in execution of an agreement between the National Beef Council and the Board for dismissal of litigation then pending and unification of beef promotion activities in the Beef Industry Council of the Board under its expanded framework for species promotion.

The agreement preceded introduction in Congress of legislation to amend the Packers and Stockyards Act, clarifying the authority of livestock markets to process funds from sales proceeds to finance meat promotion and research activities. Presentation of the award was made two days prior to formal action by the Senate in enacting such legislation.

Sanders expressed appreciation for the award and indicated that he felt the way was now clear for effective industry action in promotion, research and education with full participation of CERTIFIED LIVESTOCK MARKETS.

---

## When the Slip Gets By

The typographical error is a slippery thing  
and sly;

You can hunt until you're dizzy, but it  
somehow gets by.

'Till the forms are off the press it is  
strange how still it keeps;

It shrinks into a corner and it never stirs  
or peeps.

The typographical error, too small for  
human eyes,

'Till the ink is on the paper, when it grows  
to mountain size.

The editor he stares with horror, then he  
grabs his hair and groans;

The proofreader drops his head upon his  
hands and moans.

The remainder of the issue may be clean  
as clean can be,

But that typographical error is the only  
thing you see.

---

"During my 24 years in the Senate I have seen many an aid program start at the size of a mouse and rapidly grow to the proportions of an elephant."—Harry F. Byrd.





### NATIONAL AUCTION INSTITUTE—Class of 1963—College Station, Texas

Fourth Row: R. O. Hightower, Okla.; R. C. Trammell, Tex.; W. F. Hansson, Tex.; Robert Jackson, Tex.; John Robertson, Tex.; Bob Pettigrew, Jr., Tex.; Malcolm Whitehead, Miss.; Hubert Quick, La.; Bill Judge, La.; Jim Kellner, Tex.; Oscar Ehrig, Jr., Tex.

Third Row: Neal Swope, Tex.; Ruben Reyes, Tex.; John Hare, Tex.; Jimmy Wright, Tex.; German Terry, Tex.; John Huddleston, Okla.; Raymond Harvard, Tex.; James Briggs, Tex.; Charles Radford, Tex.; Glenn Ward, Tex.; Charles Barnidge, La.

Second Row: Joe Joyce, Tex.; Joe Sikes, Ky.; C. D. Foster, Tex.; Charles Stocks, Okla.; Richard Maxwell, Tex.; Herbert Schwalbe, La.; Bruce Bertelsen, Tex.; Bo Davis, Tex.; Edgar Sherrill, Tex.; Eddie Jacobs, Tex.; John Pickelsimer, Tex.; Griffin Burnett, Tex.

Front Row: Jackie Wright, Tex. Instructors: Walter S. Britten, Tex.; Mrs. Billie Jean Barron, Voice Instructor, Tex.; G. H. Shaw, La.; Bill Wright, Tex. (Not shown—Charles Corkle, Nebr. and Roy Richerson, Tex.)



## Last Gavel Sounds For Col. R. C. Foland

Col. Roland C. Foland, nationally known auctioneer of Noblesville, Indiana, died July 23 at his farm home near that city. He had been in ill health for several years which had forced his retirement from active selling. However, he maintained a keen interest in his chosen profession until his death and only a few days previous had dictated a letter to the NAA office. He was 82 years old.

Born in Tipton County, Indiana, he accompanied his family in a covered wagon to Oklahoma for the "Land Rush." He returned to Indiana in 1888 and devoted his life to a then unique idea and became nationally known as one who sold real estate by the genuine auction method without any reserve.

Col. Foland originated and organized the Foland Auction Company with the slogan, "The White Heat of Salesmanship," and sold real estate in 87 of Indiana's 92 counties as well as 19 other states, including hundreds of homes in his home city of Noblesville.

In 1929 he published a book which became a guide to real estate auctioneers. It is still on many library shelves today. He headed the Foland School for Auctioneers and Real Estate Brokers for 37 years and graduates of the school are active in business in many states. He was a recognized authority for the text of "The Real Estate Encyclopedia" published by Prentice-Hall and his contribution to the text was published in "The Auctioneer."

Few men in the auction field have been as organizational minded as was R. C. Foland. He is credited with establishing the Indiana Auctioneers Association and was its President for several years. He was one of the early members of the National Society of Auctioneers and a member of its successor, the National Auctioneers Association until his death. He was not content in being only a "Dues Paying" member but worked continuously to enlarge his trade organizations by personally securing many, many new members. He was a Booster for "The Auctioneer" and a constant contributor to its editorial matter. His writings in recent years were

headed, "Bits of Thought" in which he gave many progressive ideas, always with "common sense" in mind. He was a staunch opponent of licensing laws for auctioneers and many of his arguments on this subject were based on his experiences of licenses restricting operations in related fields.

In addition to his trade associations he was extremely active in community affairs through church, civic clubs and the Masonic Lodge. He is survived by his widow, three sons, four daughters, 24 grandchildren and many great-grandchildren. One of his sons, Robert A., was associated with him in his business and continues the Foland Auction Company.

## Britten Addresses Oklahoma Meeting

By COL. BYRAN "BILL" BLEW

Oklahoma auctioneers met in Shawnee, for their Annual Convention on July 9. Attendance was light but the program was good and those in attendance seemed to enjoy the day.

Col. Walter Britten, College Station, Texas, was the principal speaker and he gave a very interesting and enlightening talk. Bruce Palmer, News Director of station KWTW, Oklahoma City, was also a speaker. Several panels of interest to auctioneers were held with all present taking an active part.

Col. Ed Vierheller, Claremore, was elected President for the coming year. A Ladies' Auxiliary was organized with Mrs. V. K. Crowell, Oklahoma City, as its first President. Next year's Convention is scheduled for Claremore, Okla., July 10.

## New York Auctioneer On European Tour

Frank K. Taylor, auctioneer from Cortland New York, was one of 42 farmers and associated businessmen from New York state who made a "People to People" good will tour to seven European countries during August. The group visited dairy, poultry, vegetable and fruit farmers.

Col. Taylor is a NAA member and a former member of the NAA Board of Directors.



# Our 1963 Convention

By J. MEREDITH DARBYSHIRE

Auctioneers from throughout the United States and Canada assembled at Cincinnati, Ohio, July 17-20 and practically everyone in attendance expressed themselves to me by saying they felt it was the most complete, well-balanced, informative and pleasurable convention in the history of our association.

I want to express my appreciation to those who made this convention the success it was; especially to Mr. Owen Hall, the Convention Chairman, whose untiring efforts, leadership and ability were continually exemplified throughout the meeting. The Reception Committee with Mr. and Mrs. Rolland E. Featheringham as Chairmen, did a magnificent job in making everyone feel at home at the convention the minute they stepped from their automobiles and began to wander through the hotel continually being confronted with welcome signs, etc. Mr. Featheringham and the Fun Auction Committee did an outstanding job in conducting this part of the convention by raising \$1,300 to defray convention expenses. I am sure that this far exceeds the proceeds from any previous Fun Auction.

The Chairman of the Grievance Committee, Resolutions Committee, Entertainment Committee, all assumed their responsibilities and exemplified their leadership in handling their part of the convention.

I want to especially thank the officers and membership of the Ohio Auctioneers association for contributing the expense of the Elmer Hinkle Show in the amount of \$375 for our "Early Bird Party" on Wednesday night, July 17. This is also the first of its kind in the history of our association.

The Kentucky Auctioneers Association and the Indiana Auctioneers Association both contributed \$200 each towards the expense of the two evenings of dancing and variety show for Vic Tooker and his orchestra.

Almost without an exception the speakers were well prepared and appeared on the program as scheduled except in the one instance and also it was necessary to get

a replacement speaker at the last minute for one who had suffered a heart attack. Substitutions in the program were kept to a minimum.

I want to thank each and everyone who assisted in any way toward the 1963 convention and as in the past, each administration offers a challenge to the next for a larger membership and a bigger and better convention.

The officers that the membership elected this year I know will make every effort possible to see that their administration and convention will exceed all other. Let's all join to assist them so that their intentions and hopes will become a reality.

---

## Buckner of Missouri Champion Auctioneer

A Mexico, Mo., man and a member of the NAA was named World Champion Livestock Auctioneer at the convention of the Livestock Auction Markets Association. The meeting was held in Denver, June 19-22.

Ed M. Buckner was declared champion from a field of 23 auctioneers who had each posted an entry fee of \$100. Ken Trout, Caldwell, Idaho, placed second, and third place winner was Bob Williamson, Greeley, Colo. They received cash awards of \$500, \$300 and \$200, respectively. The winner also received a trophy and championship belt.

Col. Buckner, along with Warren Cook, Director of Industry Relations of the sponsoring group, were among the registrants at our own National Convention in Cincinnati. Col. Buckner was introduced to the convention and he was requested to render a sample of his championship form. He complied by selling an imaginary group of cattle by the cwt.

The contest was timely in that it came at a time when much publicity is being received by "push-button" auctions. In fact a demonstration of this type auction was a part of the Denver program.



## Minnesotan Passes

Dr. David M. Carey, Wells, Minn., passed away July 6 at the age of 74. Dr. Carey doubled as an auctioneer and for several decades it was a common thing to see his name on sale bills in the Wells area.

Dr. Carey was a member of the Minnesota Legislature from 1945 to 1955 and served as Chairman of the Senate Dairy Products and Livestock Committees.

## Hal Roach Studios Sold At Auction

Milton J. Wershow, NAA member of Los Angeles, Calif., sold what could well be called a fun factory when the former Hal Roach studios were sold at auction, August 1-3. The place where Our Gang, Harold Lloyd, Laurel and Hardy, and a host of other pioneer film funnies were filmed was sold piece by piece.

The site of the oldest continuously operated movie and television production studio on the West Coast is being cleared to make way for a \$40 million shopping development. Roach, now 71, is still interested in TV productions and one of his new ideas calls for pay-television with a \$5 fee per set to help pay production costs of quality films.

### LIVELY OLD BOY

A newspaperman, traveling through the backwoods, saw a gnarled, wrinkled, bent old man sitting in a rocking chair on the porch of his house. Sensing a human interest story, the reporter decided to interview the ancient man.

"Sir, I'd like to know the secret of your long life," said the reporter.

"Well, I drink a gallon of whiskey, smoke 50 cigars and go out dancing every day of my life," said the man.

"Remarkable!" exclaimed the reporter. "Exactly how old are you?"

The reply: "Twenty-seven."

**YOU MISS  
SO MUCH**

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on the Outside*

Membership in the National Auctioneers Association provides an invaluable association, a useful service, and a proper place in our united activity for the betterment of all Auctioneers and the Auctioneering profession. YOU are invited to share in our constant campaign for progress and growth.

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803 S. Columbia St.

Frankfort, Ind.



## *Memberships Processed, June 16, 1963 through August 15, 1963*

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- Herman Rabe, Kansas
- J. C. Kornbrust, Illinois
- \* C. J. Dorand, Tennessee
- Arthur Mahnke, Wyoming
- \* Russ Lydiatt, Nebraska
- Jim Walker, Nebraska
- \* H. Gene Harrington, North Dakota
- C. L. "Skook" Wilson, North Dakota
- \* Herb Bader, South Dakota
- \* W. J. Kirkpatrick, South Dakota
- \* Robert A. Peterson, South Dakota
- \* Jim Magness, South Dakota
- Hugh James, Illinois
- A. L. Splettstover, Wisconsin
- R. A. Thiel, Wisconsin
- Dean George, Wisconsin
- Donald Poller, Wisconsin
- Nick Didier, Wisconsin
- Thomas C. Baker, Wisconsin
- G. Ralph Stark, Missouri
- J. R. Seastrunk, Arkansas
- E. L. Olson, Illinois
- Chris B. Dawson, Ohio
- Art Feller, Illinois
- Hugh Simpson, North Carolina
- Gardner R. Morrill, Maine
- Mary Neer, Nevada
- Frank Gates, Michigan
- Arthur W. Wright, California
- Meyer Gronik, Wisconsin
- Walter A. Zeck, Wisconsin
- M. M. Malinowski, Wisconsin
- \* Wayne Olson, Montana
- Ray Petch, Montana
- Ron Granmoe, Montana
- \* Craig Britton, Montana
- \* John S. Shelley, Ohio
- \* Earl F. Youngren, New Mexico
- Laird N. Glover, Indiana
- Elmer Zimmerman, North Dakota
- James Stickle, New Jersey
- Marion Stickle, New Jersey
- Harold Ashbury, Indiana
- \* Wallace W. Olson, Massachusetts
- Mike Bandy, Illinois
- Don E. Fisher, Ohio
- W. R. "Bill" Cox, Virginia
- Chester K. Bell, Wisconsin
- Arold R. Peterson, Wisconsin

- Rollie Bast, Wisconsin
- Ray Hoffman, Wisconsin
- Stanley Mashack, Wisconsin
- John Johnson, Wisconsin
- Jack R. Shuler, Illinois
- Ivan R. Argo, Oklahoma
- Nathan Lieberman, Illinois
- \* Larry L. Walthers, Nebraska
- W. P. "Bud" Drake, Illinois
- J. F. Sanmann, Indiana
- Emil F. Iwanski, Illinois
- William Bliton, Indiana
- Van Smith, Ohio
- Billie Denton, Indiana
- Richard G. Bagley, Ohio
- Vernon Swanson, Minnesota
- Homer W. Snyder, Maryland
- Herman L. Hart, Ohio
- Barr Harris, Maryland
- Charles Knapp, Illinois
- George W. Cravens, Illinois
- Harry W. Kerns, Ohio
- Donald D. Day, Ohio
- Max Bixler, Oklahoma
- Roland Reppert, Indiana
- Michael M. Gordon, Illinois
- Hugh Campbell, Missouri
- G. T. Doyle, New Jersey
- Virgil Scarbrough, Illinois
- John M. Miller, Jr., Maryland
- Beeler Thompson, Tennessee
- Fulton Beasley, Tennessee
- John F. McLean, Tennessee
- Warren Easter, Tennessee
- E. B. Fulkerson, Tennessee
- H. Jack Stewart, Tennessee
- Ralph Masengill, Tennessee
- Jim Stevens, Tennessee
- Charles Rainwater, Tennessee
- Frank L. Walden, Tennessee
- Hoyt T. Walker, Tennessee
- James Matthews, Tennessee
- C. B. McCarter, Tennessee
- G. S. Gordon, Tennessee
- G. W. Croddy, Indiana
- W. Hugh Ownby, Virginia
- \* J. Donald Bailey, Ohio
- Harvey Baldwin, Colorado
- Leonard F. Heidrick, Kansas
- \* Samuel Flickstein, Pennsylvania
- \* William W. Loun, Jr., Pennsylvania



# IN UNITY THERE IS STRENGTH

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Tom McCord, Alabama  
 Elwyn Bentley, Michigan  
 Sigmund Shore, Illinois  
 H. W. Sigrist, Indiana  
 William J. Blair, Ohio  
 Neil S. Robinson, Ohio  
 Don Reeves, Arkansas  
 B. L. Wooley, Arkansas (Life)  
 Tom Jeffreys, Texas  
 Billy J. Crigler, Missouri  
 Don Kessler, Ohio  
 Kenneth Bumgarner, Ohio  
 Joseph Showers, Indiana  
 Freeman Smith, Alabama  
 Donald Babbitt, Minnesota  
 Smithy Preston, Missouri  
 H. S. Beeney, Illinois  
 John S. Meyer, Michigan  
 Johnny J. George, Georgia  
 Charles Adams, California  
 George H. Shields, Jr., Virginia  
 Joseph L. Zieman, Michigan  
 W. E. Tinnin, Mississippi  
 C. Garth Semple, Ohio  
 Nettie Weddington, Indiana  
 Dean H. Parker, California  
 Tom P. Whittaker, Vermont  
 Thomas Matthews, Maryland  
 L. Howard Jewell, Ohio  
 Duane Oberlin, Indiana  
 Albert L. Rankin, Ohio  
 E. O. Ridenour, Ohio  
 Roy A. Sanch, Michigan  
 G. H. Shaw, Louisiana  
 Harold Hilliard, Illinois  
 Lee Lewis, Missouri  
 Max Rouse, California  
 Nick Beute, Michigan  
 George A. Mann, Missouri  
 Morris L. Fannon, Virginia  
 Jos. F. Sedmera, Florida  
 Robert E. Sigler, Ohio  
 Cliff Gorrell, Ohio  
 Thomas M. Caldwell, California  
 James W. Cushing, Illinois  
 E. E. Cox, Oregon  
 John W. Rigsbee, New York  
 Odell Sampson, Tennessee  
 Jesse Scott, Kansas  
 Norman Levy, Michigan  
 R. E. "Bob" Stanley, California  
 John W. Permar, California  
 Cletus B. Metzger, Missouri  
 Wilson C. Woods, West Virginia  
 John W. Jaeger, New Jersey  
 Edward Potter, Oregon

Lynn Walters, Oregon  
 \* Richard W. Bronstein, New York  
 Lewis Bronstein, New York  
 P. Frank Stuart, Florida  
 Tom E. Hays, Ontario  
 Robert W. Matson, New York  
 F. T. Mathews, North Carolina  
 Delbert Graft, Indiana  
 Donald L. Wolf, Illinois  
 John S. Kasten, Illinois  
 Harold Ellingson, North Dakota  
 R. T. McClendon, South Carolina  
 Fairfield P. Day, Ohio  
 John Reilly, Wisconsin  
 Leonard Yoap, Wisconsin  
 Peter J. Faith, Wisconsin  
 \* Harry Eiler, Nebraska  
 \* Joseph J. George, Nebraska  
 James F. Gebhardt, Ohio  
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 Peter Feinberg, Massachusetts  
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 \* Richard Roberts, Texas  
 Rhett Grant, Louisiana  
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 Harold A. Henson, West Virginia  
 Earl S. Bliss, Illinois  
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 Samuel A. Mannis, California  
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 Harry Miller, Indiana  
 \* Dave Kindell, Ohio  
 \* Emerson Lehman, Indiana



# IN UNITY THERE IS STRENGTH

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- Donald Hayden, Illinois  
\* Chet Wills, Jr., Indiana  
Mervin W. Adams, Pennsylvania  
Odie Adcock, Pennsylvania  
Alvin Almes, Pennsylvania  
Charles H. Bachman, Pennsylvania  
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Ammon S. Boyd, Pennsylvania  
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\* J. E. Jordan, Georgia  
\* B. R. Tucker, Arkansas  
\* Richard T. Kiko, Ohio  
\* H. G. Sheehan, Florida  
Winfred Hinkley, New Jersey  
George G. Borum, Illinois  
Joseph H. Bishop, Indiana  
\* Dean Kruse, Indiana  
\* W. W. Wright, Texas



# IN UNITY THERE IS STRENGTH



Shown at the Lad'es' Luncheon are the 1962-63 Auxiliary Officers and Directors along with the Chairman and Co-Chairman of ladies' activities at the 1963 Convention. Seated, from the left: Mrs. David Tracy, Mrs. Lewis Marks, Mrs. Ernest Freund, Mrs. J. M. Darbyshire, Mrs. R. E. Featheringham, Mrs. Owen Hall. Standing: Mrs. Al Boss, Mrs. Walter Britten, Mrs. Ernest Niemeyer, Mrs. Harvey Baldwin, Mrs. Lou Stambler, Mrs. John Cummins, Mrs. Margaret Berry, Mrs. Charles Corkle.

- \* Gilbert R. Dutro, Ohio
- \* Jim Ford, Ohio
- \* Albert W. Yeoman, Jr., Ohio
- \* Herb Demaree, Ohio
- Ed Buckner, Missouri
- John A. Overton, New Mexico
- Joe McGoldrick, New Mexico
- John R. Potts, New Jersey
- Edward M. Schaeffer, Indiana
- Wes Wendt, Washington
- Ernie Niemeyer, Indiana
- Herb Bambeck, Ohio
- Charles Kinsey, Michigan
- \* Floyd . Dougherty, Michigan
- \* H. C. Thomas, West Virginia
- Pete Murray, New York
- Walter Kropf, Ohio
- James C. Morse, Illinois
- Fred G. Quick, Illinois
- Herman Strakis, Indiana
- Homer Pollock, Ohio
- \* Ford Good, Ohio
- Warren Collins, Iowa
- Charles B. Wade, Illinois
- Arlie Combs, Michigan
- Willis Hanson, South Dakota
- G. T. Gilbert, North Carolina
- M. C. Bowers, Tennessee
- Paul W. Calkins, New York
- F. E. Fitzgerald, North Dakota
- Al Boss, Iowa
- A. C. Dunning, Illinois

- \* Lester Johnson, Michigan
- James A. Buckley, Indiana
- Donald Stafford, Ohio
- John Kireta, Ohio
- \* Sundie Wright, Texas
- John L. Freidersdorf, Indiana
- James F. Rife, Illinois
- \* Agon D. Tolbert, Indiana
- Thomas J. Gagliari, Connecticut
- Buddy Shoffner, Arkansas
- Jamse Kelly, Ohio
- Albert F. Cox, Missouri
- F. B. Gorrell, Ohio
- \* Floyd H. Dunnigan, Wyoming
- Richard A. Wagner, Michigan
- William Podell, Michigan
- L. R. Ketcherside, Kansas
- Carl H. Shaw, Maine
- J. A. Thompkins, Jr., Oklahoma
- Lee W. Putman, Oregon
- Charles L. Furr, Virginia
- Ed Carter, Missouri
- Robert Gerhart, Indiana
- \* J. Aubra Martin, Texas
- Jason C. Gardner, Ontario
- George J. Wittstadt, Maryland
- Crawford J. Carroll, Delaware
- Stanley Haworth, Virginia
- F. W. Marshall, Wisconsin
- John Reynolds, Jr., Wisconsin
- Jim Heike, Wisconsin
- \* John R. Lair, Wisconsin



Richard C. Kossell, Wisconsin  
 Michael E. Marks, Illinois  
 Robert W. Henderson, Ohio  
 Norman J. Kirkbride, New Jersey  
 Oscar Tostlebe, Iowa  
 Wes Sigmon, Oklahoma  
 Robert F. Losey, Sr., Washington  
 Clyde J. Johnson, Louisiana  
 Christie Mercurio, Rhode Island  
 Bill Johnson, Washington

- \* Troy Whitt, Ohio
- \* M. H. Calhoun, Ohio
- \* Tim R. Lane, Indiana
- \* Claude H. Coleman, Tennessee
- \* Skelly Strong, Texas
- Richard K. Mather, Connecticut
- Guy Sparks, Oregon
- \* William R. Lester, West Virginia
- H. Orville Davis, Massachusetts
- \* Wayne Booher, New Mexico
- \* Luis Longoria, Jr., Ohio
- R. F. Hamilton, Indiana
- Bernard Hart, Indiana
- L. I. Ricketts, Michigan
- Norvell Reed, Jr., New York
- Francis Haley, South Dakota
- William S. Day, New Jersey
- \* William F. Wemmer, Ohio
- \* S. D. Anderson, Tennessee
- Eugene R. Smith, Kansas
- Everett E. Corn, Indiana
- William E. Stinebaugh, Ohio
- Joseph A. Crum, Missouri
- J. W. Shapley, Indiana
- Melvin R. Penning, Illinois
- George R. Mast, Indiana
- \* Dan Heller, Indiana
- Delbert Alexander, Idaho
- Vernon McCracken, Missouri
- Charles L. Bennett, Missouri
- \* Glenn M. Dittmer, Michigan
- \* Crawford McFetridge, New York
- \* Stanley A. Wald, North Dakota
- Frank Paczkowski, North Dakota
- Norman J. Geolat, Illinois
- \* Robert J. Mallinger, Iowa
- \* Jack Shadden, Iowa

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IDEA: if you want your ad to have personal appeal (and you sell women) address it to Mary since there are over six million women with that first name.

## Col. L. B. Winters Taken By Death

Col. Lewis B. Winters, Toledo, Ohio, passed away June 20, 1963, at St. Vincents Hospital in Toledo. He had been ill with a heart ailment for the previous three months.

Col. Winters established his auction and real estate firm in 1950 and expanded it until it became one of Toledo's leaders in that field. He was proud of his profession of auctioneering and publicized this fact at every opportunity.

He was a member of the National Auctioneers Association for many years as well as a Booster for "The Auctioneer." He was also a member of the Ohio Association of Auctioneers. Col. Winters was an asset to the profession and will be greatly missed by all who had association with him.

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## Auction Nets Church \$1500 For Building

PORTSMOUTH, N.H.—An auction held by the parishioners of Christ Church brought in approximately \$1,500, which will be added to the Building Fund for a new church. The old structure was completely destroyed by fire, June 30.

Items, donated by members and non-members, ranged from refrigerators and stoves to delicate china and included two old automobiles. George H. Michael, Secretary of the New Hampshire Auctioneers Association and a former Director of the National Auctioneers Association, served as auctioneer.

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### JUST CURIOUS

A rural bus chugged along a gravel road until it came upon a country woman loaded with packages. The bus driver, thinking her a would-be passenger, came to a stop and opened the door. She stepped up on the step and looked all around.

"Where are you going?" asked the driver.

"Well," she answered, "I ain't goin' anywhere. Just wanted to see who was."



# Directory of State Auctioneers Associations

## Arkansas Auctioneers Association

President: Buddy Shoffner, Newport  
Secretary: Milo Beck, Rogers

## Colorado Auctioneers Association

President: Lyle D. Woodward,  
2942 S. Cherry Way, Denver 22  
Secretary: H. W. Hauschildt,  
2575 S. Broadway, Denver

## Idaho Auctioneers Association

President: Lyle Masters, R. 2, Buhl  
Secretary: Quinton Selby, Box 393, Cascade

## Illinois State Auctioneers Association

President: Harold Hilliard, Greenville  
Secretary: Theodore W. Lay, Girard

## Indiana Auctioneers Association

President: Walter Murphy,  
1111 N. Meridian, Lebanon  
Secretary: Dean Kruse,  
R. R. 2, Auburn

## Iowa State Auctioneers Association

President: Irving Leonard, Elkader  
Secretary: Lennis W. Bloomquist,  
RFD 2, Pocahontas

## Kansas Auctioneers Association

President: Paul A. Hurst, Valley Falls  
Secretary: Richard M. Brewer, Mt. Hope

## Kentucky Auctioneers Association

President: Edgar F Walker,  
520 E Main, Bowling Green  
Secretary: Adrian Atherton,  
45 Public Square, Hodgenville

## Auctioneers Association of Maryland

President: A. J. Billig,  
16 E. Fayette, Baltimore 2  
Secretary: Bill Fox,  
American Bldg., Baltimore 2

## Massachusetts Auctioneers Association

President: Henry A. Berman,  
P. O. Box 335, Worcester  
Secretary: John Hilditch, Southville

## Michigan Auctioneers Association

President: Glenn Casey,  
702 E. Grand River, Williamston  
Secretary: Richard Brodie,  
32681 Mackenzie, Garden City

## Missouri State Auctioneers Association

President: Russell Feedback, Belton  
Secretary: Roger Hollrah,  
2795 Zumbuhl Rd., St. Charles

## Montana Auctioneers Association

President: R. J. Thomas,  
1709 Mariposa Lane, Billings  
Secretary: W. J. Hagen,  
Box 1458, Billings

## Nebraska Auctioneers Association

President: Frank Diercks, Gordon  
Secretary: Gene Lenhart, Gordon

## New Hampshire Auctioneers Association

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

## New Jersey State Society of Auctioneers

President: Elwood Heller,  
5 Heller Dr., Somerville  
Secretary: Ralph S. Day,  
183 Broad Ave., Leonia

## New York State Auctioneers Association

President: Harold Spoor,  
29 Oswego St., Baldwinsville  
Secretary: Donald W. Maloney,  
518 University Bldg., Syracuse 2

## Auctioneers Association of N. Carolina

President: W. Craig Lawing,  
212 Gumbranch Rd., Charlotte  
Secretary: Jack H. Griswold,  
R. 10, Box 221-A3, Charlotte 6

## North Dakota Auctioneers Association

President: Robert (Bob) Penfield, Bowman  
Secretary: Wilbert Kroh,  
1813—Ave. D East, Bismarck

## Ohio Association of Auctioneers

President: Gene Slagle,  
445 S. Vine, Marion  
Secretary: Richard Babb,  
232 N. South St., Wilmington

## Oklahoma State Auctioneers Association

President: Ed Vierheller,  
Route 2, Claremore  
Secretary: Bryan Blew,  
Box 203, Cherokee

## Oregon Auctioneers Association

President: Marvin Ruby,  
346 W. Baseline Rd., Hillsboro  
Secretary: Mrs. Lane Sudtell,  
3915 Silverton Rd., Salem

## Pennsylvania Auctioneers Association

President: Russell E. Kehr,  
1500 Broadway, Hanover  
Secretary: Kenyon B. Brown,  
Box 388, Doylestown

## South Dakota Auctioneers Association

President: Willis O. Hanson, Mound City  
Secretary: Reginald R. Oakley,  
Box 222, Silver City

## Tennessee Auctioneers Association

President: G. S. Gordon,  
637 N. Main St., Shelbyville  
Secretary: E. B. Fulkerson,  
Rt. 4, Jonesboro

## Texas Auctioneers Association

President: Russell deCordova,  
712 Contour Dr., Mexia  
Secretary: W. M. Bell, Llano

## West Virginia Auctioneers Association

President: H. C. Staats,  
1243 Oakhurst Dr., Charleston  
Secretary: Wilson E. Woods,  
Webster Springs

## Virginia Auctioneers Association

President: W. Hugh Ownby,  
1301 Hermitage Rd., Richmond 20  
Secretary: Frank D. Sale, R. 1, Radford

## Association of Wisconsin Auctioneers

President: E. G. Kuefner, R.R. 1, Hartford  
Secretary: Joseph H. Donahoe,  
706 Harriet St., Darlington

## Wyoming Auctioneers Association

President: O.J. Mader, Buffalo  
Secretary: Don Hoffman, Buffalo



# THE LIGHTER SIDE . . .

## HAS A FAMILIAR SOUND

An American millionaire bought an old estate in Scotland and, because he thought it was romantic and probably stretched back for centuries, he preserved its old name: "SELDOON." In fact, he had it engraved on all the silver, and embroidered on all the new linen. Then a neighbor told him the real origin of SELDOON. A spaghetti manufacturer who had owned the place from 1953 to 1955 had dreamed up the name: It was "noodles" spelled backward!

## COMMON NAME

Sidewalk TV quizmaster: "Now, sir, if you found an expensive billfold on the street containing a lot of money, would you return it to its owner?"

Pedestrian: "Yes, if my name wasn't stamped on it."

Quizmaster: "Naturally! What is your name, by the way?"

Pedestrian: "Genuine Alligator!"

## THIS SHOULD WORK

"I'm warning you," said the exasperated piano teacher to his pupil, "if you don't behave yourself I'll tell your parents you have talent."

## BUT WHO ELSE?

The office boy was rather nervous the first day of his new job. Summoning up courage, he approached his employer and said:

"Please, sir, I think you're wanted on the phone."

The employer, busy with his problems, replied, "You think? What's the good of thinking?"

"Well, sir," the office boy said, "the voice at the other end said 'Hello, is that you, you idiot?'"

## NASTY COUGH

A Martian landed in Las Vegas and passed by a slot machine that whirled noisily, then disgorged a jackpot of silver dollars. The Martian said to the machine: "You're foolish not to stay home with a cold like that."

## NOT PERFECT

"And there I was," a convict was telling his cell mate, "making big money about a quarter of an inch too long."

## COMMON SENSE

A teacher gave her class this problem in arithmetic: "If there are seven flies on your desk and you kill one how many will remain?"

"One," answered her most logical pupil, "the dead one."

## HEREDITY

Little boy about to be spanked: "Father, did Grandpa spank you when you were a little boy?"

Father: "Yes."

Little Boy: "And did Great-Grandpa spank Grandpa when he was a little boy?"

Father: "Yes."

Boy: "Well, don't you think with my help you could overcome this inherited sadism?"

## A SLIDER

Waiter: "Lady, your husband just slid under the table."

Lady: "That wasn't my husband, that's him just coming in the door."

## IMPROVEMENT

Mom: "I wish you'd be a good little boy."

Dick: "I'll be good for a nickel."

Mom: "What's the great idea? Why can't you be like your father, good for nothing?"

## ALWAYS EXPECT BETTER

The most disappointed people in the world are those who get what is coming to them.

## DISSATISFIED

An old farmer was an incurable grumbler. One fall he had the best apple crop for miles around. One neighbor stopped to congratulate him. "Well, Hiram, you sure ought to be happy now. Yours is the finest apple crop ever raised in these parts."

But the grumbler didn't even smile as he groaned, "Well, I suppose it will do, but where's the rotten ones for the hogs?"



# IN UNITY THERE IS STRENGTH

---

## SQUEEZE PLAY

The parking lot owner strolled casually into the lot with a smile on his face. He called the attendants together. "Boys," he said, "we haven't had one complaint about dented fenders in over a week."

The attendants smiled proudly.

Then the boss roared, "How the heck do you think we can make any money if we leave all that space empty?"

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## STORM WARNING

Discovering at the last minute that he had forgotten to invite the elderly parishioner to the garden party, the minister hastily telephoned her.

"It's too late," she curtly answered. "I've already prayed for rain."

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## SUDDEN STRANGER

"Mr. Arnold," the timid looking boy began, "er and — that is, can — er — will you —"

"Why, yes, my boy, you may marry her," said Mr. Arnold with a smile.

"What?" said the boy. "Marry who?"

"My daughter, of course. That is what you mean, isn't it? You want to marry her, don't you?"

"Er — that's not it," said the boy. "I just wanted to know if you'd lend me \$10.00."

"Certainly not!" said Mr. Arnold. "Why, I hardly know you!"

---

## SAGE ADVICE

Keep smiling . . . it will make everyone wonder what you have been up to!

---

## THE LONELY TREE

From my window I can see  
A lonely gnarled and twisted tree.  
Once there grew an orchard there.  
Of apples, peaches, plums, and pear.  
They helped protect it while they could,  
But many years alone it stood.  
Though bent and twisted, still it lives,  
In summer's heat, some shade it gives.  
The birds build nests among its leaves,  
The squirrels climb up its trunk with ease.

It's useful still, this gnarled old tree  
A little bent like you and me.  
The seasons' storms have changed its form,  
Somehow, it's weathered every storm.

## WATCH THE EFFECTS

The bride of one month tittered nervously as she passed the cocktails at the first formal dinner party hosted. "I do hope these martinis will hit the spot," she quavered. "We ran out of olives, so I had to pour a spoonful of olive oil into each glass."

---

## UP IN THE AIR

"Time sure changes things," opined the airline passenger to his companion. "When I was a boy I used to sit in a flat-bottomed rowboat in that lake just below us and fish. Every time a plane flew by I'd look up and wish I was in it. Now I look down and wish I was fishing!"

---

## UNEXPECTED SOURCE

The story is told of a multi-millionaire who was approached by the business manager of a symphony orchestra and asked for a donation. The mogul protested. "I'm getting tired of supporting this orchestra every season," he grumbled. "I'll tell you what. You get somebody else to make good half your deficit this year and I'll give you the rest."

The business manager went away. He returned only a few hours later. "I've got the other half," he announced gleefully.

The millionaire wrote out the promised check. "Mind telling me who coughed up all that money?" he asked.

"Not at all," replied the business manager cheerfully. "Your wife."

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## PUBLIC SPEAKER

A man was asked to give a speech at a Lions Club meeting. After much thought he decided to talk on sex.

When he returned home after giving the speech, his wife asked him what he had talked about. He didn't want to tell her he had spoken on sex so he told her he talked about his experiences as a flier.

The next day his wife ran into the wife of one of the Lions Club members.

"That must have been quite a speech your husband gave last night," she said. "He must be quite an authority on the subject."

"Oh, I don't know," the wife replied, "he's only done it twice. The first time he lost his hat and the second time he got sick at his stomach."



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AUCTIONEERING COLLEGE**

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AUCTION COLLEGE**

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EVERY YEAR!**

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Get New Business.**

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The Kansas City Realty School is quitting business and retiring.

**Be a Real Estate Broker or Salesman.**

For a limited time, only until we sell what stock we now have on hand, we will sell our regular \$89.50 Home Study Courses, consisting of twenty lessons each, as a one package deal with no diploma or grading for \$12.95, while they last.

Mail your check or money order today.

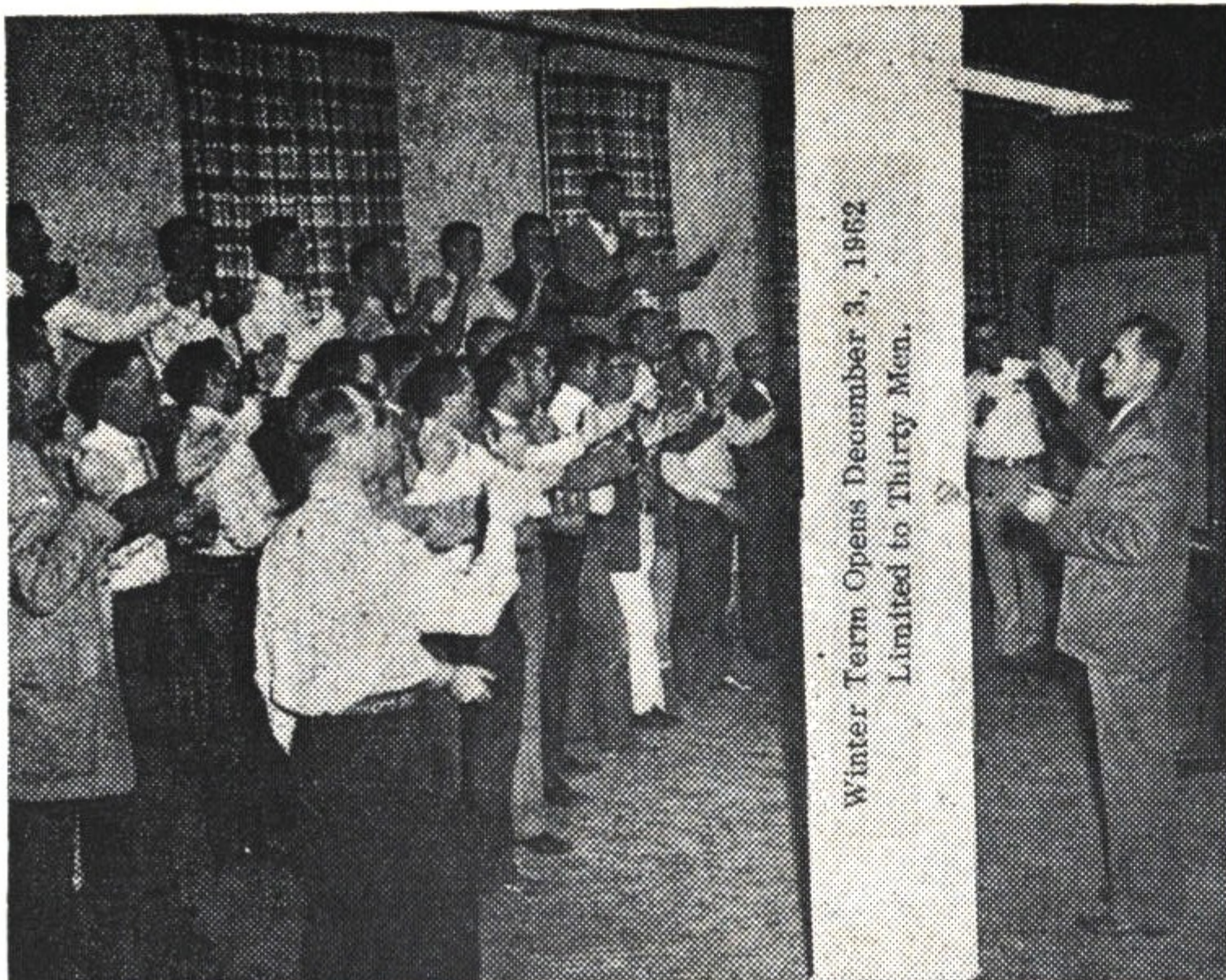
**COL. GEORGE A. MANN, Owner**

**15500 E. 24 Highway**

**Independence, Missouri**

**(Mann Auction & Realty Co., Since 1919)**





A Thirty Man class, working on a Live-stock Market, exercise on Blackboard.

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

## **WESTERN COLLEGE OF AUCTIONEERING**

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

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

14 Instructors assist you. Night and Day.

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

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

WRITE TODAY, TO

## **Western College of Auctioneering**

Box 1458, Billings, Montana (Established 1948)

## **Six Reasons Why People Join Professional And Trade Associations**

1. They want to improve the industry and their own business methods.
2. They believe in the association and its objectives.
3. They want to use the services of the organization.
4. They appreciate contacts and companionship.
5. They want to be informed on trade matters.
6. They want to work with competitors on mutual problems.

Those who do not join evidently do not possess the above desires.



# FEEDER CATTLE

## 10,000 to 15,000 Head

of the Best Feeder Cattle Grown Anywhere

**WILL BE SOLD AT AUCTION**

in October and November on the following dates:

Thur., Oct. 3rd Lemmon Livestock Sales Co. .... 500- 800 Hd.  
Fri., Oct. 4th, Hettinger Livestock Sales ..... 800-1000 Hd.  
Sat., Oct. 5th, Home Base Auction Market ..... 800-1000 Hd.

\* \* \* \* \*

Thur., Oct. 17th Lemmon Livestock Sales ..... 500-1000 Hd.  
All Breed Feeder Sale

Fri., Oct. 18th Hettinger Livestock Sales ..... 900-1200 Hd.  
Annual "Angus Feature" Sale

Sat., Oct. 19th Home Base Auction Market ..... 900-1200 Hd.  
Annual Performance Tested and PRT Feature Sale

\* \* \* \* \*

Thur., Oct. 31st Lemmon Livestock Sales Co. .... 500-1000 Hd.

Fri., Nov. 1st Hettinger Livestock Sales ..... 800-1000 Hd.

Sat., Nov. 2nd Home Base Auction Market ..... 1000-1500 Hd.  
13th Annual Bowman County Livestock Assn. Sale

\* \* \* \* \*

Thursday, Friday, Saturday, November 14th, 15th, 16th — These  
same three auction markets expect to have 500-1000 head each.

\* \* \* \* \*

**All Special Sale Times: 1:00 PM MST**

All three of these markets are located within 70 miles of each  
other along U.S. Highway 12 and the Milwaukee R.R.

### LEMMON LIVESTOCK SALES CO.

Sales Every Thursday, Since 1935

B. L. Penfield, Lemmon, So. Dakota

### HETTINGER LIVESTOCK SALES

Sales Every Friday

Marcel Kneen, Hettinger, No. Dakota

### HOME BASE AUCTION MARKET

Regular Sales Every Monday

Bob Penfield, Bowman, No. Dakota