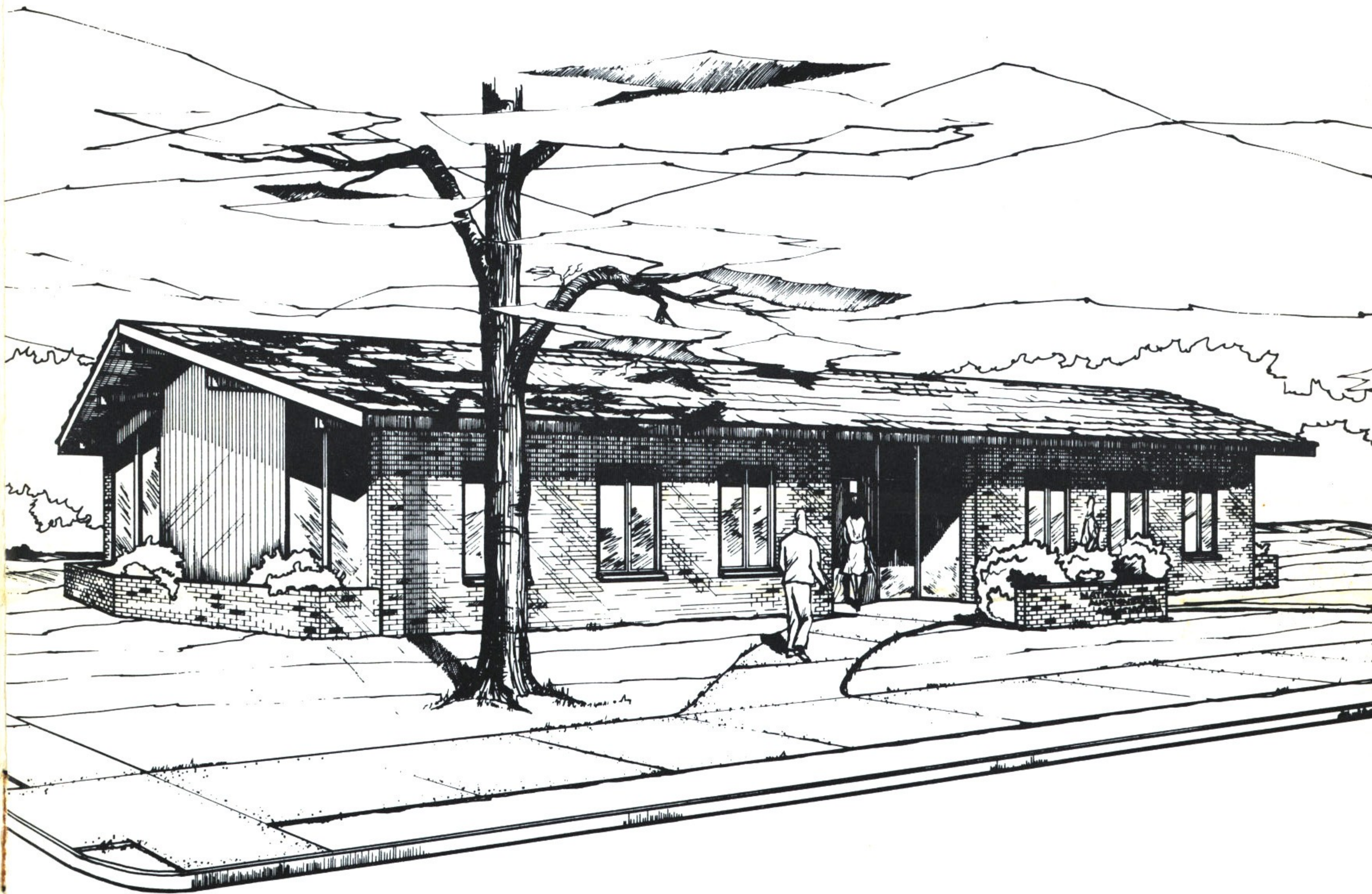


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(See Page 3)

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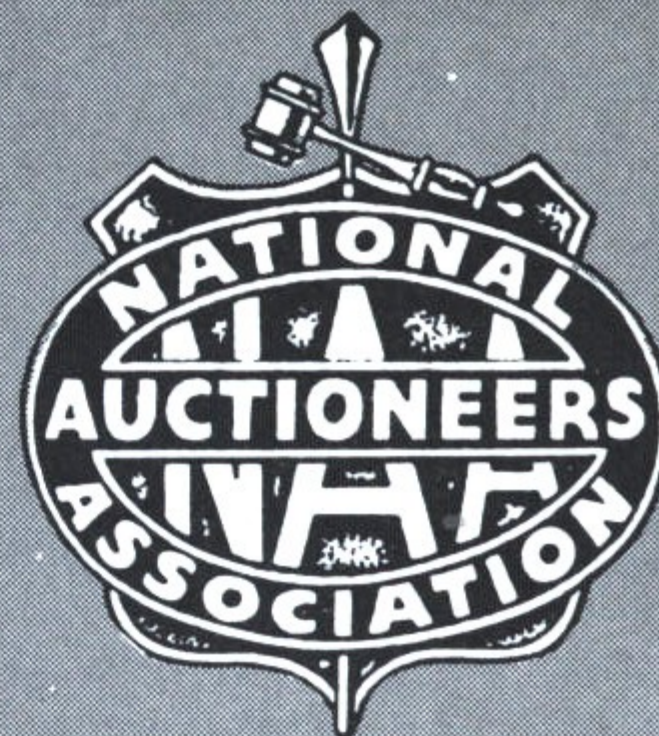
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Convention Time 1969

By Bob Penfield

Do you realize that in less than 15 days from right now the 1969 National Auctioneers Association Annual Convention will be history. As you sit in your office or easy chair right now reading about all the informative talks and pleasant things that are planned for Roanoke, precious minutes are slipping by. A minute is not long, you say. You're right, but there are only 1440 of them or less each day before July 9th, which is only a few days away.

The point I'm trying to make is that another year has slipped away a minute at a time. CONVENTION TIME IS HERE AGAIN.

If all of your travel plans for Roanoke are not complete, don't waste another minute in getting it done. Virginia is a beautiful state, with many historical points of interest and much natural beauty as well.

The June issue of the "Auctioneer" carried a full program schedule. Included in each morning and afternoon session are specialists in various fields of endeavor related to the auction profession, as well as men of our own profession that have gained success through a lifetime of experience. Each of we young auctioneers in attendance will gain much knowledge and save a lot of hide on our own noses by just listening.

Besides the wonderful opportunity to learn from those on the program, visiting with the hundreds of other auctioneers is always very informative. Many a problem confronting an auctioneer has been easily solved by a visit and exchange of ideas with another auctioneer from across the country that has found the answer to that problem in past experience.

Enough said about the opportunity to enlighten and better equip ourselves for the future.

For me, as well as for many others I'm sure, the very best part of the 1969

convention will be greeting old friends that I have not seen since last year in Oklahoma City and some even longer ago than that. This alone is well worth the 2200 mile trip, say nothing of all the new people we'll meet.

And, of course, bring the kids! A full program is planned for them, and I know they'll enjoy every minute of it. Next year's history and geography classes will mean a lot more to each of them after having spent a few days in the historic old state of Virginia.

So as our hardworking Convention Chairman, Morris Fannon, says, "You All Come"!



Legend of Sothebys Replete With Drama

LONDON—Two hundred twenty-five years ago a little shop called Sothebys opened in London to buy, sell or auction paintings and other object d'art. In its first year it did about \$4500 worth of business.

In the last six months Sothebys auctioned \$52,800,000 worth of paintings, jewels, drawings and antique furniture at its offices in London, New York, Paris, Edinburgh, Toronto, Melbourne, Johannesburg, Los Angeles, Buenos Aires and Florence.

This week it opens a new office in Munich, its twelfth in 10 countries.

Presiding over this high-priced octopus of art is Peter Wilson, a 6-foot-4 Englishman, chairman of Sothebys and the world's best known art auctioneer. He handles the paintings and leaves other categories of valuables to acknowledged experts among his partners and staff.

IN UNITY THERE IS STRENGTH

Wilson quit his job as a London newspaper reporter in 1936 to join the firm because "I simply loved fine paintings." Since then, he has banged the gavel on about \$144,000,000 worth.

How does one face an audience bidding millions with the nod of a head or the wave of a hand?

"At first I was petrified," said Wilson. "Now I am too much wrapped up in the offerings to display any particular emotion."

Wilson also knows his own worth. Asked to auction a million-dollar collection in New York some years ago, he stipulated his 10 per cent fee. "They objected and said they could get it for less," he recalled, "I told them if you need a doctor and you can get one for \$200, another for \$100 and another for \$50, you don't buy the \$50 one." He got the job.

Wilson has auctioned in English and French, and is studying Italian and Japanese to handle planned sales in Tokyo and Florence.

He has seen some strange discoveries in his 33 years at Sothebys.

A middle-aged woman once asked Sothebys to examine her furniture. She said she had one old picture and wondered if it would be worth about \$480. It was Claude Lorrain's "Judgment of Paris," which auctioned for \$420,000.

A book expert sorting through a room filled with rubbish found the long-lost 10 books of Caxton's translation of Ovid in the great printer's own hand. The manuscript went for \$225,600.

"There's never a dull day around here," said Wilson.



Building Site Purchased

A site for the headquarters for the National Auctioneers Association has been purchased by the Site Committee. A well located lot on Lincoln's expanding east side has been secured, subject to zoning approval.

Location of the building site is one of the nicest spots in the city. The lot has a gentle slope, upward from the front, making it an ideal spot for a building such as is planned by the NAA. The natural lay of the land will add stature to the building.

This completes phase II of the Program. Phase I was making the decision to have a permanent headquarters building. Phase III will be the raising of funds to finance the construction. At the time the land was purchased the Building Fund had reached a point that would nearly cover the cost of the lot.

Phase III of the Program will be the raising of funds to cover costs of building. It is hoped that the membership will respond rather quickly in order that Phase IV, the actual construction, can begin next spring.

At least two states have secured pledges and donations of sizable amounts with many individual donations of \$100 and up. These will be announced at the National Convention and it is hoped that other states will be in position to make similar reports.

Every auctioneer should have a part in the construction of this shrine to the auction profession and should make a liberal donation. If you will not be attending the National Convention, send your check to the Secretary's office.

Convention Registrations

1959 Through 1968

As convention time approaches each year the question that arises in the minds of many is the number of registrants and how it compares with past years. With this in mind we have prepared a tabulation of registration by states for the past ten years along with the name of the city in which the meeting was held.

STATES	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968
	(Den- ver)	(Louis- ville)	(Hous- ton)	(Lin- coln)	(Cincin- nati)	(Des Moines)	(Spok- ane)	(Phila- delphia)	(Chi- cago)	(Okla. City)
Alabama	4	1	1	0	0	1	0	0	0	0
Alaska	0	0	0	0	0	0	0	0	0	0
Arizona	0	0	0	0	2	0	0	0	0	2
Arkansas	1	5	9	2	2	10	3	3	18	25
California	2	1	1	1	0	0	6	0	4	10
Colorado	47	7	10	13	2	11	8	3	7	11
Connecticut	2	0	0	0	0	0	0	5	0	1
Delaware	1	1	1	1	1	1	1	2	1	1
Florida	0	0	0	0	7	0	0	2	4	4
Georgia	5	1	0	0	2	0	2	0	1	0
Hawaii	4	3	3	3	3	3	3	3	2	3
Idaho	2	0	2	3	2	6	22	0	1	2
Illinois	35	44	39	36	37	36	12	23	91	43
Indiana	19	48	19	26	51	31	41	17	46	24
Iowa	25	20	17	32	24	111	22	19	42	29
Kansas	40	15	23	34	4	18	15	5	9	37
Kentucky	1	40	22	9	33	10	6	8	11	22
Louisiana	3	0	7	2	0	2	0	0	0	9
Maine	0	0	0	0	0	0	0	0	0	0
Maryland	4	6	4	2	6	2	0	10	3	5
Massachusetts	2	5	3	3	7	4	1	19	4	1
Michigan	15	18	9	20	30	22	6	15	17	1
Minnesota	3	11	1	2	6	11	0	0	0	0
Mississippi	0	0	0	0	0	0	0	2	0	2
Missouri	20	17	21	37	11	30	8	10	20	26
Montana	4	7	2	2	2	0	33	2	2	4
Nebraska	47	17	26	109	16	46	19	7	29	38
Nevada	0	0	0	0	1	0	0	0	0	0
New Hampshire	0	2	0	0	0	0	0	0	0	0
New Jersey	6	9	4	5	8	6	4	19	7	4
New Mexico	7	2	2	2	2	2	2	2	2	9
New York	11	20	10	12	18	17	7	26	18	9
North Carolina	0	5	4	2	10	5	4	14	17	12
North Dakota	4	1	0	14	3	12	19	2	8	22
Ohio	45	74	26	35	123	38	17	43	44	18
Oklahoma	0	2	1	8	4	8	10	4	3	77
Oregon	3	2	1	2	0	1	12	0	1	0
Pennsylvania	12	46	18	24	64	25	20	122	36	23

Rhode Island .	0	0	0	0	0	0	0	0	0	0
South Carolina	2	2	4	1	10	4	1	6	6	3
South Dakota	2	0	0	9	10	16	6	3	6	7
Tennessee . . .	14	30	36	22	25	23	4	12	9	9
Texas	4	14	37	11	6	11	14	5	7	29
Utah	1	0	0	0	0	0	0	0	0	0
Vermont	0	0	0	0	0	0	0	0	0	0
Virginia	0	2	2	1	13	3	1	13	11	10
Washington . .	1	0	4	1	1	5	47	4	8	7
West Virginia	1	6	1	0	4	0	0	5	3	4
Wisconsin . . .	36	39	29	24	24	38	20	23	49	41
Wyoming	6	0	7	6	0	0	2	0	0	2
Canada	2	5	5	5	0	1	8	2	1	1
Totals	439	528	411	528	574	570	405	460	548	587

One Marketing Era Yields to Another

May 7 marked the end of an era in Atlanta, Georgia. That was the day of the last livestock auction in the city, once hailed as the Mule Capitol of the World. One mule was consigned to this final auction.

"I shoulda run him out at the end of the auction . . . that would have been a good way to end it." said Ben Burnett, president of McClure-Burnett Commission Company. Decision to close the market was caused by increased overhead and declining receipts of livestock. atlanta's expressways and traffic problems were thought to be the cause of the falling volume.

But Atlanta's Brady Avenue is not without its modern day auctions. The Dixie Auto Auction of Georgia is located on part of the old stockyards, described in prior issues of "The Auctioneer." Dixie manager, Warren Waldrep, states that their entire parking area is honey-combed with he drain pipes and sewers from the stock pens.

At one time a hotel stood on the customer parking area of Dixie Auto Auction. Stock buyers and traders would come and sometimes stay for

weeks at the hotel, conducting their business of buying and selling.

So even as one era ends another has already taken over to fit the changing times and marketing via the auction method continues to hold its importance.



Fleming Addresses Arkansas Meeting

Forty-six auctioneers and wives attended the Arkansas Auctioneers Association 1969 Convention and Workshop in Conway, April 27-28. These workshops covered many legal and technical aspects of the Auction Profession.

Along with other association business, election of 1969 officers was held. Elected were: Col. Dale Brown, Ft. Smith, President; Col. Fred Hiett, Rogers, Vice-President; Col. Monroe Robinson, Magazine, Secretary-Treasurer; and Col. Paul Kelly, Batesville, Director.

Climaxing the annual event was a banquet with the guest speaker being Col. Dean Fleming, Atkinson, Nebraska, 2nd Vice-President of the National Auctioneers Association.

N.A.A. Presidents, 1949 - 1969

The May issue of "The Auctioneer" carried an article entitled, "20 Years of Progress" in which some early history of the National Auctioneers Association was reported. At that time the Presidents of the forerunner to the NAA, the National Society of Auctioneers, were named.

Only the old timers, and not all of them, can recall those who have served in the capacity of President of the National Auctioneers Association during its first 20 years. To refresh memories and provide information we are listing below the names of those who have been President since Foster Sheets took office in August 1949. An asterisk after the name indicates the person is no longer living.

- 1949-51— Foster G. Sheets
Roanoke, Virginia
- 1951-52— Paul F. Bockelman
Sioux City, Iowa*
- 1952-53— Clyde M. Wilson
Marion, Ohio
- 1952-54— Walter Holford
Edwardsville, Illinois
- 1954-55— Herman W. Sigrist
Fort Wayne, Indiana*
- 1955-56— C. B. Drake
Decatur, Illinois
- 1956-57— E. T. Sherlock
St. Francis, Kansas*
- 1957-58— Harris Wilcox
Bergen, New York
- 1958-59— C. B. Smith
Williamston, Michigan*
- 1959-60— Ernest C. Freund
Fond du Lac, Wisconsin
- 1960-61— Carman Y. Potter
Jacksonville, Illinois
- 1961-62— Charles Corkle
Norfolk, Nebraska
- 1962-63— J. Meredith Darbyshire
Wilmington, Ohio

- 1963-64— Walter S. Britten
College Station, Texas
- 1964-65— John A. Overton
Albuquerque, New Mexico
- 1965-66— John L. Cummins
Cynthiana, Kentucky
- 1966-67— Brady L. Wooley
Little Rock, Arkansas
- 1967-68— Ralph W. Horst
Marion, Pennsylvania
- 1968-69— Robert E. Penfield
Bowman, North Dakota

Beginning with Mr. Bockelman's term, each President has served from July to July, the change of leadership taking place each year at the National Convention.



Rare Vintage Wines In Chicago Auction

Don't spend too much time looking for the vineyards, but Chicago recently was proclaimed the wine capital of the world, at least for the day.

The occasion was an auction of rare vintage wines by the Vintage Wines company division of Heublein, Inc., first billed as the first wine auction in the United States, but later as the first in the western hemisphere.

J. Michael Broadbent, director of the wine department of the London art auction house of Christie, Manson & Woods, was auctioneer, and said the auction was "symptomatic of a growing interest in fine wines in this country."

More than 1,000 cases of wines, valued at about \$50,000, were on the auction block in the Continental Plaza hotel. Actually, the wines are in cellars in Europe and California, but samples of 46 varieties were available for tasting.

About 400 people attended the tasting preview, and there were 175 bid-

ders registered for the auction. On some wines, the bidders found themselves in competition with Broadbent, who brought bids from people in the United Kingdom. In fact, Broadbent was the successful bidder in the first lot to go up for auction.

The oldest wine at the auction, a case of Chateau Durfort-Vivens, vintage 1887, brought \$140. It was bought by Irvin Padnos of Chicago.

The highest bid was \$580 for a case of 12 bottles of Chateau Mouton-Rothschild, vintage 1945. The bid was in behalf of David Barrett, Nashville.

Martin J. O'Hagan, vice president of Heublein's Vintage Wines division, said the company "won't make a nickel on the auction, but it will inspire more interest in wines."

Alexander Campbell McNally, wine manager of Vintage Wines, said the

auction was the first wine auction to be held in the western hemisphere. An auction of small quantities of many wines provides "a rarity and quality that is unwieldy, if not impossible to offer through any other medium," he said.

◆ ◆ ◆ ◆ ◆

Manheim Auto Auction Fetes its Employees

MANHEIM, Pa.—Manheim Auto Auction was host to 190 employees and guests at a banquet at the Lebanon Country Club.

Jacob Ruhl, president, outlined expansion plans and presented service awards to employees with five and 10 years of service. Six employees with more than 15 years of service received watches.



Col. Paul Kelly, Batesville, Arkansas, presents Col. Dean Fleming with miniature fruit jar to be sold at National Convention Fun Auction with proceeds going for the "Building Fund".

Auctioneering's Highest Award

In 1960, after thorough study and discussion, the Board of Directors of the National Auctioneers Association approved a plan to honor two of its members each year. Honorees were to be selected on the basis of the contribution they had made to the profession of auctioneering and to the national professional organization representing the profession, this being the National Auctioneers Association.

These men were to be selected by the Board of Directors one year in advance of the time the awards would be made. Since inauguration of the plan, 16 members have received plaques (two each year) in recognition of the fact that the auction profession and the NAA have been improved through their active participation.

One of the first recipients so ably stated, "I consider it the highest honor I have ever received since it was conferred upon me by fellow members of my profession."

Those who initiated the project meant for it to be "Auctioneering's Highest Award." The Board of Directors has had this uppermost in their minds each time the selections have been made.

Following are the honorees to date. The asterisk indicates the recipient is no longer living.

1961

Herman W. Sigrist, La Grange, Indiana*
Arthur W. Thompson, Lincoln, Nebraska

1962

Ernest T. Sherlock, St. Francis, Kansas*
Jack Gordon, Chicago, Illinois*

1963

Dan J. Fuller, Albion, Nebraska
Guy L. Pettit, Bloomfield, Iowa

1964

Henry Rasmussen, St. Paul, Nebraska
Bernard C. Hart, Frankfort, Indiana

1965

Tom D. Berry, West Newton,
Pennsylvania*
Harris Wilcox, Bergen, New York

1966

Charles Corkle, Norfolk, Nebraska
Leon E. Joy, Ames, Iowa

1967

Frank E. Fitzgerald, Bismarck, North
Dakota
Louis L. Stambler, Honolulu, Hawaii

1968

Walter S. Britten, Bryan, Texas
Herbert W. Van Pelt, Readington, New
Jersey

1969

????????????????
????????????????



Tom Dunlevy, Jeffersonville, Indiana, auctioneer makes presentation of giant-sized pen to NAA Secretary, Bernard Hart, at the Kentucky Auctioneers Convention, in Louisville, last April.

Kansans Hold Another Successful Meeting

Kansas Auctioneers continued their series of interesting and well attended Annual Meetings with their 1969 edition, held at the Holiday Inn, in Lawrence, May 24-25. Many came in for the Saturday evening festivities, especially those who had the farthest to come.

A Buffet Dinner, followed by a Fun Auction, provided excitement and entertainment for those auctioneers and their wives who were present and set the tempo for the successful meeting that followed the next day.

Under the guidance of President Wilson Hawk and Convention Chairman, Joe Gingerich, a smooth running program held everyone's interest throughout the day. Robert E. Davis, an attorney from Leavenworth, spoke on "Auction laws and Contracts." His address indicated that he had done considerable research into the existing laws affecting auctioneers in the State of Kansas. He also provided answers to questions following his presentation.

Grice Saxton, of Manhattan, had some interesting and entertaining remarks that added to the entire Program. Mr. Saxton is the former safety director of the Kansas Farm Bureau. A. J. Dawson of the Real Estate Commission described the workings of the Real Estate License Law, especially its relationship to auctioneers. He, too, answered questions concerning the workings of the law and the commission.

NAA President, Bob Penfield, invited everyone to attend the National Convention in Roanoke. He also elaborated on the advantages offered those who participate in state and national organizations and regularly attend the meetings of these groups. NAA Secretary, Bernard Hart, told of the progress toward a permanent home for the NAA and the immediate requirements.

Luncheon was served to over 140 persons while a musical group from Horton, Kansas entertained. Hon. Frank

L. Hunn, Probate and Juvenile Judge from Atchison County, was Guest Speaker following the Luncheon.

In the afternoon, Robert Duncan, an Atchison attorney, addressed the group on the subject of "Wills and Deeds." Fred Sherlock, moderated a Panel Discussion covering all phases of the profession although most of the questions to the Panel were pertaining to real estate.

Joe Gingerich, Hutchinson, was elected President for the 1969-70 term. John Collins, Garden City, was named to the office of Vice President, and Dick Brewer, Mt. Hope, was re-elected Secretary-Treasurer.

Willis Darg, Bennington, and Ed Reimer, Goessel, were elected to three year terms on the Board of Directors, along with retiring president, Wilson Hawk, Effingham. Roy Wood, Wichita, was elected to complete the unexpired term on the Board of John Collins.

It was decided that the 1970 Annual Convention and Meeting would be held at Hutchinson, May 23-24.

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Pop's Ponderings

"On To Roanoke"

By COL. POP HESS

It is convention time, July 9th, the day one should arrive in Roanoke, Virginia, Convention headquarters "The Hotel Roanoke". Then through the 10th-11th and 12th, the program runs from morning to night for auctioneers, also special tours and activities for the wives and family.

This 20th Annual Convention will see auctioneers from many, many states and Canada attending. It will be well worth while for you, Mr. Auctioneer, regardless if member or not of the NAA, you will find a welcome crowd to all comers.

We, of this day and age, where your business is that of the Public Sale Auctioneer, should look forward to more facts and experience in the buying people, attending the holding sales, etc. There is no better place to look than at your National Convention, a convention so planned and programmed that you can have many answers well described right from the horse's mouth.

The bulls and cows will moo and bawl, the pigs will grunt and squall, the Commercial auctioneers will tell their woes and successes, the real estate auctioneers will give you many answers to questions you have often stumbled over. A place for young, new beginners, a great event for the middle aged who once thought they knew it all, but have some spots not fully under control and the old guys if at all able to be there, you of this age like your writer here, will find the answer to puzzlers they had in their haydays of selling but were never able to find some of the answers. Very likely the older boys can give some answers that will please the John Q. Public and in some instances make our middle-age class blush.

Yes, this and much more is possible at this great 20th Annual NAA Convention.

It has been my pleasure to be one of the regular column writers without a miss from 1952 through the date of this issue. In recent years I've had many aches and pains of arthritis, which effects mostly my walking. I had passed on to me, by still an older auctioneer than myself, the true cause, he says it is not arthritis, it is auctioneer-leg-ritis, caused from fifty years of standing on them earning a living. His advice was to use "horse liniment" on the cause for the cure, but sadly enough, I can find no location to start on. However, boys, young, middle or old, I will be pondering on the full event. One of the good old competitors of my time who expected me to attend said last week he is so glad I am not going to be there. As he puts it, I know what a whale of an appetite you have at consuming and without you there that will leave more for us good eaters. Well so much for that.

Again this year in my thinking and many questions, many include "will POP HESS run a column through the next run of the set to July, 1970"? The past four years I have said I would quit in July, for I figure that my language is far out-dated, and I am far from the modern in dress or actions. However, when you are a professional ponderer, where else can I dispense of the loot gathered but in my column, for reading in this publication. Mom Hess says the big reason I don't quit is no one has the nerve to write and say it is time for you to quit. Well, let's all ponder and I'll look forward to the letters Mom Hess says I should get.

Since my last June column was run, I have a letter asking my advice from a young man who needs a job that will bring quick money without too much heavy back work. Someone had suggested Auctioneering, but all his friends say he would make a bad mess out of it. Well my advice at the moment to this young man is this: "forget auctioneering and try to be a Plumber." They now are listed at \$8.50 an hour, work and tinker 8 hours a day, and they are now demanding \$10.00. This would net a nut and bolt twister \$60.00 a day, and most he needs is a wrench and will to use it. The average auctioneer today don't make an average of \$80.00 bucks a day six days a week throughout the year. This information came to me through the Horse's Mouth and I feel its very true.

As Dick Nixon says let's make this one thing clear, there is no short cut to easy money on short notice in the rules of John Q. Public Auctioneer.

Everyone head out at once for old Virginia, and see, tell and hear and then ponder.

THE AUCTIONEER

*I have a favorite auctioneer
Who is exciting to watch and hear
To his sales I always go
I do enjoy seeing his show.*

*His chant is, "Three—now give me four".
The people smile and bid some more.
Maybe something is new or rare or dear
Anything can be sold by the auctioneer.*

*My favorite auctioneer cracks jokes
And says, "Come on and bid, folks."
That voice always ready—loud and clear
Belongs to my Daddy—
my favorite auctioneer!*

Michelle O'Connor (Age 11)

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South Dakotans Hold A Great Convention

A fitting climax to the Seventh Annual Convention of the South Dakota Auctioneers Association was the Grand Banquet at which NAA President, Bob Penfield, was guest speaker. Penfield was born in South Dakota and received his higher education at South Dakota State College in Brookings, the city that hosted this year's convention.

Even though the convention site was on the extreme eastern side of the state it did not prevent those from the "West River" country from attending, particularly those from the Black Hills. Four Minnesota auctioneers were also in attendance.

An "Early Bird Roundup" was sponsored by Don and Ray Van Liere, owners of the Brookings Livestock Auction Co. Most of the auctioneers and their wives were present to enjoy the hospitality of these gentlemen. An initiation of new members and dancing also took place during the Friday evening program.

Saturday's program was presided over by Bob Peterson, SDAA President. It moved on schedule throughout the day beginning with a Business Meeting at 10:15 A.M. Reports of the various meetings of the Board of Directors were heard and some new items of business were referred to the Board.

George S. Mikkelsen, a Deputy State Attorney, closed the morning session with a discussion on the new Federal Gun Law.



Charles Fischer (right), President-elect of the South Dakota Auctioneers Association presents plaque to NAA President, Bob Penfield, following the latter's address at the State Convention. Lettering on the plaque designates Penfield as the first South Dakota-born NAA President.

Bernard Hart, Secretary of the NAA, was the first speaker in the afternoon. He elaborated on the building program of the NAA and explained the manner in which the funds would be raised. He also reviewed the progress of organization of auctioneers and the benefits enjoyed by those who participated in their state and national convention.

Duane Acker, Dean of Agriculture and Biological Sciences at South Dakota State University, gave a very interesting description of what the University was doing to insure a better future for the state. He told of research toward lowering the cost of production of beef cattle and also told of what was taking place in the fish and game department.

Charles Fischer, Long Lake, was elected President for the coming year. Les Goeman, Lennox, was elected Vice-President and Gilbert Wagner, Reliance, was re-elected as Secretary-Treasurer. Earl Wieman, Marion, and Dennie Younie, Wessington Springs, were named

to three year terms on the Board of Directors.

Next year's convention was set for Aberdeen, on June 12-13.

Mr. and Mrs. Bob Peterson were host and hostess to some 40 auctioneers and their wives who had stayed over Saturday night for Breakfast at the Brookings Country Club.

Mrs. Dan Fuller Dies

Mrs. Dan J. Fuller passed away May 19 at Wolf Memorial Center in Albion, Nebraska. She had been in ill health for some time.

Mrs. Fuller was born at Woodland, Illinois, March 6, 1883. She and Mr. Fuller were married there on February 22, 1902.

Survivors include her husband, three daughters, two sisters, two brothers, six grandchildren and seven great grandchildren.

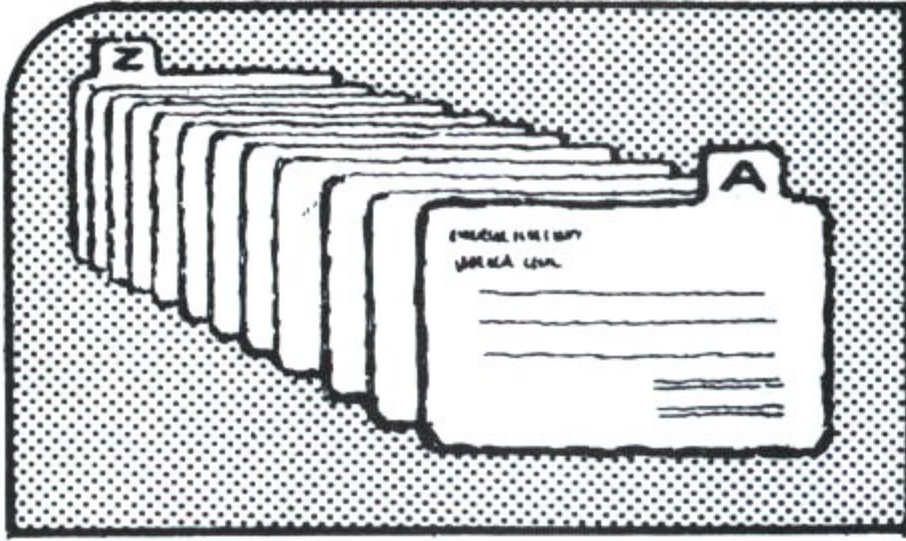
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 *Allen Norris, Nebraska
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 *Paul S. Pickens, West Virginia
 *Donald Hollrah, Nebraska
 *Cliff Batchelder, California
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 Dewey Childers, Arkansas
 Dale G. Brown, Arkansas
 Jimmy Irwin, Arkansas
 Dale Brown, Arkansas
 *Al W. Hill, Tennessee
 *Alva Elliott, Indiana
 *James A. Reynolds, Ohio
 *J. P. "Jack" Donovan, Ohio
 *Kenny Smith, Ohio
 *Gerald B. Wuchter, Ohio
 Leonard Elrod, Missouri
 Marcellus Hartman, Ohio
 Thomas Larkins, Ohio
 Charles Mahony, Nebraska
 Ray Hamfleet, Kentucky
 Lonnie C. Wilson, Arkansas
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 Everett Holland, Kentucky
 Everett Holland, Kansas
 George Lange, Kansas
 Joel Sullivan, Kentucky
 *Richard Staples, Minnesota
 Marvin Knopp, Kansas
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*Denotes new member



If you feel neglected, think of Whistler's father.



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MARCH, 1969

MISSOURI AUCTION SCHOOL BANQUET

Interstate Land Sales Full Disclosure Act

by COL. JOHN R. FISHDICK
Real Estate Broker

Effective as of April 27, 1969, the Federal Government's new Interstate Land Sales Act is law. Real Estate auctioneers can become involved in the new law—especially where they are “crying the sale” on a subdivision that comprises more than 50 lots and is advertised interstate. Under the regulations, developers of subdivisions of 50 or more lots offered for sale by mail or any means of interstate commerce must register with the department of Housing and Urban development, filing a complete statement on their land offerings. The requirement is basically one of disclosure and not control of development by the government. The “statement of record” will contain information on encumbrances, utilities, proximity to metropolitan areas, schools, instruments establishing title, i.e.: title policy or abstracts, opinions of counsel relative to title, contracts and conveyances to be used, etc. The “Property Report” which must be given to the purchaser (if it is not, the transaction is void) contains facts about distance to nearby communities, type of road, sales contracts, refund clauses, liens, escrow or payments, recreation facilities, utility services and charges, number of homes currently occupied, soil conditions, type of title to buyer will received and others.

The “Property Report” must be submitted with a disclaimer making clear that the report is not a recommendation or endorsement of the Office of Interstate Land Sales Registration, that the Office has not inspected the property and other advisory matter. If the developer or broker does come within the purview of the law and fails to properly file, and wilfully violates said law he would be subject to the penalties of

Title 14-Sec. 1418, of Public Law 90-448, which among other things provides for a fine of not more than \$5,000 or imprisonment of not more than five years or both.

It is my opinion, based on correspondence with Washington, that it is imperative that the auctioneer selling a lot sale of over 50 lots and which has been advertised in interstate media make a determination that the owner has complied to the Federal regulations. A word of inquiry on your part may save you trouble in acting as agent for a principal who has not complied.

There are circumstances in the Act to which I have not addressed myself because of the time element, therefore anyone who may wish further information on this Act, I suggest he write to Office of Interstate Land Sales Registration, Department Housing and Urban Development, Washington, D. C. 20411, and request a copy of the regulations.

The new law is actually a “disclosure statute” and it is important that would-be purchasers understand that—the best advice is still the same as before—the best assurance for the buyer that he is getting his money's worth in any real estate transaction is to personally inspect the property.

The success of the new Interstate Land Sales Full Disclosure Act as another consumer protection law will depend on the restraint exercised by developers, the government and the public.



Nothing cooks your goose as fast as a boiling temper.

Mennonite Auction Raises \$50,000 For Poor And Sick

NEW HAMBURG, Ont.—Around 8 o'clock it looked like just another peaceful Saturday morning in New Hamburg and environs. The occasional bright, red sign pointing to a "relief sale" gave no indication of what was going to happen in the town arena.

By 8:30 streets were being closed off and a surge of traffic rerouted to parking areas, the charcoal pits were lit, griddles were started, coffee-makers on—for what must be the biggest eating and buying session in Western Ontario.

People from Toronto to Sarnia, New York state, Indiana, and Michigan flocked to the third annual Ontario Mennonite Auction and Relief Sale to eat original Pennsylvania Dutch food and buy home-made quilts, crafts and antiques.

At 9 p.m. a minister from the local United Church stood on a stage in front of more than 200 beautifully made quilts and 100 woven and hooked rugs, to open the proceedings.

Two hours and four auctioneers later, 140 items had been sold—a crib quilt was a steal at \$5 but haggling aroused the tension and the price of a large one soared to \$350.

Another quilt, started by a Meaford woman in the early 1900s and finished by her daughter this year, was bought by a man with a cigar and a wallet full of American bills for \$110.

Two hand-painted and decorated children's chairs, made by Amish craftsmen in Pennsylvania, were sold at \$16 and \$21. A London couple at the sale said they bought a similar one in that state for \$7.

But buying was frantic and nobody minded because all funds raised will be handed over to the Mennonite Central Committee who help the poor and sick in 45 countries all over the world.

Last year the sale netted \$39,000 and Mennonites hope this one will bring \$50,000.

Needlework made by Arab refugee women, women's and children's clothing from Hong Kong, and wooden carvings from Haiti were brought to New Hamburg for the sale. Proceeds will be given back to people in those lands as part of the Mennonites' self-help programs.

There were embroidered linens, Mennonite dolls, knitted sweaters and mittens, paper flowers, cushions, paintings and aprons selling like wildfire in a huge tent beside the arena.

Teen-agers from the Mennonite Youth Fellowship group couldn't keep up with orders for lemonade and coffee outside the tent.

Housewares—everything from garbage pails with wheels to salt and pepper shakers and silver-plated trays were auctioned off in an another area of the park.

John Sawatzky of Campden was pleased with his purchase—an old-fashioned sausage maker. "I just bought a side of beef. I'm going to make hamburgers."

Food? By 11 a.m. over half of the 3,200 barbecued chicken legs were gone and the lineup stretched 100 feet as lunch hour approached.

Barbecued pork sandwiches were selling fast and people began lining up for the smorgasbord luncheon an hour before the doors opened.

Apple fritters, crepe rosettes, donuts, strawberry pies covered with whipped cream, were made on the spot.

To take home there were thousands more pies, cakes and cookies, bread. Other counters sold 1,000 pounds of sausage and 400 pounds of pork; barrels

of cheddar cheeses and jars of cooked cheese (something like Brie).

No matter where you turned there was something else to eat—popcorn, “relief-burgers,” pancakes and sausages and more coffee.

Next week women will start getting ready for 1970's sale.

There are 17,000 adult, baptized Mennonites in Ontario; about 42,000 including children, Douglas Snyder, Kitchener, said. Mr. Snyder is Ontario director for the Mennonite Central Committee.

Contributed by Ross Kemp, Stratford, Ontario.



Keeping Tradition

The hippie bride wore something old, something new, something borrowed and something blue, red, orange, green, pink and purple.

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NATIONAL AUCTIONEERS ASSOCIATION CONVENTION

HOTEL ROANOKE Roanoke, Virginia

July 9-10-11-12, 1969
Convention Chairman—Morris Fannon

P R O G R A M

Wednesday, July 9, 1969

2:00 P.M.—Registration—Oval Room

3:00 P.M.—Board of Directors (NAA) Meeting—Parlor D

NAA OFFICERS

President: Robert Penfield Bowman, North Dakota
1st Vice President: Jim Messersmith Jerome, Idaho
2nd Vice President: Dean Fleming Atkinson, Nebraska
Secretary: Bernard Hart Lincoln, Nebraska
Treasurer: Henry Rasmussen St. Paul, Nebraska

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Ken Barnicle Ellisville, Mo.
Paul W. Calkins Peru, New York
Warren Collins Jesup, Iowa
John L. Cummins Cynthiana, Ky.
Joe Donahoe Darlington, Wisc.
Morris F. Fannon Pennington Gap, Va.
Ralph Horst Marion, Pa.
Grover Howell Seagoville, Texas
Russell E. Kehr Hanover, Pa.
Russell Kiko Canton, Ohio
Fred Quick Aurora, Illinois
Howard Roland Grand Junction, Colo.
Fred Sherlock St. Francis, Kansas
Jim Stevens Nashville, Tenn.
Brad L. Wooley Little Rock, Ark.

8:00 P.M.—Amateur Contest and Early Bird Party—Sons and Daughters of Auctioneers
—Prizes and Entertainment by the North Carolina Auctioneers Association
—Bob Cline, Master of Ceremonies, Statesville, North Carolina.

Thursday, July 10, 1969

- 8:00 A.M. to 5:00 P.M.—Registration - Oval Room
9:00 A.M. Breakfast Virginia Auctioneers and Wives
10:00 A.M. Meeting of Auditing Committee—Parlor D
Meeting of Grievance Committee—Parlor F
Meeting of Resolutions Committee—Parlor L
12:00 Noon Governor's Luncheon—Ball Room
Group singing of The Star Spangled Banner
Pledge of Allegiance to the Flag
Invocation—Col. Clarence Marshall, Hillsville, Va.
Introduction of Convention Chairman
Greetings from Virginia Auctioneers Association . . .George H. Shields, Jr.
President of Virginia Auctioneers Association
Welcome to Roanoke Mayor Roy L. Webber
Welcome to The Old Dominion Hon. Mills E. Godwin, Jr.
Governor of Virginia

RECESS

- 2:00 P.M. Reconvene in Shenandoah Room
President's Address—Col. Bob Penfield, Bowman, N.D.
2:30 P.M. "Four Wheel Drive"—Hon. Charles L. McCullers, Dunn, N.C.
3:30 P.M. "Growth for Progress"—Col. Grover Howell, Seagoville, Tex.
4:15 P.M. Our 20th Anniversary Awards—Col. Paul Calkins, Peru, N.Y.
Col. Fred Sherlock, St. Francis, Kansas
5:00 P.M. ADJOURN
6:00 P.M. Buffet—Ball Room
7:30 P.M. Fun Auction—Shenandoah Room

Friday, July 11, 1969

- 8:30 A.M. to 5:00 P.M.—Continued Registration - Oval Room
8:30 A.M. Breakfast of Missouri Auction School Graduates Pine Room
9:30 A.M. Call to Order—Shenandoah Room
"Advertising and Sales Management" Dave Canning
Adams-Canning Land and Cattle Co., Dallas, Tex. and Staunton, Va.
10:00 A.M. "Antiques at Auction"Col. Jim McCutchcon, Parkersburg, W.V.
10:30 A.M. "A Possible Dream" Col. Harris Wilcox, Bergen, N.Y.
11:15 A.M. "Farm Sales"Col. Romaine Sherman, Goshen, Ind.
12:00 Noon RECESS
1:30 P.M. CALL TO ORDER
"The Auctioneer and Purebred Cattle Associations" Kent Mackey
Field Representative, American Hereford Association, Sioux Falls, S.D.
2:00 P.M. "Advertising and Ring Work" Ed Huff
Field Representative, Livestock Breeder Journal, Macon, Ga.

National Convention Committee Members

AUDITING COMMITTEE

Fred Quick, Aurora, Illinois, Chairman
Paul Calkins, Peru, New York
Russell Kehr, Hanover, Pennsylvania

GRIEVANCE COMMITTEE

Fred Sherlock, St. Francis Chairman
Warren Collins, Jessup, Iowa
Ralph Horst, Marion, Pennsylvania
Russell Kiko, Canton, Ohio
Howard Roland, Grand Junction,
Colorado
Jim Stevens, Nashville, Tennessee

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Ken Barnicle, Ellisville, Missouri
John Cummins, Cynthiana, Kentucky
Joe Donahue, Darlington, Wisconsin

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Col. and Mrs. Ronald Tull, Annandale, Va.

Amateur Show

at the

National Auctioneers Convention

Roanoke, Virginia

Wednesday, July 9 - 8:00 P.M.

SONS AND DAUGHTERS of AUCTIONEERS, bring your musical instrument—brush up your act—be present to entertain the early arrivals at the National Convention.

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NORTH CAROLINA AUCTIONEERS ASSOCIATION



Col. Dean Fleming swears in the new officers for 1969 in the A.A.A. Left to right: Paul Kelly, Director; Monroe Robinson, Secretary-Treasurer; Fred Hiatt, Vice-President; and Dale G. Brown, President.

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LADIES AUXILIARY CONVENTION PROGRAM

HOTEL ROANOKE ROANOKE, VIRGINIA

July 9, 10, 11, 12, 1969

Auxiliary Chairman—Mrs. Morris Fannon
Co—Chairman—Mrs. Ronald Tull

Wednesday, July 9, 1969

2:00 P.M. Registration—Oval Room
3:00 P.M. Officers and Directors Meeting—Parlor F
8:00 P.M. Amateur Contest and Early Bird Party—Shenandoah Room

Thursday, July 10, 1969

8:00 A.M. to 5:00 P.M.—Registration—Oval Room
12:00 Noon Luncheon—Ball Room
6:00 P.M. Buffet—Ball Room
7:30 P.M. Fun Auction—Shenandoah Room

Friday, July 11, 1969

8:30 A.M. Registration—Oval Room
9:00 A.M. Tour—Mill Mountain, Transportation Museum, Lakeside Park
12:00 Noon Ladies Luncheon—Ball Room
Fantasy of Paper—June Vaughn, June's Party Shoppe
2:00 P.M. Business Meeting
8:00 P.M. Old Virginia Variety Show—Featuring The Tide Family,
Jim Eanes and others—Ball Room
10:00 P.M. Dancing

Saturday, July 12, 1969

8:00 A.M. Breakfast for the New Officers & Directors
Parlor D
9:00 A.M. Tour—Peaks of Otter and Natural Bridge
6:30 P.M. Grand Banquet and Awards—Ball Room
Dancing

AUDITING COMMITTEE

Mrs. Walter (Pearl) Britten, Bryan, Texas
Mrs. Kenyon (Ann) Brown, Doylestown, Pennsylvania
Mrs. Clyde (Myrtle) Jones, Alva, Oklahoma

NOMINATING COMMITTEE

Mrs. George (Betty) Cravens, Williamsville, Illinois
Mrs. Dick (Kay) Deweese, Prairie Village, Kansas
Mrs. Orval (Gladys) Free, McAlester, Oklahoma



THE **auctioneer** **Booster Club**

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.

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Col. Ed T. Hyde—Talladega
Col. M. S. Pennington—Huntsville
Col. Freeman Smith—Bryant

ARIZONA

Col. Orville Laughlin—Phoenix
Col. Leroy Longberry—Phoenix
Col. Lorenz (Larry) Wellman—Mesa

ARKANSAS

Col. Milo Beck—Rogers
Col. Leon Brinkley—Paragould
Col. Harrison L. Casto—West Memphis
Col. J. W. "Bill" Fogg—Mountain Home
Col. R. E. Harris—Fayetteville
Col. Bill Holtby—Harrison
Col. Bob Holtby—Harrison
Col. A. A. Johnson—Jonesboro
Col. Ira N. Johnson—Mulberry
Col. Paul Peacock—Winchester
Col. Bud Robinson—Pine Bluff
Col. B. R. Tucker—Little Rock
Col. James E. Wilson—Hot Springs
Col. Brady L. Wooley—Little Rock

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Col. Murl Bernard—Riverside
Col. Sanford J. Blau—San Bernardino
Col. Jim Buderus—Scotts Valley
Col. Linville Burleson—Paramount
Col. Tom Caldwell—Ontario
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Col. Ken Cullum—Pomona
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Col. Byron E. Mangan—Berthoud

Col. R. W. Oversteg—Delta
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 Col. E. W. Van Berg—Sterling
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 Col. Richard K. Mather—Granby
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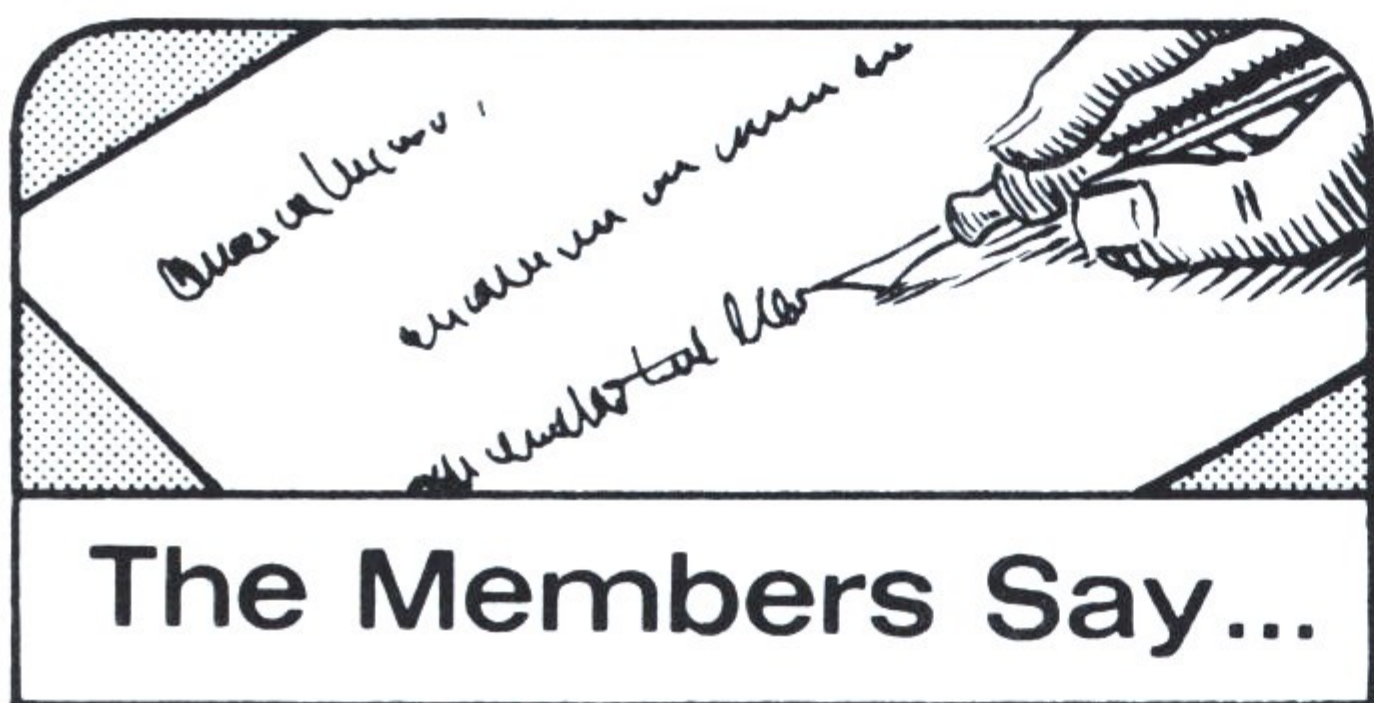
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Ladies Auxiliary to the NAA



Dear Bernie:

As you can readily see, I would like you to complete Bill McCracken's address for me and send the letter on. We are the two oldest Life Members in the Association. We both bought in at the same time that we might have postage money. Both of us attended the Roanoke meeting, 19 years ago and I was wondering if he intends to attend this year.

Thanks for the accommodation.

Fraternally yours,

C. B. DRAKE

Fort Lauderdale, Florida

Dear Mr. Hart:

Please find check in the amount of \$10.00 for renewal of my National Auctioneers Association dues.

I had occasion to be in Lincoln the first of May, but pressed for time and

failed to drop by the headquarters.

As an employee of a large city, an auctioneer classification has not been implemented into the standard classifications, but here in Long Beach, the two auctioneers the city sent to Auction School seem to generate plenty of work.

The AUCTIONEER arrives regularly and is most welcome. The National Convention is just a little too far away this year for me to attend. I spent four years in Virginia and I know everyone will enjoy the country, it's beautiful.

Very truly yours,

J. W. ARINGDALE

Long Beach, California

Dear Sir:

I am really getting jittery, looking forward to attending my first National Convention.

It's still hard to believe that Roanoke was picked for this year's Convention. I was born in Roanoke, and lived with my Grandparents, there, for a time. I know that Louisiana has made a poor showing, in the National Association, but my partner, Bert Harper, and I are really trying. We got two new members this year. I think if we could get a State Association going, then our National membership would soar.

Thanks,

RANDY McCOY

Shreveport, Louisiana

Dear Bernie and Fellow members:

Just a few lines to let you know that all is well here in Pennsylvania. Corn is nearly all planted and crops look good. We have not had an over supply of rainfall for spring season but, enough to bring crops along about right.

It has been another busy sale season for me and most of my fellow auctioneers who are active in the business have also enjoyed one of their better seasons. I have had few days off since the middle of January, and still sold five days last week.

IN UNITY THERE IS STRENGTH

Monday of this week we managed and sold Triple Shire Farms Ayrshire Dispersal of 160 head, Friday I will be at Godleys Implement Sale at Charlotte, North Carolina, and jump from there to Odessa, New York for Saturday. Five more days of selling next week including my 24th Anniversary sale at Marion on May 30.

I have worked on some large and interesting sales this spring. On April 1, Russ Kehr and I sold Sterner Hardware and Equipment Company Inventory Reduction sale at Hanover. Sale totaled \$45,999.95. How is that for an odd total? April 2nd I worked with Dave Canning and Dick Wright of Virginia on the Fulton Valley Dispersal where we sold real estate, angus cattle and machinery at excellent prices. The real estate brought considerable more than the asking price at private treaty, which speaks well for the auction method of selling.

Russ Kehr and I did take a few days to go spring gobbler hunting. We didn't do so good. I had one come within range and I thought he was as good as in the hat but it didn't work out that way.

Well, boys, Convention time will soon be here and I have talked with Morris and some of the other boys from Virginia and it sounds like a real one coming up. Don't miss it. See you all in Roanoke.

Sincerely,
RALPH HORST
Marion, Pennsylvania

Dear Mr. Hart:

Being the wife of an auctioneer, I too enjoy reading "The Auctioneer", in particular I enjoyed seeing my husband's picture on the cover of your May issue (the square dancers).

It was a pleasure making your acquaintance at the Kentucky State Auctioneers Convention. It was our first state convention and we truly enjoyed it. What made it even more exciting was the winning of an official auctioneer's hat by my husband.

Enclosed you will find a check so if you will please add to your "Booster Page" the names of my husband and his partner, John P. O'Connor, Owensboro, Kentucky and Paul Taylor, Mariah Hill, Indiana.

I also thought the enclosed poem would be of interest to your subscribers. Our eleven year old daughter, Michelle, wrote this as an English assignment in school.

Thank you for letting a "wife of an auctioneer" have her say.

Cordially yours,
MRS. JOHN P. O'CONNOR
Owensboro, Kentucky

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Even in the Auction Profession actions can sometime speak louder than words and as this picture expresses, all seem to be enjoying themselves at the banquet, which highlighted the two day Arkansas Auctioneers Association Convention.



It was January 23, 1909, when Colonel W. D. Gordon, with walrus mustache and coonskin overcoat, blew into Fairmont, Minnesota, to handle a merchandise auction for Diment and Brosemer. He is standing between the hitching rails at the entrance to the main doorway. Notice boys in knickerbocker pants next to him. It was wet and dirty under foot, as shown by the tied up tails on the white team of horses. *Photo courtesy of Walter Carlson, Trimont, Minnesota.*

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Duggins Heads Real Estate Auction Group

Terry Duggins, Kansas City, was elected President of the Missouri Real Estate Auctioneers Institute in the annual meeting of that group at St. Louis, May 23.

Bob Broyles, Trenton was elected Vice President and Lloyd H. Hill, Kansas City, was named Secretary-Treasurer. Elected as Directors were Haskel Trusty, Joplin, and Nick Iman, Slater.



First Strawberries to Market Bring \$600.00

Six hundred dollars was paid Monday, June 2, for the first crate of strawberries on the Benton Harbor (Mich.) fruit market. However, the grower only received \$25.00 of this amount, the balance being split among three charities.

Auctioneer, John Glassman of Eau Claire, Michigan, reports a good crop this year in that area.

Cathy Lewis Marries

Mr. and Mrs. Lee Lewis, Eldon, Missouri have announced the marriage of their daughter, Cathy, to Fredrick A. Rand. The ceremony took place at the Ninth St. Christian Church in Eldon, June 21.

Mr. Lewis is a well known auctioneer in the area and a member of the National Auctioneers Association.



Ohio's Guy Johnson Dies at Age of 82

Col. Guy Johnson passed away June 13 at his country home in Center Village, Ohio, a Columbus suburb, at the age of 82. Col. Johnson was a very prominent auctioneer from 1915 to 1945, his services being much in demand for general farm, livestock and real estate auctions over a wide area.

For many years, Col. Johnson was an instructor at the Reppert School of Auctioneering, Decatur, Ind. He was one of the earlier members of the National Auctioneers Association.

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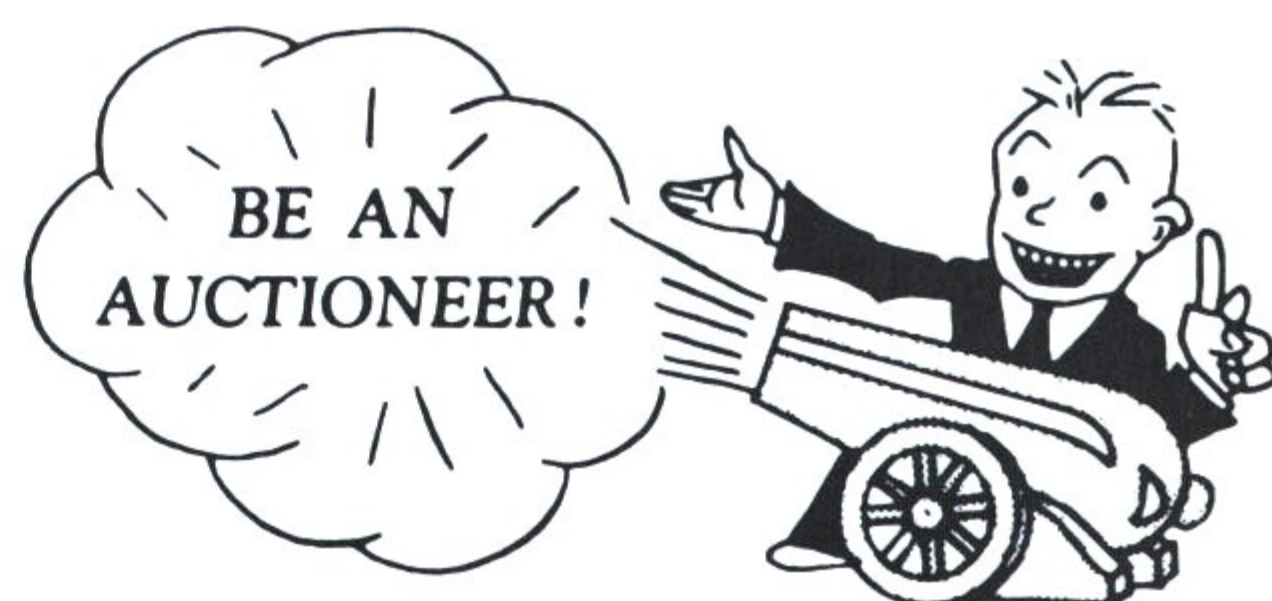
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The Lighter Side...

BABY

Shortly after the birth of their second child, the father took his five-year-old son to look at his baby brother through the glass in the hospital nursery. The youngster gazed for several minutes at the baby's red, scowling face and wrinkled little hands and turned away.

"Well, son," asked the father, "what do you think of him?"

"Huh," replied the five-year-old. "Now I know why mommy hid him under her coat for so long!"

OUTER SPACE

The two amateur astronomers took turns peering at the heavens. Eventually they concentrated their studies on Mars.

"Do you think there's intelligent life on Mars?" asked one.

"I most certainly do," he responded. "You don't see them having to waste \$30 billion to find out if there's life on Earth!"

PERFUME

After 12 hectic hours as cook, chauffeur, charwoman and collection volunteer, the harried mother took a sip of Scotch to settle her nerves. She then proceeded to tuck her son into bed.

He looked up at her after she kissed him goodnight, and said: "Mommie, you're wearing Daddy's perfume!"

SPEED

Junior was traveling with his mother. As the train went through a tunnel, the boy looked puzzled. When they emerged again into the sunlight, he jumped with delight.

"Mother," he exclaimed, "did you see that? Instant tomorrow!"

POUNDS

A middle-aged couple had just arrived in London and went directly to the Exchange Building.

"I'd like to convert these dollars into British money," the traveler told the clerk.

"You'll get 120 pounds, Sir," said the clerk.

"Irving, dear," cautioned his wife, "don't take it! Remember your hernia."

X-RAY

The distraught old lady complained to her physician that she had pains in every part of her body.

"Have you ever been x-rayed?" inquired the doctor.

"No," she said, "but I've been ultra-violated!"

TARDINESS

Bright, young sales trainee was a ball of fire in training sessions and on his initial calls, indicating that he would go far. However, he had one fault that so provoked the sales manager that he called him into his office to discuss it with him.

"Young man," said the sales executive, "I'm tired of your being late every morning whether it is to attend a session or go out on a call. If you're going to grow into the sort of salesman we want around here, you must overcome your tardiness. To teach you a lesson, I am going to suspend you for two days without pay. When would you like to take them?"

"Well, if it's all the same with you," he answered, "I'd like to use up the days by being late."

IN UNITY THERE IS STRENGTH

MOVING

A woman who lived in suburbia was chatting over the back fence with her neighbor and telling about the new house she and her husband bought in the next town. "We're going to be living in a better neighborhood soon," she remarked haughtily.

"So are we!" her neighbor replied.

"What?" said the first woman. "Are you moving, too?"

LEMONS

In desperate straits, a man went to an employment agency seeking a job—any kind of job. During the interview, the manager of the agency took a paper from his filing cabinet, turned to the applicant and said:

"Now, if you like to travel, I have a job open in Florida. Can you pick lemons?"

"Can I?" shouted the applicant with excitement. "I've been married five times!"

TV AGE

The school principal, making the rounds of classes, thought he would test the children's power of observation in one class.

He told them to close their eyes while he did something to see if they could tell what it was he was doing.

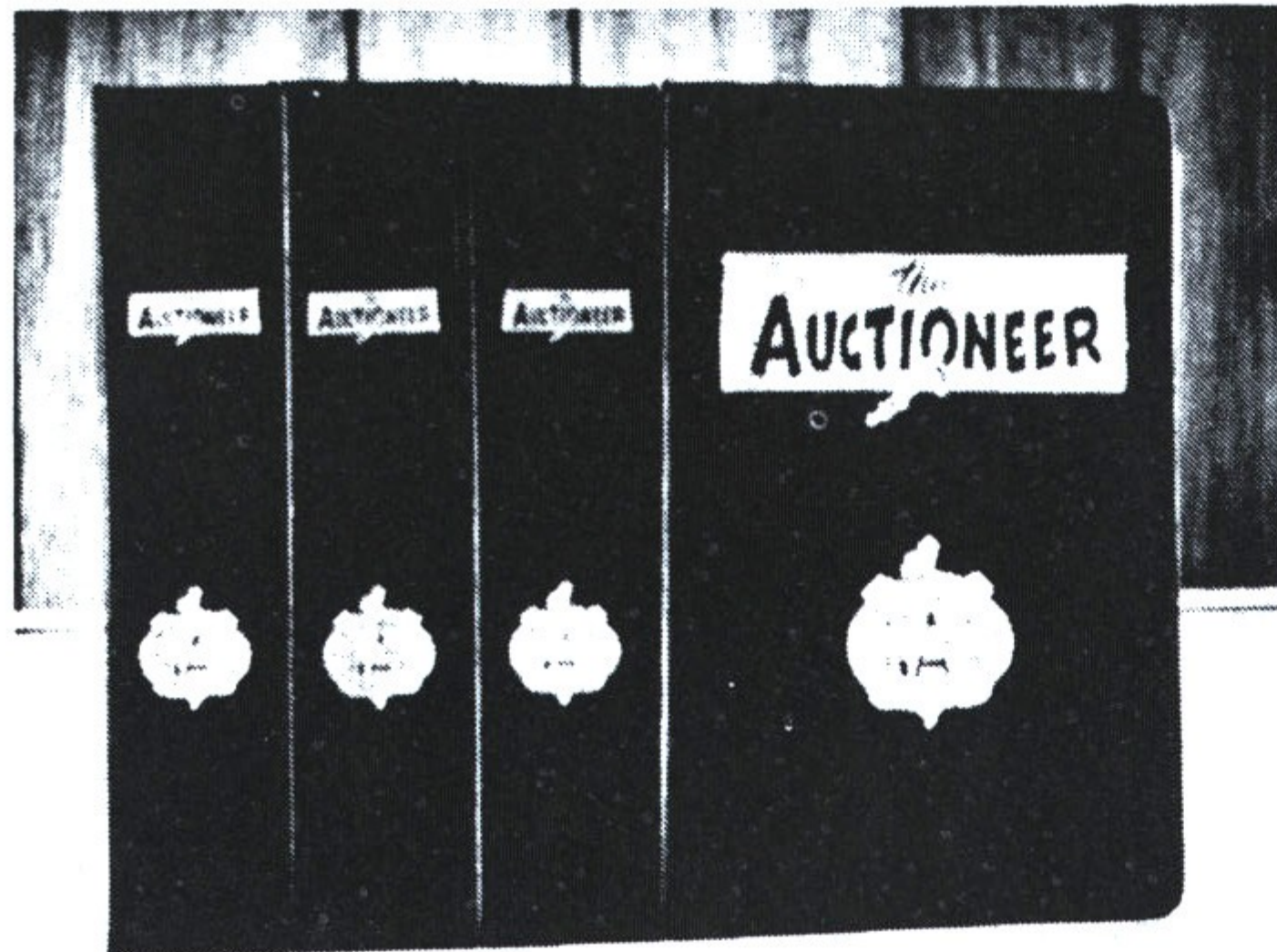
He planned to reproduce a sound the children frequently heard at play. He began to breathe rapidly like a dog panting. "All right, children," he asked between breaths, "what am I doing?"

The tv-age youngsters, without hesitation, shouted in unison, "Kissing the teacher!"

CORRECT ANSWER

A Teaching sister applying for a passport paused pensively at the caption on the form: "Distinguishing marks."

Then, with a twinkle in her eye, she printed: "Nun."



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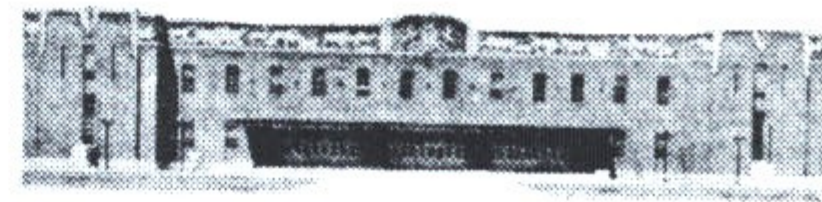
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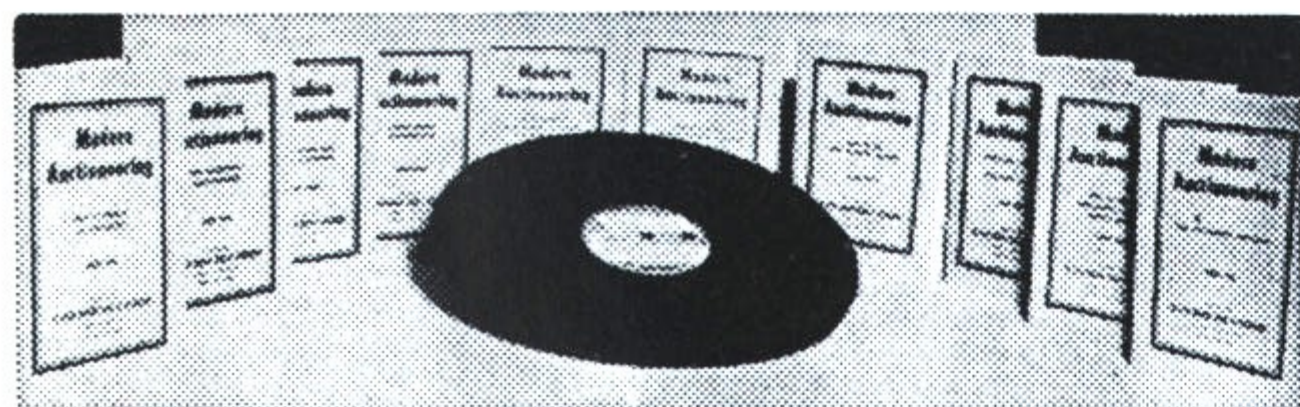
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AT THE CONVENTION

WEDNESDAY, JULY 9, 1969

- 2:00 P. M.—Registration
- 3:00 P. M.—Board of Directors Meeting (NAA)
- 3:00 P. M.—Officers and Directors Meeting (Auxiliary)
- 8:00 P. M.—Amateur Contest

THURSDAY, JULY 10, 1969

- 8:00 A.M.—Registration
- 9:00 A.M.—Breakfast, Virginia Auctioneers and Wives
- 12:00 Noon—Luncheon—Official Opening of Convention,
Special Guest: Honorable Mills E. Godwin, Jr.,
Governor of Virginia
- 6:00 P. M.—Buffet
- 7:30 P. M.—Fun Auction

FRIDAY, JULY 11, 1969

- 8:30 A.M.—Registration
- 8:30 A.M.—Breakfast, Missouri Auction School Graduates
- 9:00 A.M.—Tour—Mill Mountain, Transportation Museum,
Lakeside Park
- 12:00 Noon—Ladies Luncheon
- 8:00 P. M.—Old Virginia Variety Show
- 10:00 P. M.—Dancing

SATURDAY, JULY 12, 1969

- 8:00 A.M.—Breakfast for New Officers and Directors
- 9:00 A.M.—Tour—Peaks of Otter and Natural Bridge
- 1:30 P. M. to 4:00 P. M.—General Business Meeting
- 4:10 P. M.—1969-70 Officers and Directors Meeting
- 6:30 P. M.—Grand Banquet and Awards
- 9:00 P. M.—Dancing—Round and Square—to the music of
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