

the AUCTIONEER



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IN JULY IS SOMETHING ELSE

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Let us take this opportunity to thank those of you who waited so patiently for your hats. Something new, such as this, takes a little time to get worked out. If you have not received your pin by the time this ad appears, then you can expect it just any time now. I would also like to thank all of you for your favorable comments and sincerely hope you are as satisfied as you say you are.

We are now shipping straws, as well as felts, made from the finest milan, in the same style, shape and color as the felt. The brim widths are the same, 2", 2¾" and 2⅝". We have found the hats to be cut in full sizes so if you are in doubt, order one size smaller.

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THE AUCTIONEER
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Association**

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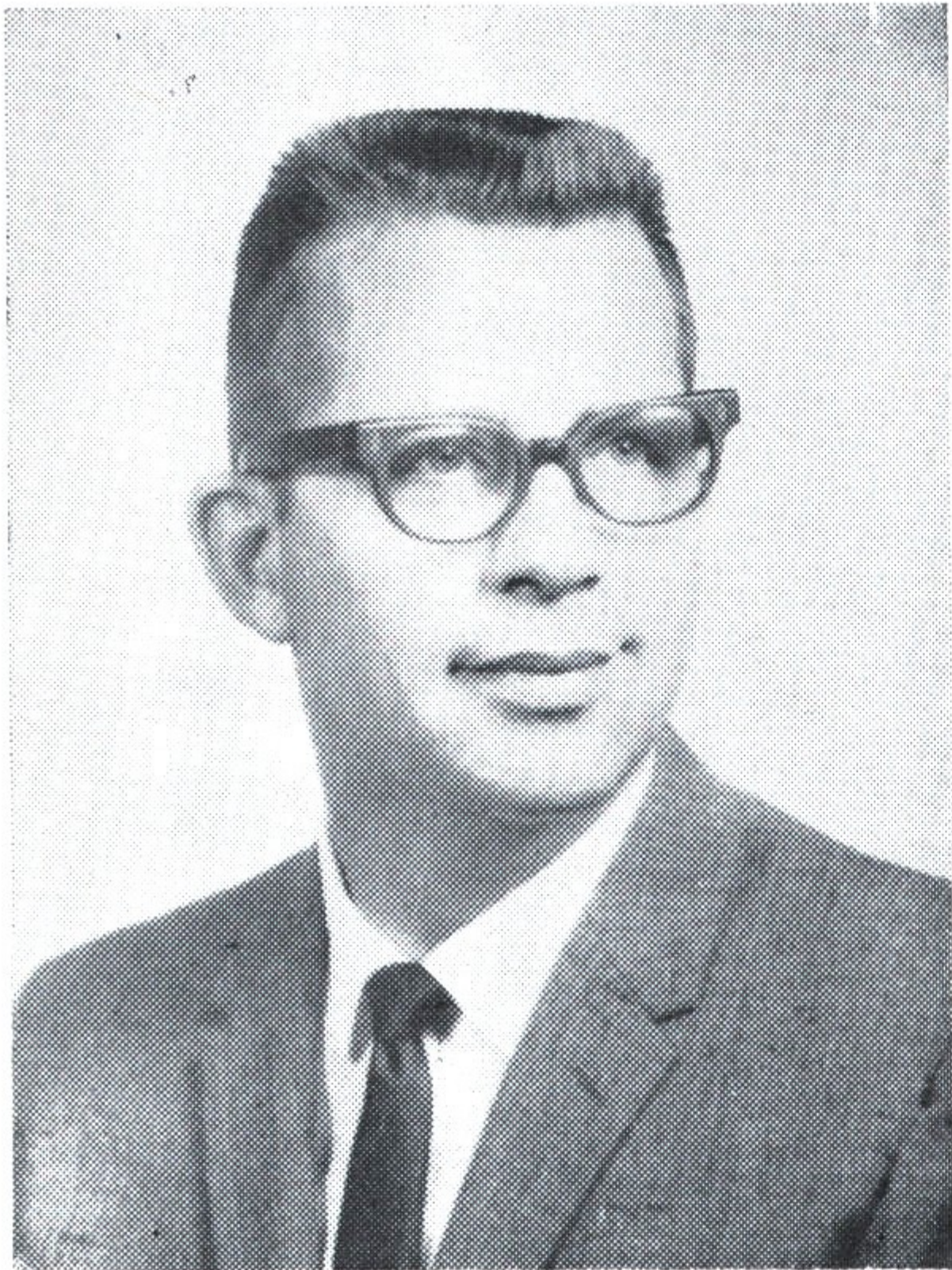
EXECUTIVE OFFICES

901 S. Jackson St. Frankfort, Ind. 46041

To The Membership

By B. L. WOOLEY, President

The last quarter of my term, serving you as your president, is now in progress. A great deal of correspondence by letter, conferences by telephone, state meetings by visits and many conversations with individual auctioneers have transpired since I left an enthusiastic convention of auctioneers that had and have now a real interest in



their auction profession. A detailed report will be presented to you at the National Auctioneers Convention at the Pick-Congress Hotel in Chicago, Ill., July 20-22, 1967.

Our national organization is now incorporated as directed by your Board of Directors. The National Auctioneers Association Constitution and By - Laws have been revised, upgraded and the same have been made a part of the other. They are now ready. Much work by our Professional Registered Parliamentarian, Mrs. A. L. Darby of Kansas City, Missouri, working closely with the chairman of the incorporating committee, Dean Fleming of Atkinson, Nebraska, your President and with our National Secretary, Bernard Hart of Frankfort, Indiana, attorneys, Et Al. My sin-

cere thanks to those who have worked tirelessly and served the National Auctioneers Assn. well in this task.

I now refer to a theory that I presented to you when I made my acceptance speech last July with reference to the National Auctioneers Association owning its own home. I will quote from "Accepting the Challenge," **The Auctioneer**, September 1966 issue, paragraphs five and six: "I also stated that in my opinion it was time that the NAA have real assets, such as an office of ownership for our association which will be guided by individual auctioneers that have been elected by other individual auctioneers. This program will take planning and effort on the part of your officers and directors and I have appointed Dean Fleming, of Nebraska, to be the chairman of this Building Program Committee. You will be getting reports from him and the President on this matter as time goes by. Our accomplishments in the past have been great and this is due only to the fact that the great auctioneers in our Country have contributed their time and effort to the growth of this organization and they are continuing to do the same. With a strong willed history that we have, the determination of Auctioneers to upgrade and promote the auctioneer and his business, we will continue to grow in every way that will benefit the individual auctioneer as well as gain stature and prestige as an Association."

Your President has traveled to many state meetings since becoming an elected officer in the NAA. I still have several more state meetings to attend before our National Convention in July. This, you must know and believe; The theory and idea of the NAA owning and maintaining its own quarters, planting solid real assets, making a true known mark of our being as so many other organizations have done and will do, has been overwhelmingly accepted by the great majority of those individual

auctioneers of whom I have spoken with and discussed the matter.

I did say majority. There was of course, those that did not and do not think it was or is a good theory or idea or program. They are, however, in the minority and few in number, but they are sincere and the source is well considered. They being respected auction men, will, in my opinion, in their true democratic thinking and attitude will prevail with the majority and we will all continue to aid, benefit and promote the NAA with the best of our abilities for the benefit of the individual auctioneer who is a member of our association and this is all members.

The positiveness of those accepting the building theory further concretes the idea to even further pursue with concrete, brick, steel and glass. Our permanent national mark will be one that we can all be proud to be a part of now as well as in the future. Let us stay progressive, aggressive and meet our challenges with judicial judgement. I ask for further support in making our own profession with a National Auctioneers Headquarters in which we all may take part. All auctioneers, famous or not famous, known or unknown will have the opportunity to participate and be recognized.

I wish to remind the membership we are nearing the National Convention time, prepare and attend. I ask you as individual members of the NAA to attend the convention; it is planned for you with your interest as its top motivation. Each convention is a new and rewarding experience for those who attend.

I quote from an article "Creative-Challenge" by B. G. Coats, September issue of **The Auctioneer**, 1966, the last three paragraphs. "The convention gave us a wide assortment of topics and I feel that it is the most important and constructive convention in the history of our organization. It did not cover the entire spectrum of auction sales or the auctioneering profession as such would be impossible for the time allowed, but it did cover enough territory, all tried, tested, proven and presented by auctioneers who knew what they were talk-

ing about. Very firmly stated the convention threw out challenges and inspiration, and goals to shoot for which can not be found in any other profession. Be creative and prepared to meet the challenges. By attending your State Meetings and your National Convention, you will be better auctioneers. It was a great pleasure to meet so many fine young auctioneers and to renew old friendships."

Well stated. I feel that every one in the auction profession, whether the auctioneer has a large or small practice, should come to the National Convention to advance their own education and-or to aid or receive aid with others with their knowledge of this auctioneering profession which in my opinion is now at an all time high in all fields of the auction method and is still growing.

There are fine convention programs for you to attend. They are yours for the absorbing and enjoyment. Bring your family with you. Remember well that they are your best boosters and always will be. May you all prosper in the auction profession. I will be looking forward to being with you at the National Auctioneers Association Convention, July 20-22, 1967, at the Pick-Congress Hotel in Chicago, Illinois.

Auctioneer On Staff Of Farmer Group

Col. E. Vern "Dusty" Dustin, Billings, Mont., has accepted an appointment as Director of Field Services for the Montana State Farm Bureau Federation. He began his new assignment February 1, and has moved his family to Bozeman, headquarters of the organization.

Col. Dustin is a native of the Big Horn Basin in Wyoming. He moved to Montana in 1943 where he attended Billings Business College, majoring in accounting and business administration. He is a graduate of the Western College of Auctioneering and for several years has been a staff member at Western.

His many friends in the auction profession will be wishing him success in his new post.

Letter From The "Veep"

Dear Bernie:

I know I am long overdue for a letter or something, so will try to bring you and fellow members up to date. It has been a long winter here in the East but Spring has finally arrived and I, for one, am ready for it.

Beginning back at the first of the year we started out with a well attended Pennsylvania Sate Convention. I picked up President Wooley at Harrisburg Airport at 2:30 P.M. He was here just long enough to eat lunch, address convention and take off for home. His talk was well received by those present. We had a real good convention.

I, along with President Spencer and other Pennsylvania members, attended the New Jersey meeting the evening of February 6, at Camden, and to my surprise found that our President was stuck in Chicago in a blizzard and I would have to pinch-hit for him as best I could. Am sure that the others in attendance were as disappointed as I.

Two weeks ago I had the pleasure of being in Bismarck, N. D., for the Convention out there. I sure had a good time and probably learned more than anyone else there. Celebrated a birthday while there and came home with a new hat. Bob Penfield and his boys put on a good convention and I never saw a more enthusiastic group. Thanks a lot fellows for an enjoyable weekend.

I have had a full schedule this Spring with lots of good farm and dairy sales in addition to the regular run of farm equipment sales. Good used equipment has been moving real good again this Spring and dairy cows have never been higher. There seems to be no end to the dairy dispersals and we are already booking for fall. We wonder sometimes where the cows all go to, however the meat cow pens are full at the local livestock markets. The milk strike did not effect us here.

I worked rather adverse conditions this Spring as I got the flu bug the middle of February and had it for nearly six weeks. I never had anything like

it but I did not go down and only missed one sale in Tennessee. I had to call on NAA director Kehr and NAA member Upperman to help out sometimes and we brought the sales thru in good shape.

Bernie, the articles in the "Auctioneer" have been very good but feel we could still improve it if the boys would write in about the sales they have been having. I think we all like to read about what our fellow auctioneers are doing over the country. Come on fellows with those writeups. I enjoyed the article on Col. A. W. Thompson. I read this some years ago in the Hereford Journal and I never missed going to hear Col. Art when he was on a Hereford sale here in the East.

Sure sorry to hear about the passing of Ernie Sherlock. We sure lost a friend to all auctioneers.

Looking forward to seeing you all in Chicago in July, I remain.

Sincerely yours,
Ralph W. Horst
Marion, Pennsylvania

Building Comments

By MARGARET BERRY,
West Newton, Pa.

I have not said much lately but I guess I will think out loud. I think it is a very good idea to have a building the auctioneers can call home. Every one needs a place to call home, to make it more permanent. We need not go too deep in debt to get something. Every one must crawl before they can walk so let us take this into consideration and think about a modest place where all the records and important things of the organization can be kept.

A home to visit would make the National Auctioneers Association a more permanent thing to look forward to. A few dollars added to the yearly dues would go a long way toward the upkeep of a modest home. There was a day not too far in the past when some members had to pitch in to get the

organization out of the Red at the Conventions.

Don't think for one minute the Auctioneers would let this venture fall apart after it has been started. The Auctioneers are a determined lot. Let's talk a little more about it. Everything worth while starts out as a dream, and this has been one too long. Let's try and make it a living thing.

When Tom tried to start the State Auctioneers Assn., it was not easy. When he talked about a National Organization, he was told it was impossible, but it is now a real thing. Pennsylvania worked for 18 years to get a license; it is now a reality. And now let's see if this impossible job can also become a reality.

Terms of Sale: Cash or Credit Card

By FRED G. QUICK, Aurora, Ill.

The appearance upon the scene of the Credit Cards should be worth noting by the historians that record changes in the auction profession in the past decade. Only a few years ago the auctioneer was hired only to conduct the auction. He was expected to show at least five minutes before the sale started. Then he had to be able to announce the terms as: Cash, nothing to be removed until settled for, not responsible for accidents if any should occur. Quite possibly he would then meet his clerk and cashier for the first time, certainly not be responsible for their acts or ability. Of course, the seller hired the auctioneer, clerk and cashier but not always in that order.

Today we have automation and other modernistic trends. Many auctioneers offer complete services. They have their own crews of necessary help. The seller is willing to pay a better commission to the auctioneer for these extra services. Another new service that can be offered by auctioneers is where this new credit card comes into the picture.

Certain large banks, with full cooperation of the smaller banks, here in the

midwest and central areas came out with our new credit cards. I am told this was done so they might get part of the action that was going to revolving charges etc., used by big department stores and mail order houses. This would give them a chance for some of the high service charge interest. In there haste they made this service available to every merchant whether he be hairdresser, exterminator and even auctioneers. Credit cards were mailed to all consumers, buyers, etc., often without their request. In fact, my 15 year old son received two such cards, which gave him freedom to charge all he wanted as long as no single purchase was over \$50.00. So, in fact, about everyone had a card and most all sellers were in position to honor them.

We auctioneers that decided to give it a try found that the cost of joining the service was very small. Then we pay a small discount when we cash in the charges. Some of the advantages have been that these charges are made without recourse on the auctioneer or seller. A credit card can be honored where checks are questionable. And auctioneers that are running regular or auction house sales may use this for the person who wishes to "Mail a check" or pay a deposit and balance on pay day, etc.

Our first experience, just before Christmas showed that many people were using them at our sales. Are biggest buyer at an antique auction in December was a bank vice president and he used a credit card. Auctioneers that are using this service say that charges by credit cards is running as high as 40 per cent of the total sale in some auctions. One Antique auction in early January seen a purchase of several hundred dollars, authorized as chargeable, by a buyer from Indianapolis, Ind., buying in Northern Illinois.

This brings to light the fact that bankers tell us it will be only a matter of time until buyers, with credit cards, will be able to buy and charge at auction most any place else in the country.

So now when we give terms of Sale we say Cash OR credit card.

Where Are We Headed?

By JOHN A. OVERTON, Albuquerque, N. M.

Our Profession — where is it headed? Sometimes I wonder whose fault it is.

Primarily, I believe it's a lack of communication nationally that is the basic reason for the "dog eat dog" aspect of our profession.

It seems to me that practically all auctioneers except the few top auction-



eers in the profession, degrade it and belittle their own ability by working to cheaply.

I receive letters from various auctioneers who say "Let's get on the ball let's get rolling", and it all sounds like a professional politician at a County Rally.

Not a concrete request to do anything — they are for "Motherhood", "The Flag", "children and prosperity for all". Who isn't? But where is the concrete request to do a particular thing?

In any organization there are many who are quick to criticize any existing program, but are at a loss to give a concrete line of procedure to follow!

In other words we have a National Secretary — we have a Board of Directors — why doesn't someone write to

them and tell them what they want done and how to do it?

The following is taken from a letter I received which will be as good an example of "waving the flag," "executing the black guards", "kicking the vandals out", without saying a thing I've ever read!

"Six months have now passed since Col. Wooley suggested that we own our own National Home, and not one officer has given an expression of his opinion. Are they afraid to let themselves be heard? An example of apathy personified! What is the reason our Association is losing 400 members per year throughout the various States? There is a reason for this, aside from deaths, and that reason should be determined and action be taken to rectify it. But I ask you "What is being done"? The percentage of dropouts is exceedingly high for such a small membership. A membership of 5000 is not too high a mark to shoot at, but when suggested, there are those that say it's impossible. Nothing is impossible, it may be difficult, but it can be done, and you will not have to engage a professional to do it. If there is peace and harmony among the members, and there will be if they can be inspired and enthused, and if we enter into constructive thinking and projects that they will take an interest in, the membership will increase by leaps and bounds.

This requires dynamic constructive leadership by men who have initiative. It will never be achieved by taking the attitude of "let's see what happens".

I am going to try to answer his questions and analyze his proposals! Now let's take the statement that not one officer expressed his opinion. This matter was discussed by all officers and directors for two years before it was submitted to the membership for their

reaction. If it had not been the opinion of most that it was desirable, then it would have been dropped. Being a Democratic Organization, it was brought to the attention of the membership to think about discuss, and eventually vote upon, if after complete investigation, price, etc., makes it feasible.

Now we lose about 400 members out of 2200 each year according to his statements. The Auction profession loses about 90 per cent of the new auctioneers entering the profession every year, so our membership loss is much more healthy than that of th profession as a whole.

I agree that something should be done about the rate of failure in our profession! I have spoken on this subject, written about it until I sometimes think everyone is tired of hearing it, but I ask him a question. How many neophite auctioneers has he taken with his firm in the past 20 years and helped them on their way to success in their chosen field! How many other auctioneers has he taken into his auction house and shown them the things he learned in 20 years of successful operation. This is what it takes to stop the loss of 400 neophinte members each year, and the far greater loss to the profession of the 90 per cent who go into the auction business and can't make a living!

A membership of 5,000 is not too high to shoot at he says, but where is his ammunition, where is his gun? I would appreciate a step by step proposal so that I can understand how it can be done!

From before the Birth of Christ until 20 years ago, the auctioneer was a "loner". He was wrong but he was a "loner" anyhow. We have laws in every State in the Union in every city of any size in every State. Nothing is impossible he says. I can give him a dozen towns where he can't hold an auction in the city limits without going to jail. He's right, nothing is impossible if you're willing to pay the price, but the lack of cooperation between auctioneers has made the price too high!

Any man who says he has no axe to grind is either a fool or a liar.

The axe I want to grind, that I want

all auctioneers to grind, is to build the auction profession to the point that a clean, wholesome, young man, filled with a burning desire to serve his fellow man can get into the profession and earn enough while he's learning, to live as least as well as those starting in other professions.

We've had lots of auctioneers from many states visit us and I'm sincere when I say any auctioneer who wants to spend a week or a month visiting us in our home as a guest and watching our operation and learning as much as we can teach him, is welcome anytime

I owe a lot to some good auctioneers who taught me what little I know and the only way I can repay their kindness is to pass it along to someone else, and I believe that if each of us will give a little more of our time, our knowledge and ourselves to the profession, that some day it will be as well organized as is the Medical profession!

I would be glad to hear, and so would every director and officer in the N.A.A., of any and all ideas to build our organization solidly and soundly in the future as it has grown in the past 20 years!

Here's to bigger and better auctions by bigger and better auctioneers in the future!

Polled Herefords Find Ready Market

Fifty-three entries sold for \$33,795 at the 14th Annual East Tennessee Polled Hereford Sale early this spring.

Top seller was the reserve champion bull, bringing \$3,250. Top female sold for \$3,000. Buyers were present from a several state area.

Auctioneers were Jewett Fulkerson, Liberty, Mo.; and Morris Fannon, Pennington Gap, Va., both of whom are members of the NAA.

When we were children, we walked to school and back each day. Now we spend \$5,000 for a bus to save the kids from walking — and \$50,000 for a gym so they can exercise.



Western College of Auctioneering

On the opposite page are members of the March, 1967 Class of Western College of Auctioneering, Billings, Montana.

Left to right, kneeling, are: Larry Jones, Reno, Nevada; Instructors, Gene Gabel, Billings; Jack Ellis, Lavina, Montana; W. J. "Bill" Hagen, Secretary, Billings; R. J. "Bob" Thomas, President, Billings.

Second row: Dan Morrison, Salmon Arm, B. C. Canada; Lloyd A. Anderson, Great Falls, Montana; Mike Jonker, Puyallup, Washington; Haven Hendricks, Blackfoot, Idaho; Hubert E. Lepine, St. Laurent, Sask, Canada; Jack Vaandrager, Abbotsford, B. C. Canada.

Third row: Dale Williams, Columbus, Montana; John Largent, Potlatch, Idaho; Dennis Streberg, Class President, Camrose, Alberta, Canada; Frank McInenely, Arrowood, Alberta, Canada; Keith Langille, Alberta, Canada; Don Ohman, Warm Springs, Montana.

Fourth row: Bill Hewgley, Ovid, Colorado; Arnold Olsen, Silesia, Montana; Lawrence Hubbard, Bismarck, North Dakota; Oliver Lepine, St. Laurent, Sask, Canada; Charles DeBusscam, Biggar, Sask, Canada.

Fifth row: Frank Priestley, Franklin, Idaho; Don Smith, Odessa, Washington, Class Secretary; Jim McGilvray, Klamath Falls, Oregon; Mike Nunn, Vanderhoof, B. C. Canada; Sam Cross, Harrisburg, Nebraska; G. Kent Moody, Crawford, Nebraska.

Pennsylvanians Set Summer Meeting Site

New Stanton, Pa., near Greensburg, has been selected as the site for the Summer Meeting of the Pennsylvania Auctioneers Association. The meeting will be at the Holiday Inn.

This meeting will be hosted by the Western Chapter of the PAA. Dates are June 11-12.

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AUCTIONEERS

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THE LADIES AUXILIARY

Dear Ladies:

May I take this opportunity to invite you and your auctioneering husbands to attend the National Convention of Auctioneers in Chicago, Illinois, July 20 thru July 22 at the Pick-Congress Hotel. May I say that if you have never attended the convention of your husband's chosen profession, you are in for a real treat.

It is the one time and probably the only time and place that auction people from every where are gathered together with one prevailing purpose in mind, that being to meet and learn from all the vast experiences that are shared at this convention. You will meet auction minded people from all over the United States and from Canada. You will be well fed, entertained and will receive more education in your husband's field of auctioneering. The conventions are always a lot of fun and do not forget the shopping in the big city.

Being the wife of the President of the National Auctioneers Association is really an experience for me. The only difficulty is that Brad has traveled so much, but the rewards far outnumber the travel difficulty. He has enjoyed visiting the state organizations, other auction meetings and getting to know better the fine auction people than he has ever before. He is always very impressed by the alertness, freshness and genuine interest that all the auctioneers have about their auction profession and it is true all over the country.

Brad's traveling has always been amusing to me and a joy to Brad most of the time, however the air strike, weather from snow blizzard to summer storms, fog and mechanical difficulty always adds to his trip experience. He has told me many times that if we are going to go-get; and if we are get-go. There have been several times this year that he and his suit case parted from each other during his trips.

He was on his way to New Jersey

a time back and got as far as Chicago and had the rest of his trip canceled because of snow storms, so he came south once again. The airlines lost his luggage and finally found that it went on to New Jersey the day after he was supposed to be there. But in time, they were both home and I'm sure they will be leaving on many trips yet to come. Since I am a professional mother I do not get to make trips with Brad. Our Son, Brad, has made several of the trips with his Dad and he always comes home in high spirits, spreading the auction word.

After Brad's National Auctioneers Association travel and business is concluded as an officer I hope he will get the opportunity to pass on to you, thru the "Auctioneer" some of his interesting and unusual situations that he only as an auctioneer or a professional traveler

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1966-1967

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

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

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

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

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

could meet. Some are sad, some are funny.

The convention is near — work and planning for you and your husbands are near completion. I commend those that plan to attend the convention and I urge those that are not planning to attend to reconsider and make a positive about face and come to the convention. You owe it to yourselves to learn and enjoy the only convention of its kind in the world. Hope to see and meet you at the Pick-Congress in July, 20 thru 22. Come prepared to have fun and meet new friends.

Sincerely,
Mrs. B. L. (Betty) Wooley
Little Rock, Arkansas

“Greetings”

Greetings — from this windswept paradise of laughing children, barking dogs, and whistling teakettles, to say nothing about fog, flies, mosquitoes, chilblains, colds, and pneumonia. This is the happiest place in the country. Nobody has a thing to complain about. Even Sunday is fun here. That's the day Mother takes the children and goes to Sunday School. Father takes the garbage and goes to the dump to swap stories heard during the week, none of which are fit for publication.

This is the place to live if you want to forget the cares and worries of a troubled world. Here you find homes filled with love and garages filled with old books, flower pots, birdcages, coat hangers, and featherbeds. When cleaning out an old garage, the first time in many years, to make ready for an auction sale, we found an old man with a beard down to his knees, hiding in a Grandfather's clock. The man said he was a draft dodger and had been hiding there ever since the Civil War.

Come sale day, the Grandfather's clock was displayed on the porch, and as I glanced in that direction, some man was attempting to crawl inside the clock. An assistant fished him out of there and marched him over to the stand. I said, “Young man, what did you intend to do inside that Grandfath-

er's clock?” His answer was, “I was going to call a taxi.” The boys produced a large tin dipper of black coffee and locked him in one of the back rooms. In about thirty minutes I looked in to see how he was doing — and there he stood, right in the center of the room, trying to get his pants off over his head.

Every so often one of these sales will get off the ground about like a lead balloon and this sale was one of them. The next items on my list was a large chest and a harvest table, piled high with books from this old garage. I overheard two women discussing the chest. One said “I wonder where she got that big chest?” The other woman suggested that she might have inherited it, for her mother was built the same way. There must have been a slight misunderstanding between these two women, for one must have referred to the woman who owned the chest and the other woman was looking at a rather chesty blonde. The blonde was standing near the chest and looking over the books on the harvest table. To avoid any trouble, I immediately started a conversation with the lady inspecting the books. I said “Madam, do you read much?” And her reply, “Yes, I read a lot.” The next move was mine and I knew among those books on that table were such titles as, GONE WITH THE WIND, PEYTON PLACE, DAVID COPPERFIELD, CALL OF THE WILD, TREASURE ISLAND and CHICK SALES—THE SPECIALIST. After taking a second look at this lady, I didn't dare suggest any of these subjects, so I simply said, “Madam, how do you like Kipling?” And her reply, “I don't know, I never learned to kipple!”

That is it for this time.

Author unknown

It hasn't been so many years ago when Heaven protected the working girl.

Now, it takes a union, a wage-hour law, unemployment compensation, Social Security, health insurance, and a pension!



Time Now To Arrange Summer Sale Dates

By COL. POP HESS

May is the month that we, here in Ohio, crawl out of our winter wearing apparel, look the summer season in the face and complete our chores in preparedness for the ending of the fiscal year in the NAA.

Smart auctioneers will be planning their summer schedule of sales so they can attend the National Auctioneers Convention, in Chicago, July 20-22, and arrange a vacation at the same time. This is an ideal set-up for the boys who have been busy pounding the gavel.

This 1967 Convention can go into the records with the highest number of members of all time, a record attendance and a year of progress. It is certain that auctioneers and their families, representing nearly every state as well as Canada, will be attending.

From the tone of mail that has come to my attention I note the NAA has this year a very active, working President in Col. Wooley, plus a live Board of Directors. This is what it takes along with an experienced Secretary in the home office, keeping in close touch with the many state auctioneers associations where unity is the goal.

All organizations have members who voice their disapproval on programs and procedures, yet this is natural and the public should be heard. However, through the years this writer has been presenting a column for publication I now find the strongest united front of members in the NAA. I expect the convention in Chicago to be one of distinction for a greater and stronger association of auctioneers.

As one joyful member had in his recent letter to me, "This is one Convention he will not miss as in this one ALL will be informed as to how THE COW EATS THE CABBAGE to have more

butterfat." In speaking of milk, the writer was somewhat amused at the milk holding strike when, for about ten days, they embarrassed their cows by pouring the milk down the gutter. I don't think this helped the situation nor did it pay the notes the banker held. Now they have changed their plan and are kicking the cow who produced the rich milk by selling her to the butcher. This would make milk scarce for sure and when the price has increased to suit, then they would start milking and selling as usual.

In my book, the chaps who sold the old cow to the butcher will have some trouble finding the old cows teats to hook on to as by that time she is bologna in some super market or being digested in some consumer's stomach. This same situation can become a reality to agitators who want to upset the progress of strong, clean associations who are reaching out to meet tomorrow's needs in progress.

Conditions here in Ohio, with our great population, seem to be rolling along regardless of unrest, war and strikes. Everybody wants more. They do remind me of our own profession of auctioneering — day after day the lingo is more and more money to bid. Like the old colored man who was working for my folks down on the farm and complaining about his "old woman." He was getting to where he hated to go home as all she done was ask for more and more money.

My Dad asked him what she done when he gave her more money. The old boy scratched his head and studied a few seconds before replying, "Well, Boss, to tell you the truth I have never given her any money as yet." "Do you suppose if I do she might stop begging?"

Dad suggested that it might be worth a try. He reported back later that the "old woman" is worse than an auctioneer. The more money I give her the more she comes back asking for! So as we view strikes and requests for more money in all directions it looks like auctioneers in disguise. This recalls a remark a woman made at an auction, saying to her husband, "That darned auctioneer never knows when he has gotten enough."

Our farmers and livestock men are finding labor high and hard to get. The cost of machinery is at an all time high as is the price of farm land. The average non-farmer and all others say the farmer never had it so good and he gets the blame for the high prices of produce that originates on the farm. But when it is all boiled down we become like the old chap who once said he no longer makes money, he just handles it.

Although we talk and grumble we are better off than we think even though we no longer make money (in fact, to make money is unlawful) but the money we handle is very much lawful and in handling it there are a few pennies that slough off the pile that one can pick up. If we get down to brass tacks and use some good old horse sense we can build a nest that can hold some golden eggs that will hatch a brood that makes life worth living.

We, in this great U. S. A., are eating high up on the hog and getting fat. We have today many machines and gadgets for our comfort that were not known by people who left us 35 years ago, in fact they never even dreamed of such things. We see a coming generation, now in their 'teen ages, trying to change the make-up in what they wear, and grow whiskers and hair. Many though, buy costly sports cars, tear off the hub caps and head for the drag races. But it is just an age where they enjoy kicks more than eats, some get out of hand and get boiled down to size. As the clock strikes and the world turns common sense will weave back into position. The high-priced barber will get orders to cut and shave, sort out the males from the females and the

U. S. A. will be well supplied with good American citizens.

A letter received from one of my out of state readers ribs me on giving the state of Indiana auctioneers such fine comments in my recent column. He wanted to know how come I don't write or talk more about my Ohio auctioneers. He says he has on various times met up with different Ohio auctioneers and they were tops and he was under the impression Ohio was a leading state in good auctioneers. Well, I cannot argue back to him on that subject, we do have a fine lot of auctioneers. Also, in this same letter, the writer wanted me to name the three top auctioneers in Ohio. This would be hard for me or anyone to do as we have in the top field of special services of various types of auctions many who can be listed as tops.

Yes, we have them, and I have had the pleasure of personally knowing them all and now when I am well through eighty-some years of living, to put in print what three would be tops of the breed, my happy life of living and personal contact with our Ohio auctioneers would put me in the dog house for sure. But one who has a certain type auction to be held and wants an Ohio auctioneer to fill that post, write me the details and I will give you a nice line of names to choose from, any of which will do the job.

We are proud of Ohio and our state is well known throughout the business world in all lines and it looks like we may be sprouting the next President of the United States. However, to follow this subject, I would be leading off into politics and I hate dog houses to live in but I do like the dogs that do live in the dog house. We often hear folks speak of a "dog's life". Well, I am not so sure it is a bad life when I see some of our dogs on parade on a leash held in the hands of their masters. Makes even an old man wonder if a "dog's life" isn't quite attractive. So much for dogs.

Our next column will be for the June issue and much will be on our pages concerning the National Convention in July. This writer will have completed

some 15 years with a column in each issue. The question as of now, with all other business interests in retirement, it would be best I retire the column and make room for a better writer. For the past five years, at convention time, I have thought the management would make that decision for me and say "retire". So it could be they will do just that and make my decision easier to make. For now, I will set around the open door of the dog house and smell the feeling I may have when the convention is over.

Thanks for the many letters and cards that reach me from many states and a scrap book that is worth referring to in my leisure hours.

A LITTLE "TOE STEPPING"

If all printers were determined not to print anything till they were sure it would offend nobody, there would be very little printed. —**Benjamin Franklin**

Anniversary No. 65 For Nebraska Couple

Mr. and Mrs. Dan J. Fuller were united in marriage at the home of Mrs. Fuller's parents, Mr. and Mrs. George W. Cavitt, in Woodland, Ill., February 26, 1902. They went from their to their home at Oxford, Ind., where Mr. Fuller was engaged in farming and auctioneering.

In July, 1910, the Fullers moved to Albion, Nebr., where they have lived ever since. Col. Dan has been engaged continuously in the auction profession, selling real estate and livestock auctions.

On February 26, 1967, the Fullers celebrated their 65th Wedding Anniversary, with invited guests, to a Five O'clock Dinner, at the Albion Country Club.

Attending were Col. and Mrs. Leon Nelson, son Chris and daughter, Lissa; Col. and Mrs. Ray Flanagan, son Dav-



Mr. and Mrs. Dan J. Fuller on their 65th Wedding Anniversary. They report the occasion to be one of the happiest times of their long life together.

id, and daughter and son-in-law, Mr. and Mrs. Maynard C. Findley and son Charles. The Nelsons' oldest daughter, Mary Lynn, is attending Nebraska University and could not attend.

Special guests were Rev. and Mrs. David F. Gustafson. Rev. Gustafson is Pastor of the Congregational Church in Albion.

Col. Dan J. Fuller is no doubt the oldest active auctioneer in the State of Nebraska. He and his co-workers sold their usual large number of personal property sales as well as 30 farms during 1966. Col. Fuller says land brings a good price in Nebraska, and each of the farms sold brought more than was estimated by the sellers.

LONGORRHEA

The victims of this plague today
Are patient, mostly mirthless men
Who use a hundred words to say
What would be better said in ten.
Adapted from Paul Scott Mowrer

"Brad Wooley Day" In Arkansas, June 4

BY MILO BECK

"Brad Wooley Day" has been scheduled for June 4, 1967, by the Aggressive Auctioneers Association of Arkansas. Labeled as the biggest event of the year as far as auctioneers are concerned it will take place at the Bill Fisher Restaurant, 1½ miles north of North Little Rock, on Highway 365.

This is a family meeting and you are requested to bring the whole family. Brad Wooley will be guest speaker and Tony Thorntown, President of the Missouri Auctioneers Association, will be in charge of the Fun Auction. Everyone is asked to bring an article to sell.

Auctioneers, everywhere, are invited to be present and enjoy the fellowship. No reservations are needed. Meeting will begin with Luncheon at 1:30 P.M.



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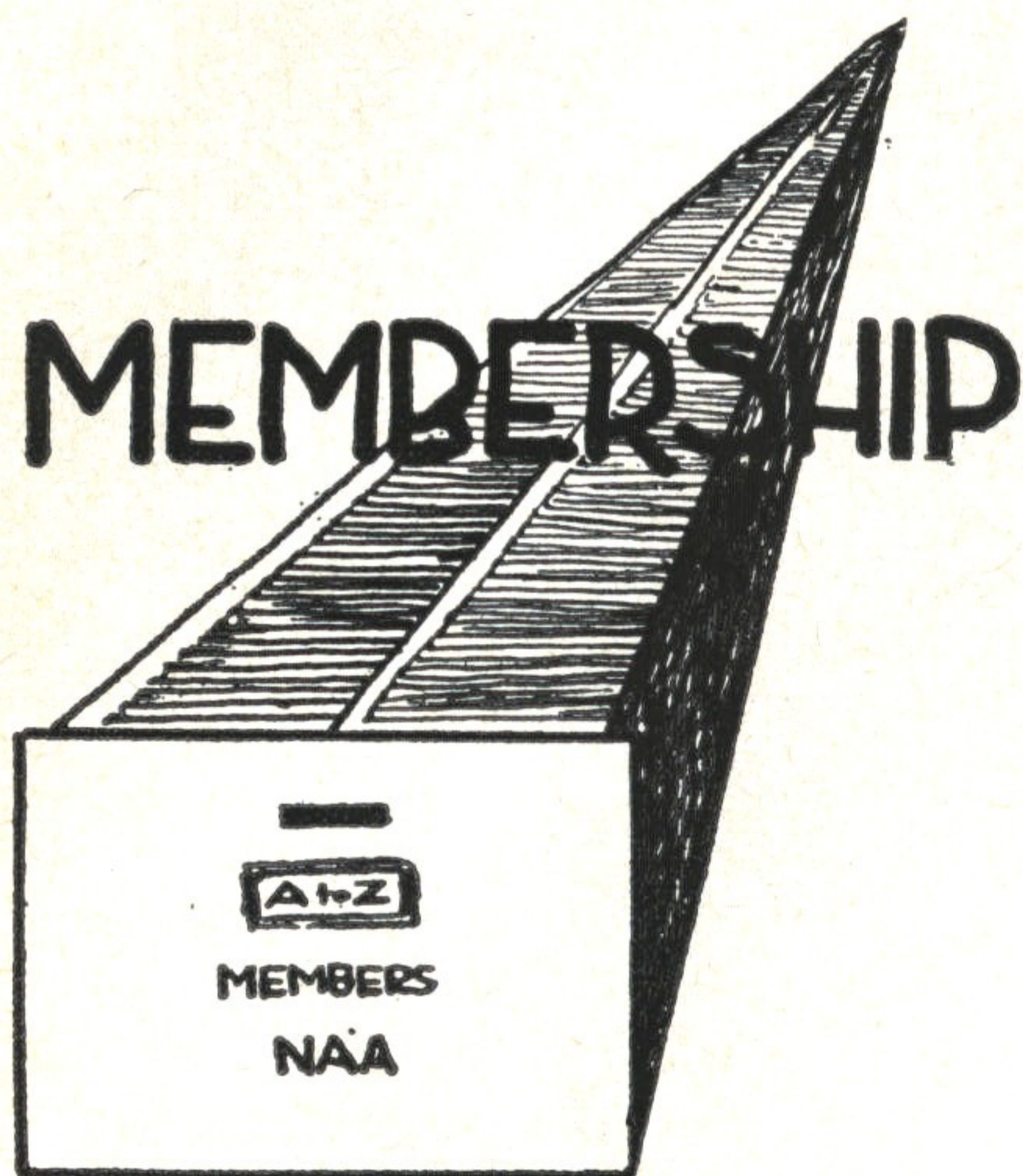
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 Hugh James, Illinois
 James E. Allen, Illinois
 Hy Fogel, New York
 C. William Cubberly, New Jersey
 Dean Cates, Missouri
 James C. Thompson, Illinois
 Max Pollack, Rhode Island
 Fred F. Rowe, Massachusetts
 * John C. Jones, Jr., Tennessee
 (* indicates a new member)

ASK THE MAN IN THE MIRROR...



What would the Association be
 if all the members worked like me?

Livestock Marketmen Vow Better Merchandising

Kansas City, Missouri . . . Leading livestock marketmen from throughout the nation have pledged an accelerated merchandising drive toward a goal of higher competitive prices in live cattle, hogs and sheep. The action was resolved at a meeting of the Executive Committee of the Certified Livestock Markets Association in Kansas City, April 15 and 16.

The action taken by the leaders of the industry trade association of over 800 competitive livestock markets was prompted by an analysis of livestock industry conditions and current levels in cattle, hog and sheep prices.

"The industry role of livestock marketmen compels a concerted drive by each of us throughout our trade areas to expand and intensify the merchandising services which we extend to sellers and buyers of all classes of cattle, hogs and sheep," Ingvard Svarre, Sidney, Montana, president said. "Our efforts and our services for cattle, hog and sheep growers and feeders as sellers and buyers and to processors and retailers of beef, pork and lamb are directed in every way which will assist in promoting and merchandising the best food products for the nation's table today: beef, pork and lamb," Svarre said.

In a special letter to each CERTIFIED LIVESTOCK MARKET Svarre called for accelerated action on the part of each in five specific areas of business endeavors.

1. Application of a positive and aggressive approach in merchandising all classes of cattle, hogs and sheep as products rather than as commodities;

2. Expansion and intensification of all market services to livestock sellers and buyers which assist in obtaining a fully competitive determination of product prices;

3. Assertion of the industry role of

competitive livestock marketmen in all ways which lend greater support to the meat merchandising efforts of processors and retailers;

4. Cooperation in industry efforts at all levels to improve economic conditions throughout the livestock industry; and

5. Active participation in an acceleration of beef, pork and lamb promotion with consumers.

The trade body also announced inauguration of a Livestock Merchandising and Promotional Agency and a Livestock Board of Trade, both of which were described as providing expanded customer services for use by the trade name livestock markets. The Agency will equip each market with unique advertising and promotion pieces concerning the values involved in fully competitive determination of livestock and meat prices. Subscribers to the Livestock Board of Trade will apply expanded services to livestock buyers at the markets in handling, loading and transportation of livestock to destination.

TEN TIPS ON USING CREDIT

In these days of tight money, when credit is at a premium and sometimes hard to get, business men and individuals who use it wisely stand the best chance of obtaining more, if and when they need it. Three Michigan State economists put together these rules for borrowers to follow:

1. Know your business. Where does a dollar spent give you the most profit?

2. Know yourself, what you can and cannot do.

3. Know your lender. Will he stick with you and give you advice on management?

4. Be honest with your lender. Consolidate your debts and let him know where you stand.

5. Keep good records. Since they tell you where your profits lie, time spent preparing them will yield maximum returns.

6. Keep credit reserves. Don't borrow to the limit.

7. Know what your credit actually costs.

8. Learn to live with credit. Most businesses have some debts.

9. Don't involve yourself in an impractical repayment schedule — one that makes life "not worth living."

10. At least once a year, review your credit and financial position with your lender.

North Dakota State Convention Pictures

On the following pages is a picture review of the 1967 North Dakota Auctioneers Convention. The photos are identified as follows:

No. 1 - 1967 NORTH DAKOTA CHAMPION AUCTIONEERS

L to R: Wilbert Kroh, Bismarck, Champion; Lester VanBeek, Linton, North Dakota, Reserve Champion; Truman Kongsle, Herried, South Dakota, runner-up.

No. 2 - SATURDAY EVENING SMORGASBORD

Sponsored by the Ladies Auxiliary to the NAA. About 55 were in attendance.

No. 3 - NEW OFFICERS AND DIRECTORS OF NDAA

L to R: Bob Steffes, Arthur, North Dakota; Armon Wolff, Golden Valley, North Dakota; Lester Lien, Heaton, North Dakota; Norman Aldinger, Cleveland, North Dakota; Charles Wilkes, Park River, North Dakota; Wilbert Kroh, Bismarck, North Dakota; Bob Penfield, Bowman, North Dakota.

No. 4 - PRESENTATION TO FOUNDING PRESIDENT

Colonel Frank Fitzgerald of Bismarck, first president of the ND Auctioneers Association being presented with a hand tooled leather plaque honoring him as the first state president, presented by out going president Wilbert Kroh. It was hand tooled and designed by NDAA and NAA member

Harold Nordwall of Turtle Lake, North Dakota.

No. 5 - SUNDAY AFTERNOON BUSINESS MEETING

Seated on each side of the speaker's rostrum are outgoing President Kroh and on his left Seminar Instructor and featured banquet speaker, Ralph Horst of Marion, Pennsylvania, first vice-president of the NAA.

No. 6 - NEW OFFICERS AND DIRECTORS OF NDAA AUXILIARY

L to R: Mrs. Lester Lien, Heaton, North Dakota; Mrs. Wilbert Kroh, Bismarck, North Dakota; Mrs. Frank Fitzgerald, Bismarck, North Dakota; Mrs. Norman Aldinger, Cleveland, North Dakota; Mrs. Armon Wolff, Golden Valley, North Dakota; and Mrs. Bob Steffes, Arthur, North Dakota.

Kansans Ready For Annual Convention

BY DICK BREWER, Secretary

Members of the Board of Directors of the Kansas Auctioneers Association held a meeting at Hays, March 12, for the purpose of planning their Annual Convention.

May 27-28 were the dates selected and the Convention will be held at the Ramanda Inn, in Hays.

A pool side, chuck wagon dinner is planned for Saturday evening, followed by a Fun Auction.

Sunday's Program will get under way at 10:00 A.M. with a full day of talks and panel discussions. NAA President, Brad Wooley, will be the featured speaker at the Noon Luncheon.

Format of the program will be similar to that initiated a year ago with the conclusion coming at approximately 4:30 P.M., enabling registrants to return home at an early hour.

Members, guests and visitors are urged to attend as a most informative Program has been planned.

Any auctioneer who thinks he is more intelligent than his wife is married to a smart woman.



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Auction Of Schools Recalls Memories

MINERAL POINT, Wis. — The Mineral Point Unified School District recently auctioned three unused rural schools and two homes in conjunction with the new elementary school building program.

The auctioning of the Oak Park school building brought many memories flashing through the mind of Auctioneer Earl Clauer. Col. Clauer is a veteran auctioneer, a past President of the Association of Wisconsin Auctioneers and a member of the National Auctioneers Association.

He was seeking bids on the school where he got his first eight years of schooling, where his father attended school, where all of his children attended school and where many other relatives had their first taste of readin', 'n writin', 'n 'rithmetic. In fact, since Earl first enrolled in the Oak Park school there had been at least one Clauer in attendance there every year until classes were discontinued in the building last spring.

The original Clauer farm, now occupied by Earl's brother Francis, is just a mile from the Oak Park school. The new home which the Earl Clauers recently built, is even closer to the school which has so much history of the Clauer family involved in it.

The school had operated 100 years until it was closed last spring. Earl's oldest uncle attended classes there 90 years ago. His father and all of his aunts and uncles received their schooling in the little one-room school atop a hill on Highway 151 south of Mineral Point.

One of the auctioneer's aunts, Aminta Clauer, taught school there at one time. Earl said he could remember that she was paid \$25 a month and had to do her own janitor work.

Thinking of his own school days, Earl remembered that there was no well at the school at that time and the boys had to take turns carrying water in a bucket from a neighboring farm. "We were never in much of a hurry," he recalled, "and sometimes we would get

back so late with the water that we had missed a class."

Earl also noted that he, his brother and his father had all served on the Oak Park school board at one time or another. Francis was a member of the board at the time the school was absorbed into the Mineral Point Unified district.

In addition to Francis, Earl's four sisters attended school at Oak Park. They are Mrs. Don Sporle, Mrs. George Schultz, Mrs. Vincent Palzkill and Mrs. James Tibbits.

The auctioneer's two sons, Raymond and John, and daughters, Mrs. Mary Quartuccio and Mrs. Marsha Baltes, also were among those who attended the school.

Carol Clauer, niece of Earl Clauer, was the last member of the family to attend Oak Park. She is now a student in the Mineral Point schools.

Indiana Draft Horse Breeders Auction

The Indiana Draft Horse Breeders Ass'n. held their 19th Annual Sale, March 8, when 127 Draft Horses were sold.

Sixty-two geldings were sold averaging \$494.00 per head. Melvin L. Miller, Sullivan, Ill. had the highest priced horse, a sorrel Belgian bringing \$875.00. Second high price gelding, a grey Percheron, consigned by Miles McGrew, Walnut Grove, Ill., brought \$800.

Five Belgian Stallions averaged \$575. Chas. O. House, Arcadia, Ind. had the top price at \$900. Second high price was from Wayne L. Yundt farm, Lafayette, Ind., at \$575.

The Belgian Mares totaled 52 head averaging \$477.00. Earl Bowman, La-Fontaine, Ind. sold the two highest priced mares at \$1500 and \$975 respectively.

Percheron stallions numbered four, averaging \$375. The black stallion owned by Robert E. Jones, Farmer City, Ill. brought \$500 and Jerry Rybold, Swayzee, Ind. had the second high price, a coming two year old which went for \$370.

Seven Percheron mares averaged \$403. Top mare from Robert E. Jones, sold for \$600. John W. Tape, Mechanicsburg, Ill., had three mares that brought \$400 each.

Romayne Sherman, Goshen, Ind. handled the bids. Arnold Hexon, Dale Wetzel and Harry Miller were in the ring assisting.

Forty-two horses stayed in Indiana, 15 went to Canada and 19 to Ohio. Buyers were from Connecticut to Texas.

Jim Thompson Gets Show for Convention

"A Night With The Stars" is the title of the Variety Show that will be presented to registrants at the 1967 National Auctioneers Convention in Chicago, the night of Friday, July 21.

Veteran entertainer, James Thompson, Bensenville, Ill., has again arranged an evening of entertainment to delight the entire family. Jimmy Thomp-

so is a member of the National Auctioneers Association and has MC'ed two previous Variety Shows at NAA Conventions.

It was he, working with another veteran of show business, Dave Malcolm of Chicago, who presented the first Variety Show to a NAA Convention. This was in Indianapolis, in 1955. Again, in 1960, this pair brought us another outstanding program at Louisville. Jimmy Thompson is now semi-retired but was delighted to aid in this part of the program when invited to do so by Convention Chairman, Fred Quick.

"A Night With The Stars" will include some very outstanding acts presented by the country's best talent. There will be more about the program in the next two issues of **THE AUCTIONEER**.

Did you hear about the 9-year old lad who shot both his parents and pleaded with the judge for mercy because he was an orphan?

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Well established over a long period of years — combination living quarters — nice yard — Approximately 250 seating capacity.

L shaped loading dock (Covered)

Large crowds — good sales — located in a large farming area — mild climate — plenty of potential business.

Selling on account of too many interests including 2 auction markets and a fishing resort.

WEAVER'S AUCTION

2332 E. Melrose

Walla Walla, Washington



Auction of Court House building attracts the curious as well as buyers as it was sold for a figure that exceeded appraised valuation.

Courthouse Auction Attracts 500 People

Anything and everything can be and is sold at auction. On March 28 of this year the Cullman County Courthouse at Cullman, Alabama, was sold at auction for \$113,000.

Auctioneer was NAA member, Col. Jim Casey of Southern Auction Co., Birmingham, Ala. He had the assistance of six ringmen and a clerk.

Since there were actually two buildings to be sold, the Courthouse and the Annex, they were offered in separate lots with the reservation that they could be combined and sold.

Bidding started on the Courthouse Annex at \$30,000 and proceeded to a top

bid of \$42,500. Opening bid on the Courthouse was \$40,000 and it reached a high of \$67,500. This made a combined figure of \$110,000. The two parcels were combined and the bidding went to \$113,000. **THIS WAS \$13,000 MORE THAN THE APPRAISED VALUE OF THE PROPERTY.**

Advertising was through direct mail brochures (2 color), newspapers and radio. To create further interest, a contest was conducted, offering a prize to the person who guessed closest to the final selling price. The winner "hit it on the nose."

Some 500 people, thought to be the largest crowd to ever attend a real estate auction in Alabama, witnessed the sale.

Auction Of Antiques Attracts Large Crowd

One of the largest auctions of its type in East Tennessee, was the two day liquidation of a collection of antiques and hundreds of other items of Mr. and Mrs. W. D. Hicks, Knoxville. Col. Norman Wilder of the Wilder Auction and Real Estate Co., Morristown, Tenn., was in charge of the sale.

Buyers were present from a wide area to take home the many interesting and unusual items. These included an 87 year old Grandfather clock, a Murphy bed, a love seat and the item in the picture.

Selling started at 10:00 A.M. each day and a good crowd was on hand throughout both days. TV and radio news media covered the auction.

Think twice before you speak—if you intend to say what you think.

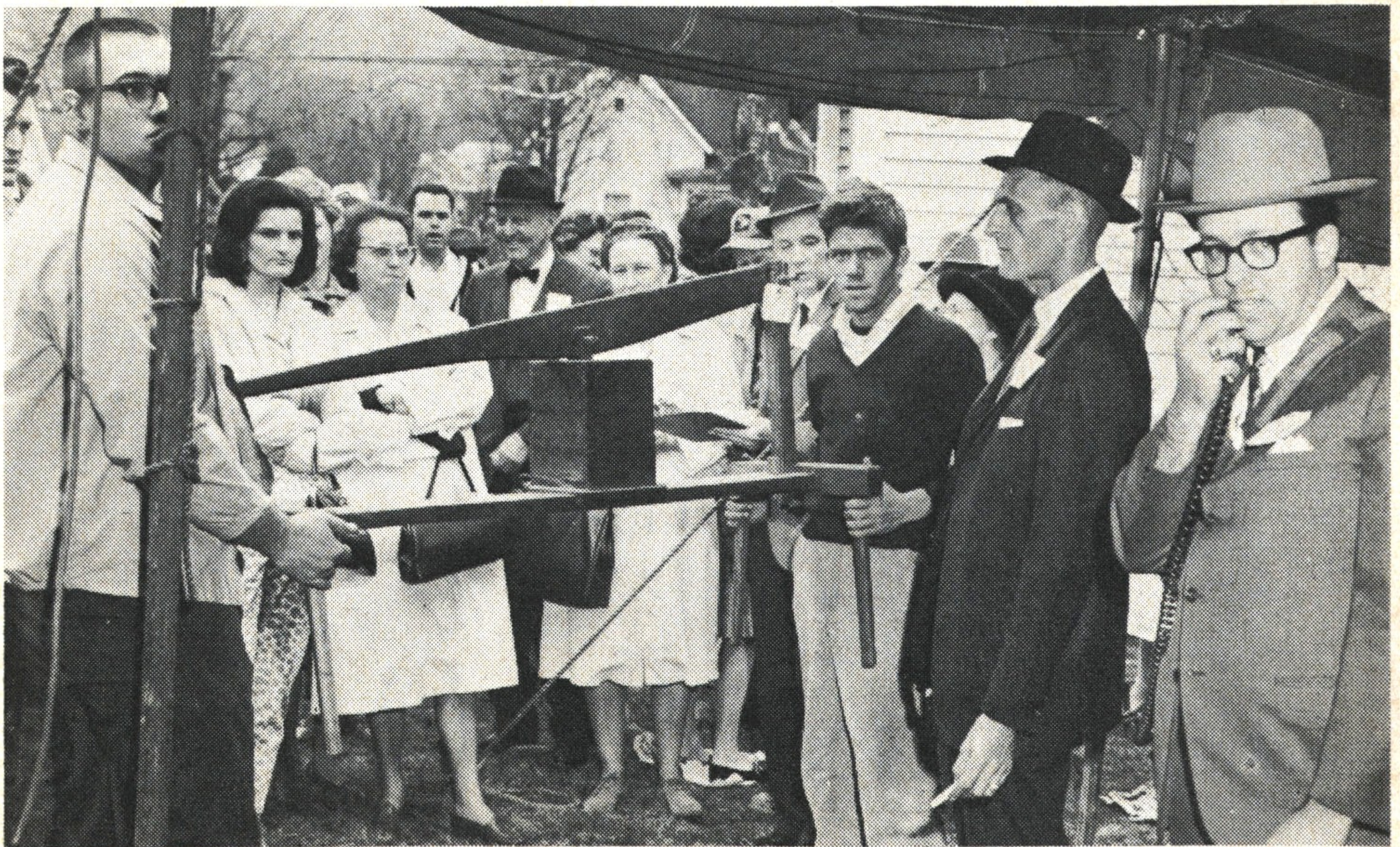
Heart Seizure Fatal To Tom McCord

Tom McCord, nationally known auctioneer at Montgomery, Ala., died Feb. 28 in a Birmingham, Ala., hospital where he had been a patient three weeks following a heart seizure suffered while driving his motor car.

Col. McCord began his career as a railroad telegrapher. In the 1930s he became associated with the Union Stock Yards at Montgomery, an occupation that induced him to go to auction school, a decision which eventually resulted in his presiding at important sales in many parts of the nation but which saw him best known in the Southeast.

Col. McCord had held membership in the National Auctioneers Association for many years. He was a participant in the 1953 National Convention program at Columbus, Ohio.

The trouble with political jokes is that sometimes they get elected.



You name it. This was only one of the many rare items sold in the W. D. Hicks sale at Knoxville, Tenn., in March. Some folks identified it as a coffee grain smasher, but others disagreed. Norman Wilder, NAA and TAA member, is the auctioneer.

Kentuckians Mark Tenth Anniversary

By WILMA ATHERTON, Secretary
Members of the Kentucky Auctioneers Association met at the Sheraton Hotel in Louisville, April 2-3, for their Tenth Annual Convention.

Registration began the afternoon of April 2 with a Banquet in the evening. A humorous address by Mr. Richard Tague was enjoyed by all who were present.

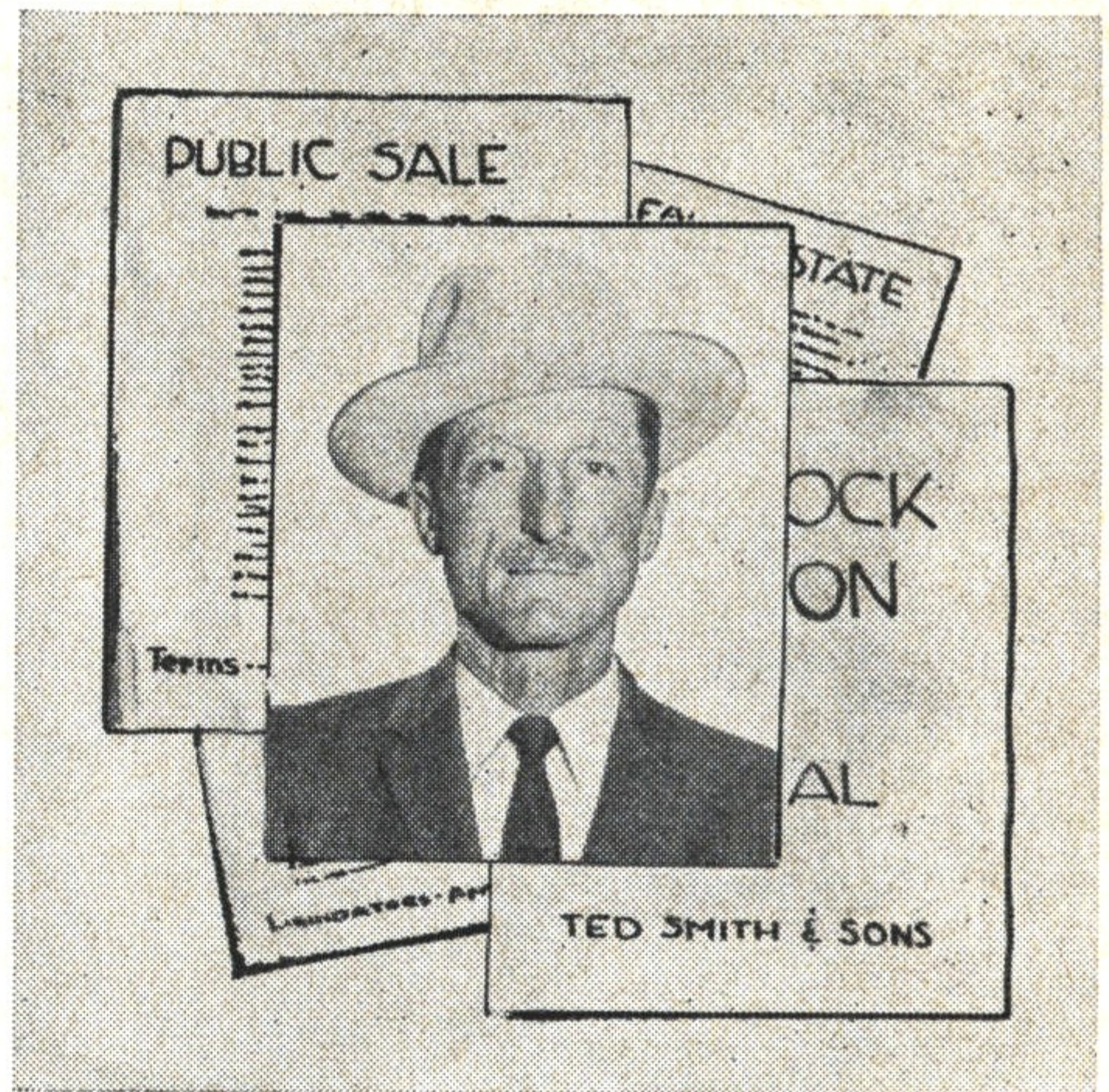
A general business session opened the Monday program and the following officers were elected for the coming year: Col. Wayne Kessler, Campbellsville, President; Col. Walter Fritts, Mt. Sterling, 1st Vice President; Col. Russell Beams, Mumfordsville, 2nd Vice President; Wilma Atherton, Hodgenville, Secretary - Treasurer.

Col. O. M. Faust, Louisville; Col. J. O. Briggs, Stanton; and Col. C. Roger Lewis, Morehead, were elected to three year terms on the Board of Directors.

A Group Luncheon was enjoyed at noon, followed by a very interesting program prepared by the Commissioners of the Board of Auctioneers.

Col. Jim Stevens, a past President of the Tennessee Auctioneers Association, was an out of state guest.

Auction Shorts



I ran across a brochure dated 1911, advertising a new addition of 128 lots to Columbus, Nebraska, known as the Belmont Addition. Some of the contents were most interesting to me, so I thought they might be of interest to others.

The following are some of the comments carried in that brochure:

THAT—it is the best place for your children—morally, physically and socially.

THAT—the prices are lowest, \$79 to \$249, only a few slightly higher.

THAT—the terms are the easiest and simplest ever offered, \$1.00 down, then \$.50 a week. You can pay more if you wish, and get 10 per cent discount on \$10.00 or over at any time and 15 per cent discount for all cash within 30 days.

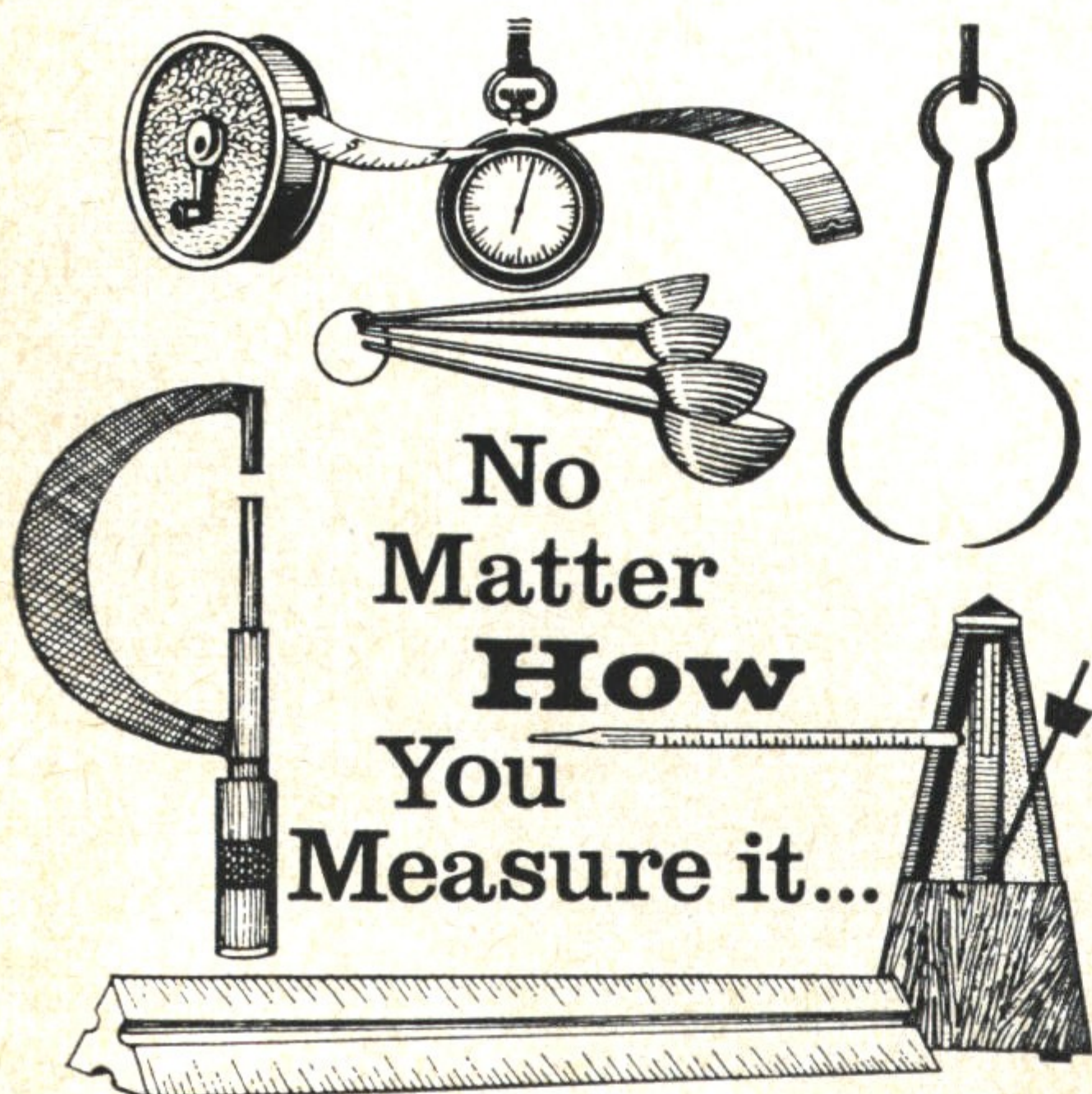
THAT—no interest is charged, and we pay the regular taxes for three years.

THAT— when you are sick or out of employment, you don't have to pay for ten weeks.

THAT—the lot is yours to cultivate or improve when you pay one dollar.

THAT—while you are only required to pay Fifty Cents a week, you can pay monthly, quarterly or annually.

THAT—Belmont has rich, fertile soil, and you can raise enough vegetables and fruit on every lot to pay for it on these unheard of terms.



Your **MEMBERSHIP** is Worth While!

THAT—you can have full possession of the lot as soon as you sign the contract. You can build on it, plough, plant or raise chickens on it. Surely sounds like maybe the good ole days.

Henry Buss
Columbus, Nebraska

Kentucky Rotarians Hold Large Auction

Another successful auction was conducted this spring by the Rotary Club of Maysville, Ky. Some 500 items were sold in a 7½ hour session. More than 1100 prospective buyers registered for the auc'ion.



W. Lee Holton sells set of plows in the big auction sponsored by the Maysville, Ky., Rotary Club.

Rotary Club members donate their time and efforts for this sale, held annually in a looseleaf tobacco warehouse that covers approximately 10 acres under roof. Mr. W. O. Ellington, Maysville, is sale chairman.

Auctioneers are NAA members, Robert Ruggles, Manchester, Ohio, and W. Lee Holton, Ripley, Ohio.



Both spreaders of good will in this photo as auctioneer Bob Ruggles sells manure spreader in Maysville, Ky., Rotary Auction.

Cecil Emrich Will Address S. D. Meeting

By OLE HALL, President

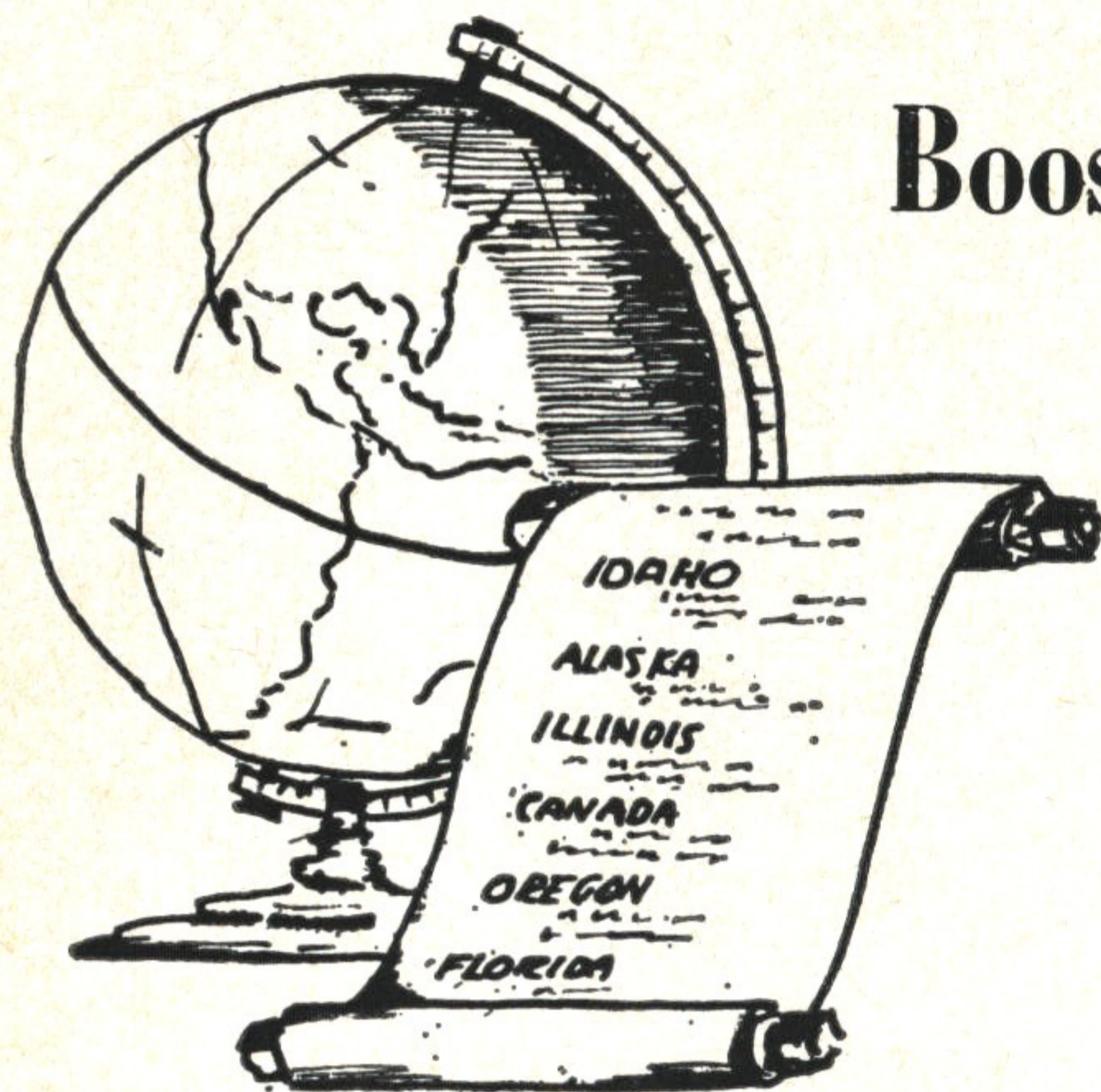
Cecil Emrich, Norfolk, Nebr., has accepted an invitation from the South Dakota Auctioneers Association to address their group following the Banquet, Saturday evening, June 10.

Mr. Emrich is one of the owners of the largest livestock auction market in the U. S., and is currently serving as President of the National Livestock and Meat Board. He is extremely active in the Nebraska and National Auctioneers Associations and the Livestock Auction Market Association, having held posts of responsibility in all these organizations.

A group from "The Dakota Farmer" will provide a portion of the afternoon program, the same day. Others of particular capabilities will round out the program which will be held at the Holiday Inn, in Aberdeen, June 9-10.

A young boy of five was fishing in a bucket in his front yard when a passerby stopped and asked, with a twinkle in his eye: "How many have you caught, young fellow?"

"You're the third," the boy replied.



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.

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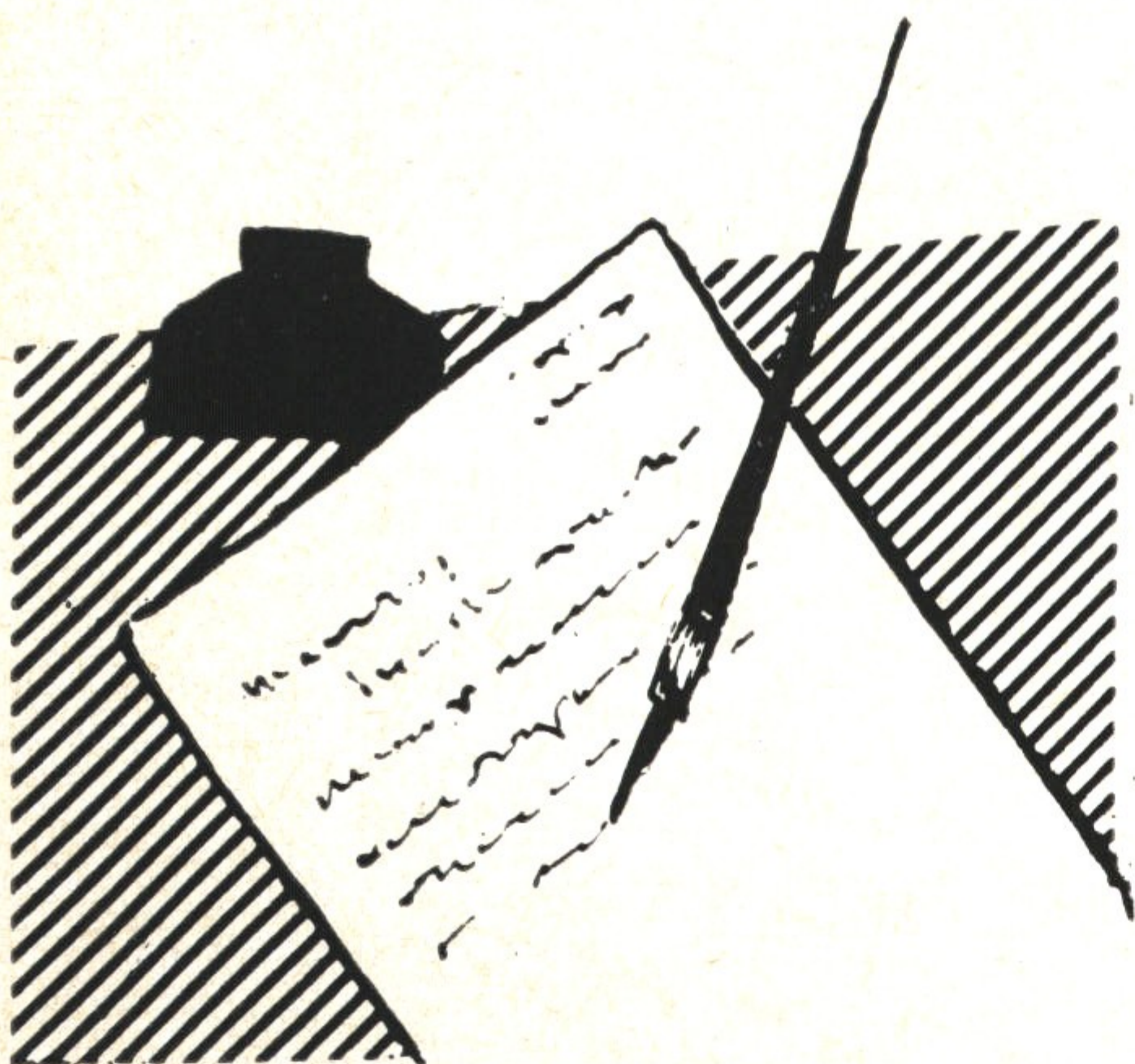
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THE MEMBERS SAY . . .



Dear Sirs:

I am sending check for my membership in the National Auctioneers Association. I like "The Auctioneer" and look forward to getting it each month.

Best of luck to NAA members throughout the country.

Yours truly
Clifford Eiler
Sidney, Ohio

Dear Bernard:

Everytime I receive my membership

notice I say to myself, "Has another year gone so quickly."

I have enjoyed every page of "The Auctioneer" and am looking forward with great enthusiasm to seeing all of you in Chicago.

Recently, I opened my new office at 21 Market Place, Stratford, Ont., which allows me to perform a better service in a more business like manner.

Enclosed is an additional five dollars for the Booster Page as I am so dedicated to this great profession and I know that every name that appears on that page feels exactly as I do.

Yours truly,
Ross H. Kemp
Stratford, Ontario

Dear Bernie:

The enclosed copy of the Montana Farm Bureau publication contains an article which tells you that I will no longer be in the auction profession on a full time basis. Having accepted the appointment of Director of Field Services of this organization points out, to me, the dire straights the producers of food and fibre in this country are in, namely, too much government control on prices, allotments, and markets.

There is some irony in the change from a profession engaged in helping farmers and ranchers liquidate their assets, to a staff position in an organization that these same people have formed to help protect their rights to continue to participate in a free enterprise based economy which will enable them to remain in their chosen profession.

You will also find enclosed a check for dues in another great organization, the National Auctioneers Association, which provides, in part, this same protection for its members. The additional \$2.50 is for the N. A. A. lapel pin, which I intend to have made into a tie tack, as I am obligated to wear the American Farm Bureau Federation lapel pin in my present position.

Thanks for the wonderful articles on Col. Art Thompson. Would like to see more of this type articles in "The Auctioneer."

We enjoyed the presence of both yourself and Brad Wooley in Billings, at our Montana Auctioneers meeting in March. Hope to have the same pleasure in Chicago, in July.

Yours for a stronger N.A.A.
E. V. "Dusty" Dustin
Bozeman, Mont.

Dear Bernie,

I am sending the dues for Jerry Gwartney who would like to become a new member of the National Auctioneers Association.

Things do not look too good in this part of the country as we have had no moisture since October.

Hope things are fine with you and Mrs. Hart. I hope to see you at convention time.

Sincerely,
Bob Goss
Carmen, Oklahoma

Dear Bernie,

There isn't much news of special interest here abouts. Spring is starting to break after a cold and snowy March.

I was very sorry to read about Ernie Sherlock's death. He's certainly a great loss to the profession and the association. I look forward to "The Auction-

eer" every month, but news of that kind is always saddening.

Sorry to have missed the convention in Philadelphia, but sort of got caught with my "britches down" on reservations, but will see you in Chicago.

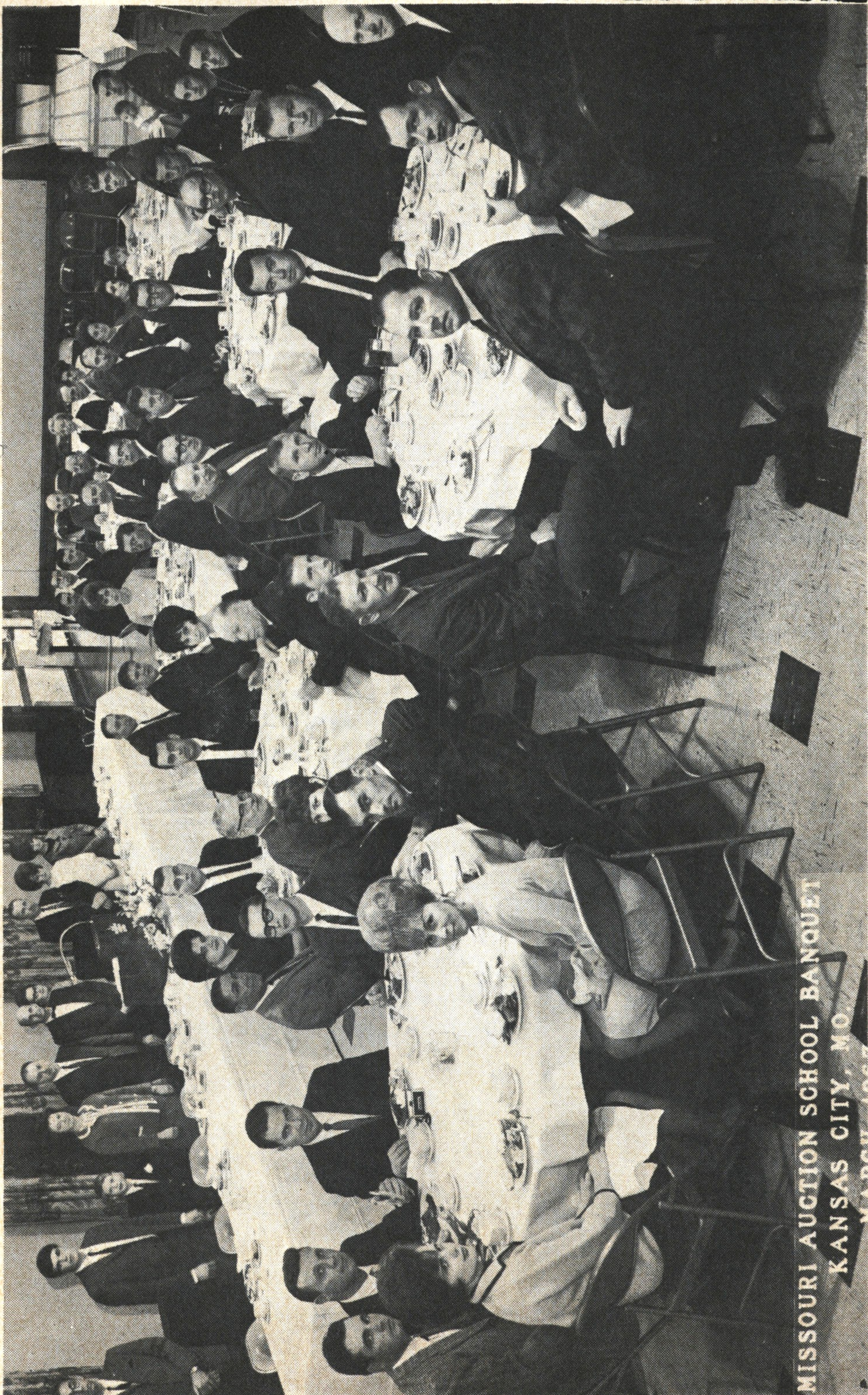
Regards,
Ray Gevelinger
Dodgeville, Wisconsin

Lady Auctioneer

Ladies are continuing their "invasion" into a field that for many years was restricted to men — auctioneering. One of the latest members of the fair sex to embark in the auction profession is Barbara Jane Oakley, Springfield, Ill., pictured.



Miss Oakley is a graduate of the Superior School of Auctioneering, Decatur, Ill. Since graduation she has been selling regular at Stoutenborough's Auction, a nationally established horse auction in Springfield. Barbara's father has bought and sold horses for many years which has been an aid to her so far as the very important ingredient of a successful auctioneer in "knowing your product."



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MARCH 1967

New Book Tells Of Art At Auction

"Art at Auction" is the title of a new book that shows and tells of the most important and interesting objects and works of art sold by Sotheby & Co. of London, and its New York Affiliate, Parke-Bernet, during the current season, October 1966 through July 1967.

The objects — products of fine artists and artisans from the Bronze Age to the present — are grouped into 23 chapters, each with a short introduction by Frank Davis, *London Times* and *Country Life* correspondent. Also, in the appropriate sections, are eight articles by experts relating to objects sold during the year. E.g., "The Lithographic Art of Toulouse Lautrec"; "Tiffany Glass"; "American Book Collecting" . . .

One of the major events of the auction season so far was the sale of the paint-

ing given by Pablo Picasso to raise funds for rescue work after the flood in the city of Florence. You may have watched the proceedings on television, as they were relayed by satellite to bidders in Fort Worth, Los Angeles, and London. You will find a reproduction of the painting, **Femme Couchee Lisant**, in ART AT AUCTION — just one of the treasures in this 400-page record of today's tastes, trends, and prices in the world of fine arts.

Those interested in this book at the pre - publication special price should write directly to: American Heritage Publishing Co., (Sundry Dept.) 239 Great Neck Rd., Great Neck, N. Y. 11021

Friend: "Aw, let me alone. Nobody cares if I drink myself to death."

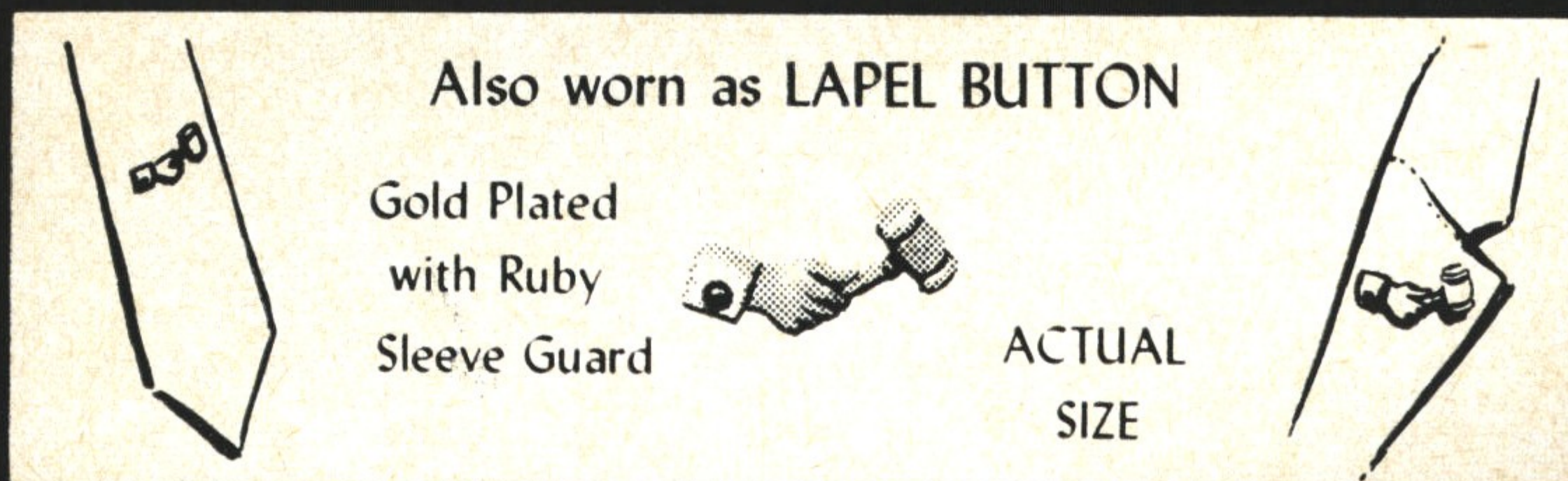
Host: "I do. You're using my liquor."

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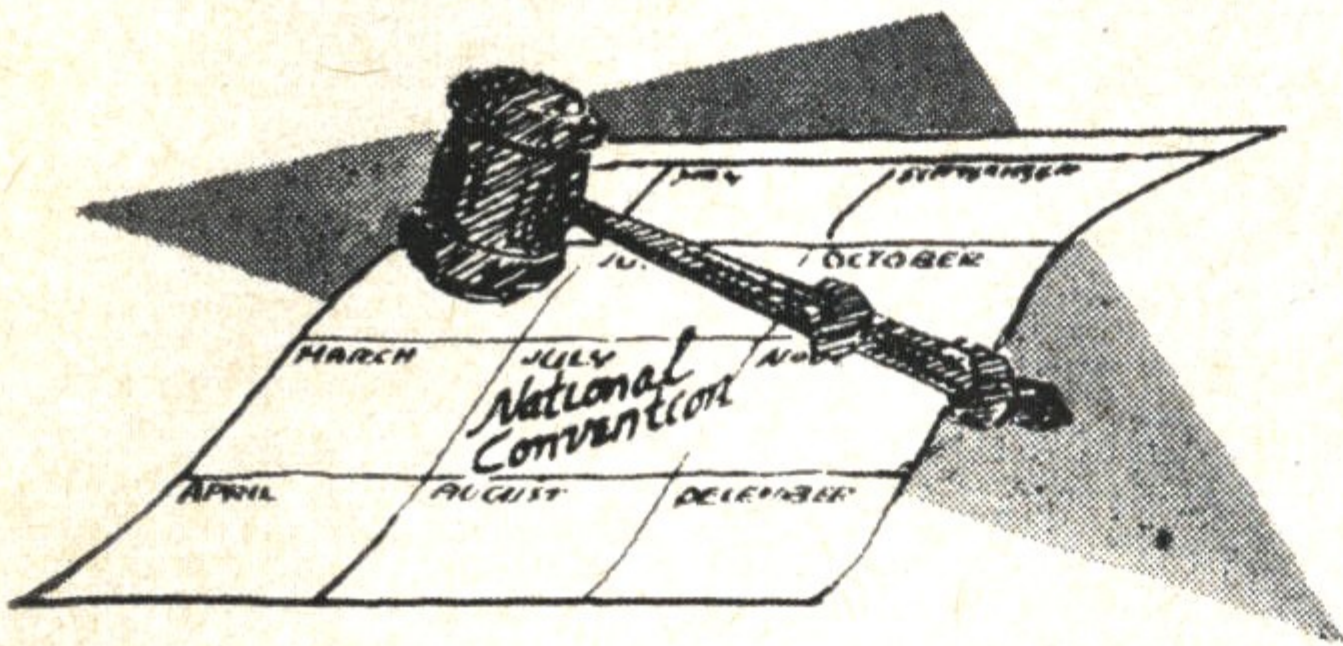
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Convention Dates



May 6-7 — Missouri Auctioneers Association, Missouri Hotel, Jefferson City.

May 7 — Nebraska Auctioneers Association, Hotel Yancey, Grand Island.

May 13-14 — Oklahoma Auctioneers Association, Oklahoma City.

May 27-28 — Kansas Auctioneers Association, Ramada Inn, Hays.

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

June 10-11 — Ohio Auctioneers Association, Dayton Inn, Dayton.

June 11-12 — Tennessee Auctioneers Association, Riverside Motor Lodge, Gatlinburg.

June 11-12 — Pennsylvania Auctioneers Association, Holiday Inn, New Stanton.

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

July 28-29 — Texas Auctioneers Association, El Trapicano, San Antonio.

Bankers Will Meet With Marketmen

Great Falls, Montana . . . Bankers with livestock marketing interests will have an opportunity to analyze the extent and quality of their services to the nation's \$10.5 billion competitive livestock markets industry at a major session of the 1967 Livestock Marketing Congress in Great Falls, Montana this June.

The American Bankers Association, the Montana Bankers Association, and the Certified Livestock Markets Association, sponsors of the Congress, are cooperating to present a special forum entitled "Banking and the Livestock Markets Business."

The forum will bring together marketmen and their bankers as well as their producers, feeders, and others of the livestock industry, in a discussion designed to explore ways of coordinating the interests and services of the banking industry with those of competitive livestock markets and their customers.

"The relationship between a business and the bank that serves it is always an important factor in the operation of any business," says Duke Gustafson, Great Falls marketman and chairman of Montana's industry-wide Congress planning committee, "but due to the nature of the livestock marketing business, it is doubly important here."

"Livestock marketing has become a changing business and we must be sure that we study every possible way that the banker and marketman, working together can better serve their livestock buyer and seller customer," Gustafson continues.

Gustafson states that the forum is open to all banking officials with an interest in the livestock marketing industry.

In addition to the banking forum the Congress, which runs June 21-25 will present a "Livestock Health Coordinating Conference," involving livestock health officials from across the nation, a second forum entitled "Insight to Competitive Livestock Marketing," a special presentation by the National Live Stock and Meat Board called "Dividends of Meat Promotion," The World Champion Livestock Market Auctioneer Contest; and a complete schedule of family entertainment and recreation.

A family highlight of the Congress will be a two-day round-trip tour of Glacier National Park on June 25, 26, and 27.

THEY DON'T MEAN IT!

The seedy-looking character was sitting in the back of the bus smoking. The bus driver approached him and said "Don't you see that sign reading 'No Smoking'?"

"I do," answered the passenger nonchalantly.

"I also see the sign next to it, which says, 'Wear a Lovable Bra.' I ain't paying no attention to that one, eighter!"

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THE LIGHTER SIDE . . .

THE FINAL STRAW

The conductor of the community orchestra was almost out of his mind because at every rehearsal at least one member of the orchestra would be absent.

At the last rehearsal, he called for attention, and said, "I wish to thank publicly our first violinist for being the only member of the orchestra to attend every rehearsal."

"It seemed the least I could do," said the violinist modestly, "since I won't be at the concert tonight!"

POINT OF VIEW

A freshly mowed field
May inspire a poet!
But he ain't the guy
Who had to mow it!

NOT THAT CRAZY

A Naval air squadron was operating from a carrier in the Pacific on a peace-time exercise under the strictest orders that radio silence be maintained in all flights. Suddenly the officers in operations heard a voice exclaim over the radio "Brother am I fouled up!"

The senior operations officer grabbed a microphone angrily and commanded "Will the pilot who just broke radio-silence identify himself immediately?"

A few seconds of deadly silence followed, and then a voice came floating back "I'm not that fouled up."

FORM OF SEDATION

They are telling about an earnest young minister, eager to improve his sermons, who bought a tape recorder and recorded one of his Sunday morning services.

After supper that night he set up the recorder, dropped into an easy chair, and awaited the playback.

The opening prayer, the Scripture reading and other preliminaries came out just as he would have wished them. Then the sermon began.

The choir was starting the closing hymn when he awoke some time later.

PEOPLE

A six-year-old girl submitted the following composition on "people" to her teacher.

"People are composed of girls and boys, also men and women. Boys are no good at all until they grow up and get married. Men who don't get married are no good either. Boys are an awful bother. They want everything they see except soap. A woman is a grown-up girl with children. My pa is such a nice man that I think he must have been a girl when he was a boy."

FRUSTRATED, MAYBE

A well-dressed man walked into a psychiatrist's office and told the doctor he was miserable. After considerable probing by the doctor, it came out that the man lacked for nothing. He admitted he owned two cars, a house, with a swimming pool, and there was a very attractive girl living next door. "But still I'm unhappy, Doctor," he complained.

"But how can you be unhappy, with all of those things?" asked the doctor.

"Because," the man replied, "I lost my driver's license and can't drive my cars, I can't swim, and the beautiful girl next door is married!"

MAN'S PREFERENCE TOO

It started out as serious medical research but scientists at the University of Western Ontario may have blundered onto the biggest find since the Geiger counter and the divining rod. Mosquitoes, they have discovered, are drawn irresistably to women who are healthy, warm-skinned, strongly-perfumed and breathe heavily.

The message is clear: Follow those mosquitoes!

LONG HAIR

Friend: Who was that lady I saw you with last night?

Mother: That was no lady — that was my son!

REASON TO BE TENSE

"Doctor," said the pale-faced man to his physician, "I'm a nervous wreck. Every time the phone rings, I almost jump out of my skin. The doorbell gives me such a start that I almost faint. If I see a stranger coming up the drive, I panic. I'm even afraid to look at the morning paper. What's wrong with me?"

"There, there!" soothed the doctor. "I know what you're going through — I've got a teen-ager just starting to drive the car, too!"

SLIGHTLY CONFUSING

A little boy had been attending Bible school, and they had stressed the meaning of Protestants that morning just before his mother came for him. As they started home the mother hurried the little boy across the street saying: "The pedestrians have the right-of-way here."

The little boy looked up at his mother with a puzzled expression and asked; "Do you mean they run over the Catholics?"

BLESS YOU

The ragged man had a desperate gleam in his eye as he said to the prosperous-looking lady.

"Unless I get help, madam, I'm afraid that I'll do something that horrifies me to think about."

The lady shuddered and quickly handed over a five-dollar bill.

"Tell me my poor fellow," she asked, "from what terrible fate have I saved you?"

"Work, madam," was the reply.

NO PLACE TO GO

Freddie had just started school and was picking up some very strong language from the other boys. His mother, making efforts to cure him of his cussing told him, "If you don't stop using bad words, we'll just have to pack your things and send you away."

So for a while Freddie was careful. Then one day he forgot himself and let out a stream of bad words.

"Well," said mother, "you know what I said would happen." And she packed a small suitcase with clothing and a few toys and led him to the door.

Looking through the window she saw him walk down the street, turn around and come back to the door.

"Well," mother said.

"Well," said Freddie, "I just don't know where the hell to go."

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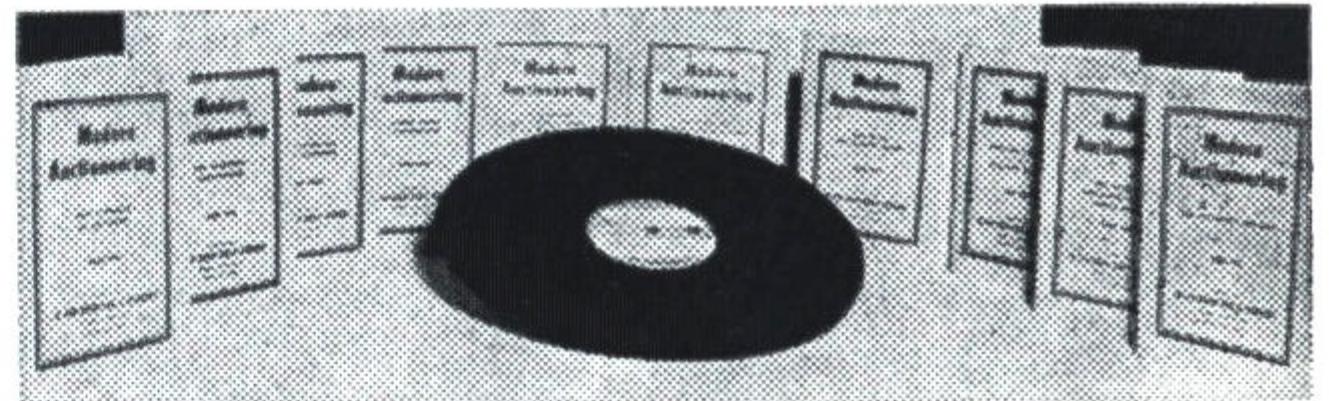
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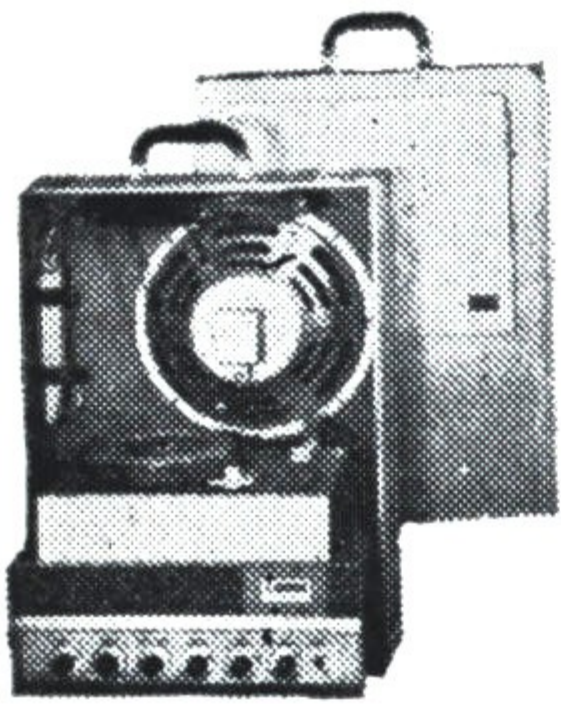
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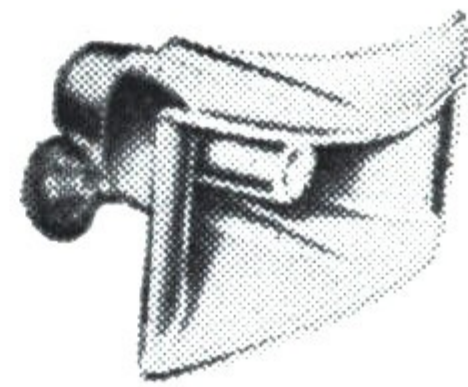
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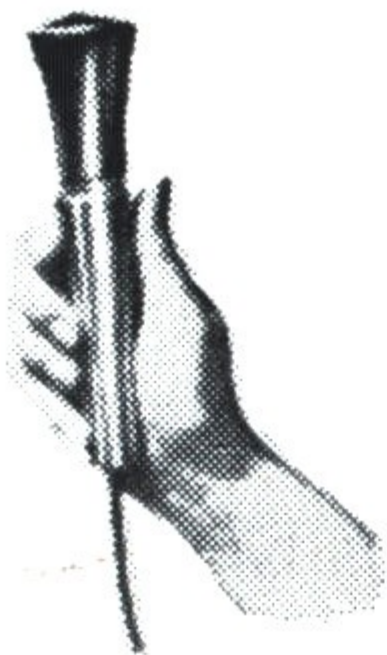
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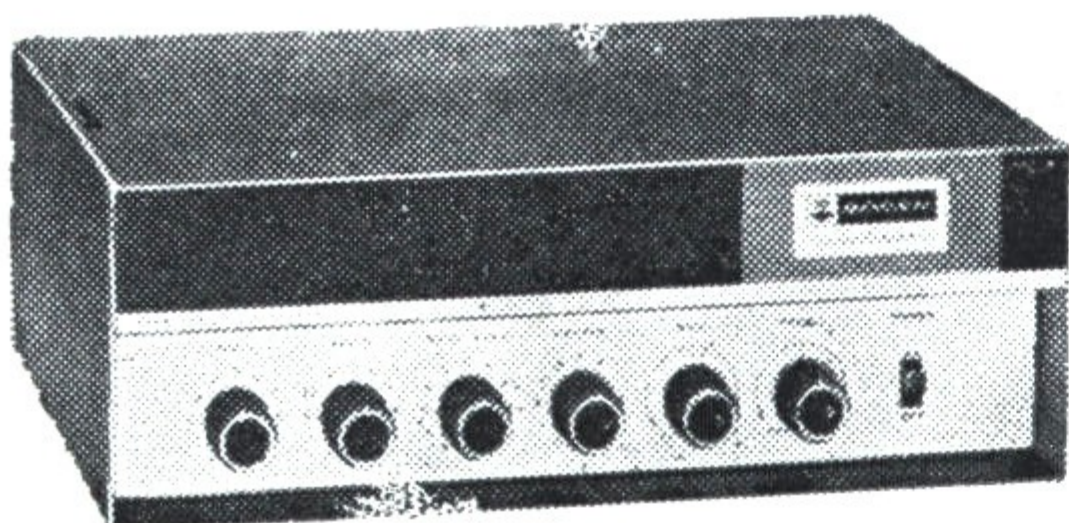
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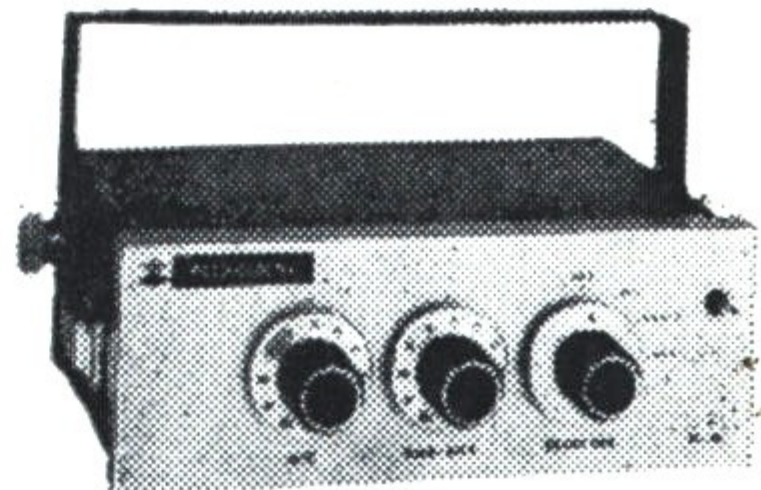
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