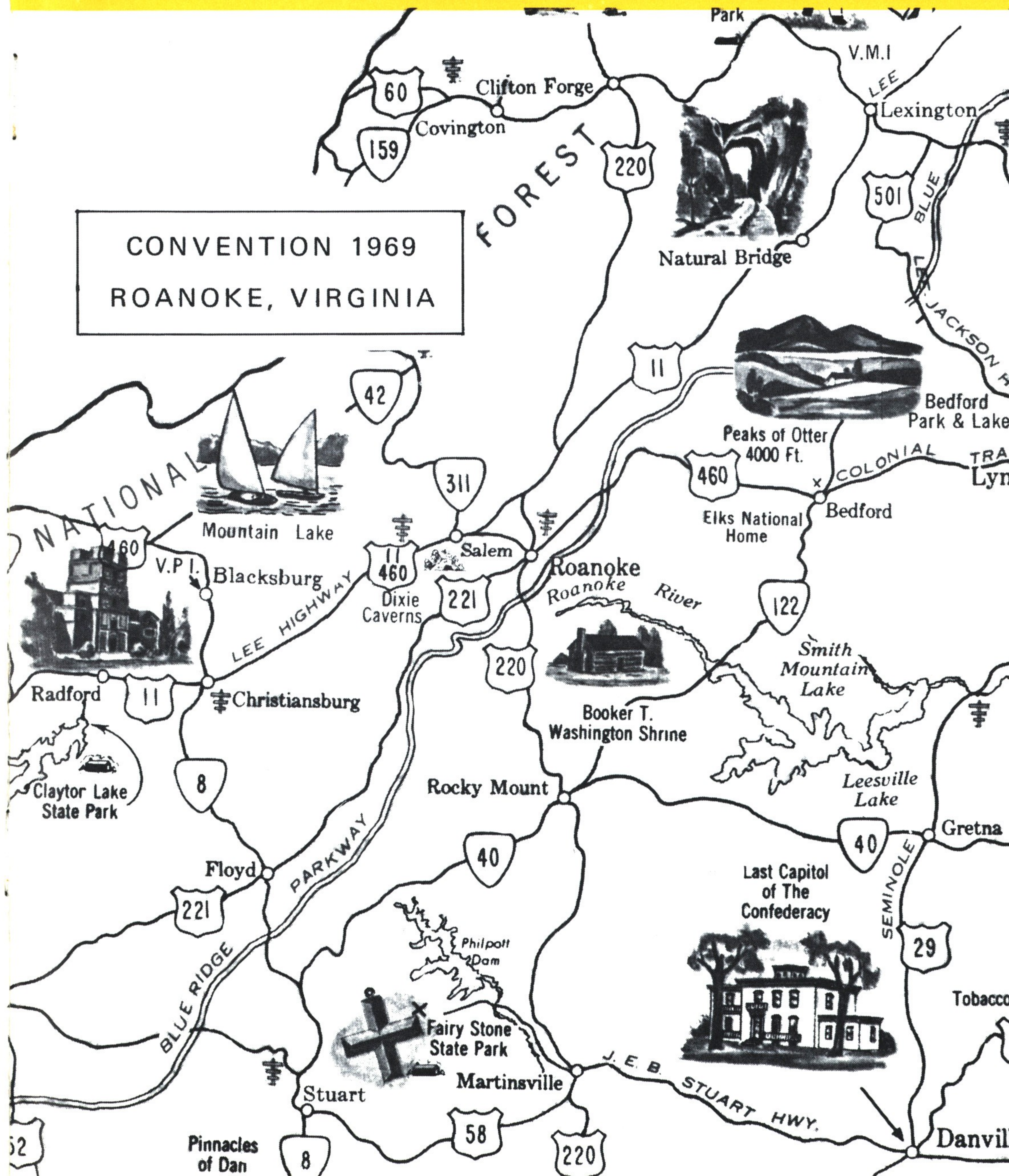
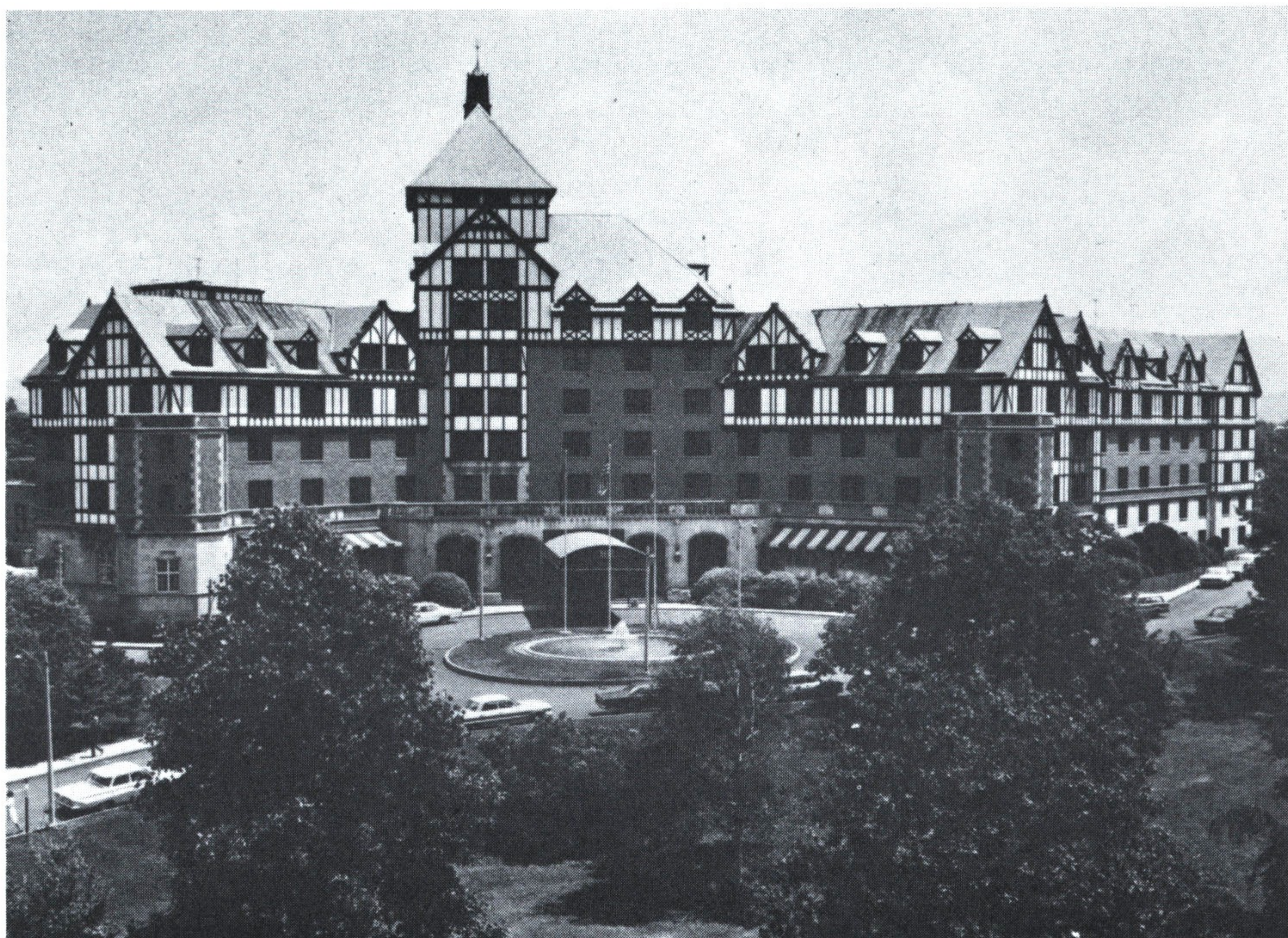


THE auctioneer





Name one other hotel that looks this good.

Hotel Roanoke is a one-of-a-kind modern day version of an English Tudor Inn, located on a ten-acre park in the heart of downtown Roanoke.

From the minute you set foot on the grounds of the famous Hotel Roanoke you'll be in a whole new world of elegance and luxury. You'll find everything: gourmet foods in our Adam dining room, fun in the sun in our indoor/outdoor olympic pool. Take your pick of luxuriously-appointed guest rooms in colors to match your mood, your eyes or your pajamas.

Our hotel has been around since 1882. We know what quality means. And we deliver.

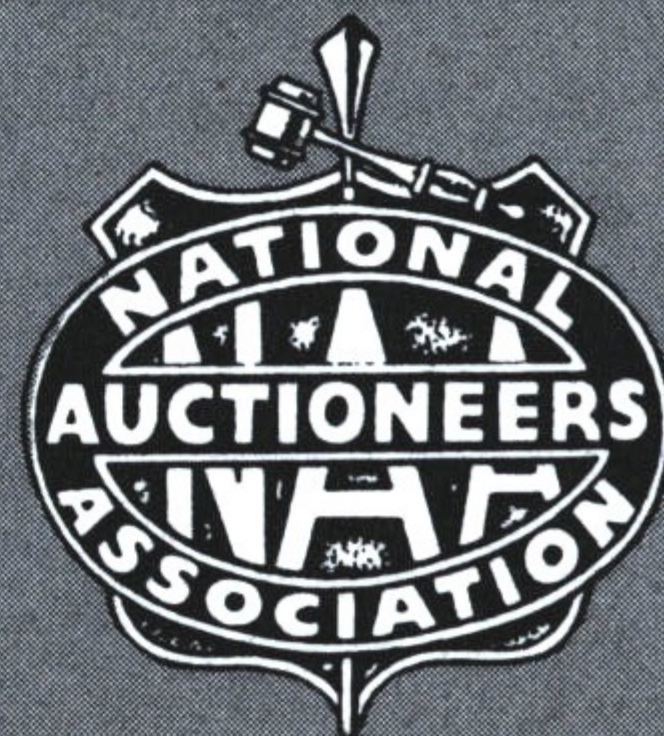
The Hotel Roanoke

Roanoke, Virginia 24006 Fred Walker, General Manager 703-343-6992 A Norfolk and Western Railway property

THE **auctioneer**

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION

3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503



EDITOR

Bernard Hart, Lincoln, Nebraska

Contributing Editors

Col. "Pop" Hess, 401 Ontario Ave., Bellefontaine, Ohio; Walter Carlson, Trimont, Minn., and every member of the National Auctioneers Association.

THE AUCTIONEER is a non-profit publication and every member of the NAA also owns a share of THE AUCTIONEER. It is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.

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

CLOSING DATES FOR ADVERTISING COPY and ALL ARTICLES FOR PUBLICATION 15th OF THE MONTH PRECEDING ISSUE OF THE 1st.

Single copies 50 cents.

DISPLAY ADVERTISING RATES

Full Page.....	\$45.00
One-half	22.50
Quarter Page	11.25
Column Inch.....	3.00

Copyright 1969

National Auctioneers Association
All Rights Reserved

Published the 1st of each month
except August.

NATIONAL AUCTIONEERS ASSOCIATION

President:

Robert Penfield, P. O. Box 111
Bowman, N. D.

First Vice President:

Jim Messersmith, R. R. 2
Jerome, Idaho

Second Vice President:

Dean W. Fleming
Atkinson, Nebraska

Secretary:

Bernard Hart, Lincoln, Nebr.

Treasurer:

Henry Rasmussen, St. Paul, Nebr.

Directors:

(Terms expiring 1971)

Ralph Horst, Marion, Pa.
Joe Donahoe, Darlington, Wisc.
Grover Howell, Seagoville, Texas
Howard Rolland, Grand Junction, Colo.
Jim Stevens, Nashville, Tenn.

(Terms expiring 1970)

B. L. Wooley, Little Rock, Ark.
Warren Collins, Jesup, Iowa
Morris F. Fannon, Pennington Gap, Va.
Fred G. Quick, Aurora, Ill.
Frederick E. Sherlock, St. Francis, Kans.

(Terms expiring 1969)

John L. Cummins, Cynthiana, Ky.
Ken Barnicle, Ellisville, Mo.
Paul W. Calkins, Peru, New York
Russell E. Kehr, Hanover, Pa.
Russell Kiko, Canton, Ohio

EXECUTIVE OFFICES

3277 Holdrege St.
Lincoln, Nebr. 68503

NATIONAL AUCTIONEERS ASSOCIATION
CONVENTION

HOTEL ROANOKE
Roanoke, Virginia

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

PROGRAM
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

BOARD OF DIRECTORS

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 McCutcheon, 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.

- 2:30 P.M. "My 20 Years in Purebred Auctions" . . Col. Walter Britten, Bryan, Tex.
3:15 P.M. "Real Estate Seminar" Col. Earl Bland, Moderator, Roanoke, Va.
Col. J. C. Horney, Jr., Wytheville, Va.
Col. J. L. Todd, Rome, Ga.
Col. Jim Stevens, Nashville, Tenn.
Col. M. C. Bowers, Elizabethton, Tenn.
- 5:00 P.M. ADJOURN
- 7:30 P.M. Entertainment—Ball Room, The Old Virginia Variety Show
Featuring The Tide Family, Jim Eanes, and others.
Glen Howell, Master of Ceremonies, WSLS TV
- 10:00 P.M. Dancing to the Variety Band—Ball Room

Saturday, July 12, 1969

- | | |
|------------|---|
| 8:00 A.M. | Breakfast of National Officers and Directors with State Presidents and Secretaries as Guests—George Shields, Jr. and Ronald Tull—Virginia Auctioneers Association, Host. |
| 9:30 A.M. | CALL TO ORDER—Shenandoah Room
“Don’t Turn the Lights Off in the Sheep Barn” Dr. G. W. Litton
Head, Animal Science Dept., VPI, Blacksburg, Va. |
| 10:15 A.M. | “Tele-Auction” Col. Haywood Darnell, Gordonville, Va. |
| 10:45 A.M. | Address Cong. Kenneth Gray, Illinois |
| 11:30 A.M. | “The Right and Wrong Way to Call Bids” . Col. Ralph Horst, Moderator
Marion, Penn. |
| 12:00 Noon | RECESS |
| 1:30 P.M. | CALL TO ORDER—Shenandoah Room
“Memorial Service for Deceased Members”
BUSINESS MEETING
Secretary’s Report
Treasurer’s Report
Report of Resolutions Committee
Report of Grievance Committee
Other Business
Election of Officers and Directors
Acceptance Address of New Auxiliary President
Acceptance Address of New NAA President
Announcements: 1970 Convention Site and other activities from the Board of Directors. |
| 4:00 P.M. | ADJOURN |
| 4:10 P.M. | Meeting of 1969-70 Officers and Directors — Parlor D |
| 6:30 P.M. | Grand Banquet—Ball Room
Presentation of Awards
Speaker—Cong. William C. Wampler, Virginia Ninth District
Dancing—Round and Square to the Music of Carol Kay and Band,
Keysville, Va. |

You All Come

The 1969 Convention is getting closer each day, and July 10-11-12 will be here before you realize it.

The Virginia Association has been working and planning since last July trying to put together a program and entertainment you will enjoy.



Col. Morris Fannon

I know that a lot of auctioneers, their wives and children will be reading this article that have never attended a National Convention. I cannot put in words the many benefits that can be obtained from attending one.

The program this year as in the past will have some outstanding speakers that can inform and enthuse everyone. A good program for your entertainment Friday and Saturday evening has been booked. For Wednesday evening, the North Carolina Auctioneers will be in charge of the Amateur Hour and the evening entertainment.

Two tours have been scheduled Friday for the children mainly and Saturday for the ladies and the children.

After the Auctioneers Convention is over, I am sure some of you will want

to visit some historic spots in Virginia and maybe the national capitol at Washington, D. C., 200 miles away.

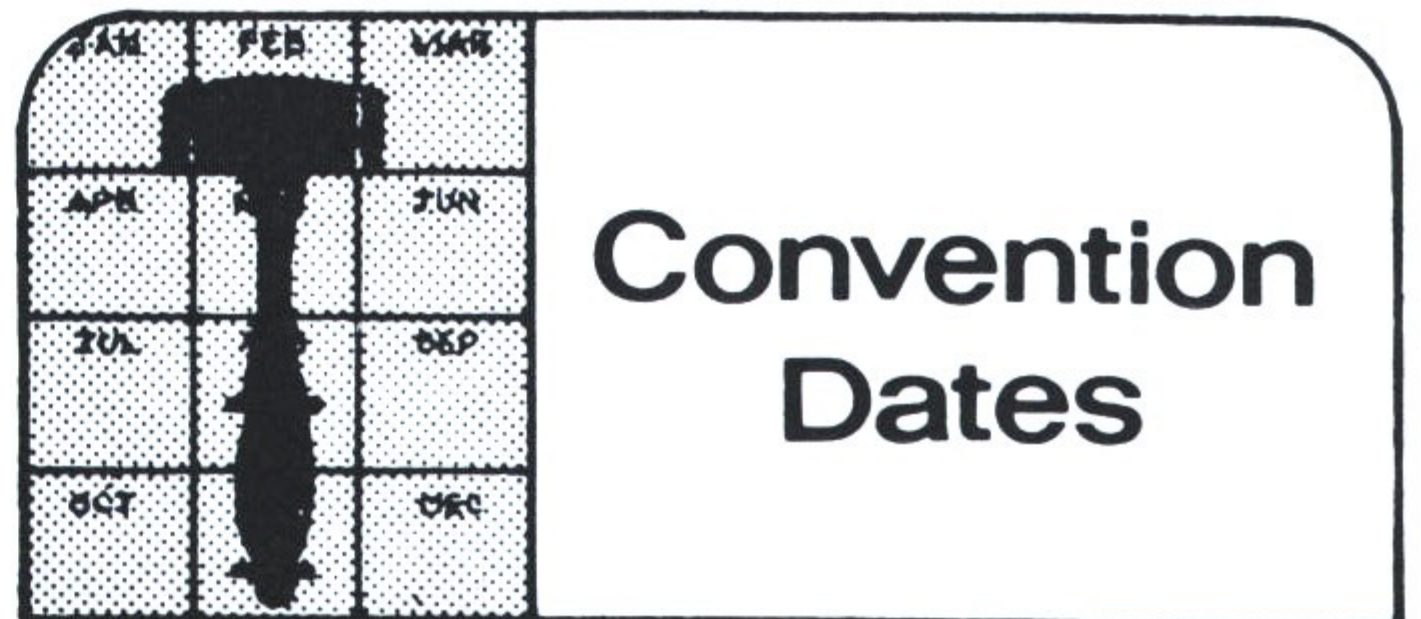
I know that each of you have been reading the 20th Anniversary articles in the Auctioneer so I will not mention this only to say that a part of the program has been set aside for this event, and some of the speakers will be pointing their talks in this direction.

The welcome mat is out for all auctioneers and their families across America. So please plan to attend the 20th Anniversary National Auctioneers Convention in Roanoke, Virginia, July 10-11-12. I will close by saying to each of you, "You all come."

MORRIS FANNON
Convention Chairman



It was the little boy's first visit to church and when the choir entered, all in white, he whispered to his father: "Look, Daddy! They're all going to get a haircut!"



May 31-June 1—Auctioneers Association of North Carolina, Blockade Runner Motel, Wrightsville Beach.

June 8-9—Pennsylvania Auctioneers Association, Washington

June 10-11—Wisconsin Auctioneers Association, Kahler "Inn Towne" Resort Motel, Lake Delton.

June 13-14—South Dakota Auctioneers Association, Best Western Motel, Brookings.

June 22-23—Tennessee Auctioneers Association, Mountain View Motel, Gatlinburg.

July 10-11-12—NATIONAL AUCTIONEERS ASSOCIATION, HOTEL ROANOKE, ROANOKE, VIRGINIA.

Convention -- A Trip Steeped In History And Excitement

By MARY E. HENRY, Frankfort, Ind.

The article was entitled "20 Years of Progress". When auctioneers and their families gather at the Hotel Roanoke in Roanoke, Va., July 10-11-12 they will be celebrating the 20th Anniversary of the National Auctioneers Association (etc.)

This will make all of us look forward to a lot of good reading between now and convention time.

Of course this makes a terrific lead-off on another subject. What about the history and the historical shrines? What about the history of our country that lies within this state of Virginia and several adjoining states? Whichever direction you come from will bring you through farmlands, industrial sections and residential areas reeking of the past history of our country. This nation is still in its infancy but has so much to offer our people in history. Perhaps its infancy is the reason so many places of historic vintage and culture are standing and should be seen and enjoyed before the progress, which changes and eradicates places of interest, change some of this country. Yes, one today can see places founded by pioneer settlers, buildings where events important to our national life took place, homes of poets, and statesmen and patriots, battlefields where men fought to protect their homes, for some political ideal that they believed to be right.

Years ago, a painter made a picture supposed to be symbolic of the South. It showed a big tree, a negro asleep under it and cotton fields stretching away in the background. Most southern people would object to that picture because it tells too little. It is true that the South has great forests, it has within its borders over nine million Negroes, and it produces about half of the world cotton; but it is vastly more than all that.

The southern states include the following: Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Oklahoma, Arkansas, Tennessee and Kentucky. Maryland, West Virginia and Missouri are often added to this list.

Aside from memorials, evidences of the Civil War in the South are few. That war was terribly expensive in terms of both life and property. It interrupted all ordinary business from 1860 to 1865, and for the next fifty years made progress in the South very difficult.

Historic Shrines

No white settlement in the United States is even four hundred years old. Much of our land has been inhabited by white people for little more than a century, and some of it is still sparsely settled. Yet, in our relatively short history, events have moved so swiftly and with such dramatic effect that we have already come to have an astounding number of places of historic interest. These are of many kinds: places founded by pioneer settlers, buildings where events important to our national life took place, homes of poets and statesmen and patriots, battlefields where men fought to protect their homes for some political ideal that they believed to be right. Every state has their own shrines.

Roanoke Island, off the coast of North Carolina, was the site of the first English settlement in America, the Lost Colony of Roanoke. Here Virginia Dare was born (1857) the first white child of English parents to be born in the New World. Every year thousands of people visit Roanoke to see the historic pageant of the Lost Colony which is held there. Another shrine in this region is the Kill

Devil Hill National Memorial, on the spot where the Wright brothers made their first successful airplane flight in 1903. The remains of Jamestown, the first permanent English settlement (1607); Williamsburg, the colonial capital of Virginia; and Yorktown, where Cornwallis' forces surrendered to George Washington's army and the French fleet, are now included in the Colonial National Historical Park. Virginia has many other historic shrines, including Mount Vernon, the home of Washington which overlooks the Potomac River near Alexandria, Virginia; Monticello, Jefferson's home. Jefferson planned in great detail his home at Monticello, near Charlottesville, Virginia where he lived until his death in 1826. It stands on a hilltop commanding a fine view; the birthplace of Woodrow Wilson and St. John's Church at Richmond, where Patrick Henry made his famous speech. The Church of St. John, the oldest in Richmond, Virginia, scene of Patrick Henry's fiery address: "give me liberty or give me death" in 1775. A room in the Colonial Capitol at Williamsburg, that used to echo the voices of the Burgesses arguing over new rights and proposed laws. Richmond was the capital of the Confederacy, and many bloody battles were fought upon Virginia soil during the Civil War. There, too, is Appomattox, where Lee's surrender ended the war between the states on April 9, 1865.

Old Boston is near for sightseeing.

Historic Virginia

The state of Virginia in colonial days was always there in time of defense of this new colony that had been established in this new world. Both the French and English laid claim to the valley of the Ohio. By 1750 much of the land in what is now western Pennsylvania and West Virginia was surveyed. At this time, Governor Dinwiddie of Virginia, heard that the French were building forts and sent for the young George Washington to warn the French that they must leave Virginia territory.

The commanders of the French forts were polite but also informed him that they had no intentions whatsoever of leaving without orders from the government of New France in Montreal. Furthermore, they immediately built a fort and called it Fort Duquesne. Governor Dinwiddie sent some Virginia troops to drive away the French in 1754. The commander became ill, and George Washington, who was second in command took charge. Roads had to be cut through the woods in order to get cannon and wagons through, and sometimes the little army did not advance more than a mile or two a day. After crossing the mountains they reached a place called Great Meadows where they surprised a small scouting force. While waiting for reinforcements Fort Necessity was established. Following this the war took Washington and his Virginians through an

NOTICE OF ANNUAL MEETING

The annual Membership Meeting of the National Auctioneers Association will be held Saturday, July 12, 1969, at the Hotel Roanoke.

Meeting will be to elect the following Officers:

President

1st Vice President

2nd Vice President

and four (4) Directors for a term of three years.

Also, any other business as may be presented by the Board of Directors.

encounter at Fort Duquesne where the Virginians had to surrender. In 1756 there was another encounter at Fort Duquesne with Braddock where he was killed. By 1766 this war within the bounds of our country was ended by a treaty being signed.

In December 1606, The London Company sent more than one hundred men to Virginia in three little ships called, The "Susan Constant," The "Godspeed," and the "Discovery". They explored the coast, sailed up a river which they called the James, in honor of the King and on May 24, 1607, settled on a low point of land which was almost an island in the river. They named the new settlement Jamestown.

For fifteen years misfortunes followed the colony but never quite overcame it. During the first summer fifty persons died from fever. The men themselves were unsuited to a pioneer life. Many of them were classed as "gentlemen", and knew nothing of working with their hands. Other of these were merchants, jewelers, perfumers and the like. There were only six carpenters, one blacksmith, one stonemason and a few unskilled laborers. Since the supplies brought from England were shared equally, whether you worked or not, made for the lazy ones getting lazier and the once ambitious ones turning lazy. Therefore, by the end of 1607 the supplies were used up and there were only thirty-eight men left in Jamestown.

Captain John Smith was perhaps the leader of this venture and was responsible for the success of Jamestown. He ruled with a firm hand and made the men build a church and some houses and strengthen the wooden palisade around the settlement. He also succeeded in keeping the settlement in fairly good terms with the Indian tribes. In 1609 food and supplies and 800 people arrived in Jamestown and John Smith returned to England to have a wound treated. After Smith's return to England the settlement was again without leadership and this combined with hostile Indians caused another period of strife, disease and starvation. This period was known as the Starving Time and was long

remembered in Virginia. Sir Thomas Gates arrived in Jamestown in May 1610, and found half the people dead and the rest weak and despairing. Lacking food and supplies to keep the people going, Gates decided to take the people onto his ships and carry them to Newfoundland and then back to England.

As the colonists were leaving, they met up with a small fleet coming into the mouth of the James River. It was Lord De La Warr, with several hundred colonists and food enough to last a thousand people for one year. These colonists, who had been willing to turn their back on Jamestown, turned around and came back. Sir Thomas Dale succeeded Lord De La Warr in 1611. He made peace with the Indians, made the men work and obey the laws and allowed every man to have a piece of land for himself and to keep whatever he made on it.

In 1614, John Rolfe sent some of his tobacco crop to England on the ship Elizabeth. The success of his venture marked the beginning of the great tobacco-growing industry in Virginia.

By 1619 there were eleven small settlements in Virginia and each of them were given permission to elect two representatives to help make laws for the colony. They met in the little church at Jamestown on July 30, 1619, and thus the first meeting of the first legislature in America. Also a Dutch ship touched at Jamestown and sold the colonists twenty negroes to work in the tobacco fields, thence the beginning of slavery in the American colonies. Most of the servants and plantation laborers were white people, either prison convicts sent from England to work out their terms or poor people who bound themselves to work a number of years in order to pay for their passage to the new land. They were called "redemptioners", and some of them became successful farmers or businessmen after their work was completed.

No women came with the brave settlers to Jamestown, Virginia, in 1607. In 1619 the Virginia Company brought to the lonely men ninety "young, handsome, honestly educated maids of honest life and courage". A man could become a

suitor for one of these girls if he could pay the company 120 pounds of the best tobacco leaf. These "tobacco leaf" brides, who left their families and their native lands to share the hardships and dangers of the New World, helped to clear the wilderness. They were the first of the long line of hardy women who took part in the building of America. As the colonies from Virginia to New England developed, gifted and ambitious women leaders appeared. Even in those early days, when women were looked upon by men as mentally inferior creatures, they were colonial dames who were tavern-keepers, shop-keepers, nurses, school teachers, writers and plantation-owners who managed great properties.

In 1622 the Indians of the Powhatan Confederacy attacked the Jamestown settlement and killed more than 400 of its 1,240 people.

In the year 1622 a little colony of English men built an ironworks on the banks of the Falling River, sixty-six miles above Jamestown, Virginia. On the day that the blast furnace was scheduled to go into operation Chief Opechancanough and his braves massacred all of the colonists except one boy who escaped to Jamestown. It is probable that preliminary tests were made in the furnace, as fragments of slag or cinder were in the ruins. No iron was found.



Newspaper Salutes Col. Phil Goldstein

Phil Goldstein, veteran member of the National Auctioneers Association and a regular participant in National Auctioneers Conventions, was honored this past spring by THE BOSTON GLOBE. A business biography of "Col. Phil" was published following the donation of his services to several charity affairs in the area.

ALL OF Col. Goldsteins sale advertisements are headed with the line,

IN UNITY THERE IS STRENGTH

"PHIL SELLS AGAIN." This slogan has become well known to newspaper readers throughout New England. The Goldstein firm has sold many hundreds of restaurants, markets, retail and wholesale stores and all types of businesses. Phil conducts from 200 to 250 auctions annually in addition to a large amount of appraisal work.

Like all busy auctioneers, Phil has the time to conduct charity auctions for Churches, Temples and organizations in need of funds. He was the founder of the Massachusetts Auctioneers Association, is a past president and current director of that organization.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1968 - 1969

PRESIDENT:

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

1ST VICE PRESIDENT:

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

2ND VICE PRESIDENT:

Mrs. Lyle (Irene) Erickson
Cresco, Iowa

SECRETARY-TREASURER:

Mrs. Grover (Willie) Howell
Dallas, Texas

HISTORIAN:

Mrs. E. B. (Patsy) Fulkerson
Jonesboro, Tennessee

DIRECTORS:

(TERMS EXPIRING 1971)

Mrs. Dick (Kay) Deweese
Prairie Village, Kansas

Mrs. Bob (Wynona) Penfield
Bowman, North Dakota

Mrs. Morris (Velda) Fannon
Pennington Gap, Virginia

(TERMS EXPIRING 1970)

Mrs. Wendell (Bernice) Ritchie
Marathon, Iowa

Mrs. Leland (Irene) Dudley
Hampton, Iowa

Mrs. Phil (Charlotte) Goldstein
West Roxbury, Massachusetts

Mrs. George (Betty) Cravens
Williamsville, Illinois

(TERMS EXPIRING 1969)

Mrs. Walter (Pearl) Britten
Bryan, Texas

Mrs. Kenyon (Ann) Brown
Doylestown, Pennsylvania

Mrs. Fred (Daisy) Ramsey
Old Hickory, Tennessee

Mrs. G. T. (Nan) Gilbert
Lincolnton, North Carolina



Pop's Ponderings

Convention Time Excites Desires and Ambitions

By COL. POP HESS

The past few months we have faced many things that can make one who has lived in our great U.S.A. spend many serious moments pondering on the past or present 80 year span. Wars, rumors of wars, politics and politicians, stock markets, strikers, riots, lawlessness in many forms involving people of all ages right down to first graders. Through it all your writer has come to a first class conclusion. Turn back to the old common "Red School House" days when the line of study was to read a few verses from the Holy Bible and repeat the Lord's Prayer.

As text line of thinking in learning our ABC's, these compose the blue print for our children as they start down the road to education and as the future leaders of our Country. However, it is good to know that out of all the various goings on, of which we do not approve, less than 10% of the college and grade school students are involved. We, the 90% of true Americans in due time will complete the true American blue print to be the law of our land. All people regardless of color and faith must follow this blue print if they want to live as they should in our country. We are seeing a changing world but we are not changing nor lowering the life line of the way of life in our great U.S.A.

Well, it is near Convention time, as your column writer for this issue and the July issue much of my space will be needed for Convention material. Your regular columnist would very much like to attend the coming Convention at Roanoke, Virginia. For many years, from 1915 through 1940, my trips were frequent through that area. Due to age and the extent one can go from Home Base, I find it more easy to stay at

home and greet visitors. So where ever you are, do not overlook us when in our area, You are welcome to drop in day or nite.

My weekly mail coming in has been very interesting. You will note our renewal of members and our new members coming in is quite fine. We also note a large number of our Ohio auctioneers in the NAA, and using the emblem on their publicity advertising.

From our May issue through our July issue much will be written about our Twentieth Convention. I was glad to read it took five years for the NAA to get in operation and now for the last twenty years we have grown up and progressed. The first ten years of this twenty was not all strung with roses. However, the fine officers and directors plus most of our NAA members have followed the Golden Rule. And as we meet in Virginia for our Twentieth Anniversary Convention, the world will know the National Auctioneers Association is alive and on the move to protect and hold the business of Auctioneering, and that the Auction Sale is still the greatest market spot of all.

This coming convention should attract many and all can enjoy not only the convention but good old Virginia Hospitality. Down through the years of my fifty years as an auctioneer, my travels led me into old Virginia. Norfolk and Richmond was the permanent home of two twin brothers, who grew up in Ohio but located in Virginia. They were busy there for years with Commercial Horses and Mules in Auction Markets. Also at one time were connected in a Mule Auction Market at Atlanta, Georgia and also head of a real estate company.

Over a wide number of states I was for many years on their auctioneering staff, having many interesting sales held in many states. Both have now passed on, and as identical as they were I never really knew whether I was talking to Jim or Tom. Both were as loyal as they come to do business with.

Richmond, Virginia, was attractive to me, especially down in the center of the city in the area of the State House, and the Governors Home, and the home of Patrick Henry and the location of Old St. Johns Church. The church, back in the year of 1732, was the marriage site of my great, great grandfather and mother who had come from Germany, met and were married there. I have a picture of the Old Church taken just before the present St. Johns Church was erected. Historians tell us that the old original church is within the present structure.

This church is visited daily by tourists passing through Richmond. After reading the history of my mother's family, I spent a few days around the old church. They had a register book to

sign and room for comments of interest from those visiting the church. The fine old lady who was in charge of visitors on his day was much interested in my story of ancestors. However, in her final comments she stated, "I want you to know just who I am, I am a descendant of the great Patrick Henry." So down through the years following my first visit in Richmond, I stop by the Old St. John's Church.

Virginia should be of much interest to auctioneers. In the real estate and livestock line the sales in Virginia are outstanding. They are also strong in beef cattle, dairy cattle and sheep. Each year there are many feeder cattle sales plus breeders' production sales. One of the top cattle sale auctioneers in old Virginia will be much in the limelight at the Convention, that being Col. Morris Fannon, who swings a pretty heavy gavel in some of the top feeder-breeders sales held in Virginia.

Yes it is near convention time, plan now for a vacation in old Virginia. Convention dates July 10-11-12th, Hotel Roanoke, Roanoke, Virginia.



Promotional Items

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

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

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

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

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

3277 Holdrege St., Lincoln, Nebraska 68503



The Ladies Auxiliary

Ladies:

The Hospitality of Ole Virginia awaits everyone. They have worked long and diligently to make our visit a most memorable one.

A number of States have organized Auxiliaries the past year—so attendance should surpass the previous years.

With so many of you Ladies encouraging your HUSBANDS—Business Partners—Clerks and anyone in the Wonderful Profession of Auctioneering to attend, the N.A.A. Convention will be a TREMENDOUS SUCCESS.

See you all there,

ALMA CROWELL, President
Ladies Auxiliary to the NAA

Good Attendance at Iowa Ladies Meeting

The semi-annual meeting of the Iowa Auctioneers Association Auxiliary met on Sunday, April 27, 1969, with good attendance. President Mrs. Robert Winegarden of Pocahontas, called the meeting to order after which Secretary-Treasurer, Mrs. Warren Collins of Jesup, read the minutes of the last meeting.

A special program with Frankie Schwenk, Extension Home Management Specialist, of Iowa State University proved interesting and helpful to all in attendance.

Iowa-made products were discussed as possible gifts to the National Convention Fun Auction in Roanoke this summer.

Chaplin, Mrs. Mike Bloomer of Glenwood, closed the meeting with a prayer.

Door prizes were won by Mrs. J. R. Hoyer of Hillsboro, and Mrs. Leland Dudley of Hampton.

Ladies: You all Come Too

Spring is a time when ladies begin making plans for the summer. I know that behind every prominent auctioneer there is a good woman; therefore, I am depending on you ladies to get your family to the National Convention. If you have never attended a convention, I can assure you that it is a fine place to take your family and a place to meet many nice people.

We have been working out plans to tour interesting sites around Roanoke on Friday and Saturday. I hope each of you will plan to attend the Ladies Luncheon on Friday and perhaps you might like to take the tour on Saturday.

Make plans now to join us in Roanoke, July 10-11-12.

MRS. MORRIS (VELDA) FANNON



WOMAN DRIVER

A motorist stopped for a red light and was bumped by the car in the rear. He saw the woman driver in his mirror, turned around and glared at her.

At the next light he had to stop short because of jaywalking pedestrians. He was bashed in the back by the same car. He opened his door, leaned out and shouted, "Watch it, please!"

When he stopped for a light at the next corner, he was bumped again. This time, the woman got out of her car and came forward with her license and other identification.

"Look lady," he pleaded, "I don't want your license or the name of your insurance company. I just want a five-minute head start."

IN UNITY THERE IS STRENGTH

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

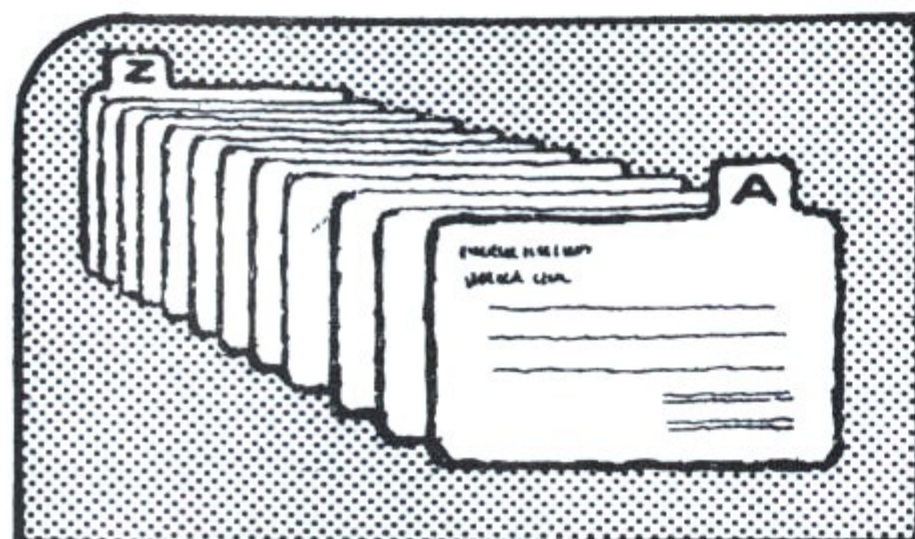
8:00 A.M. Breakfast for the New Officers & Directors
Parlor D
9:00 A.M. Tour—Peaks of Otter and Natural Bridge
6:30 P.M. Grand Banquet and Awards—Ball Room
Dancing

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



Membership

Membership from April 16th through May 15th:

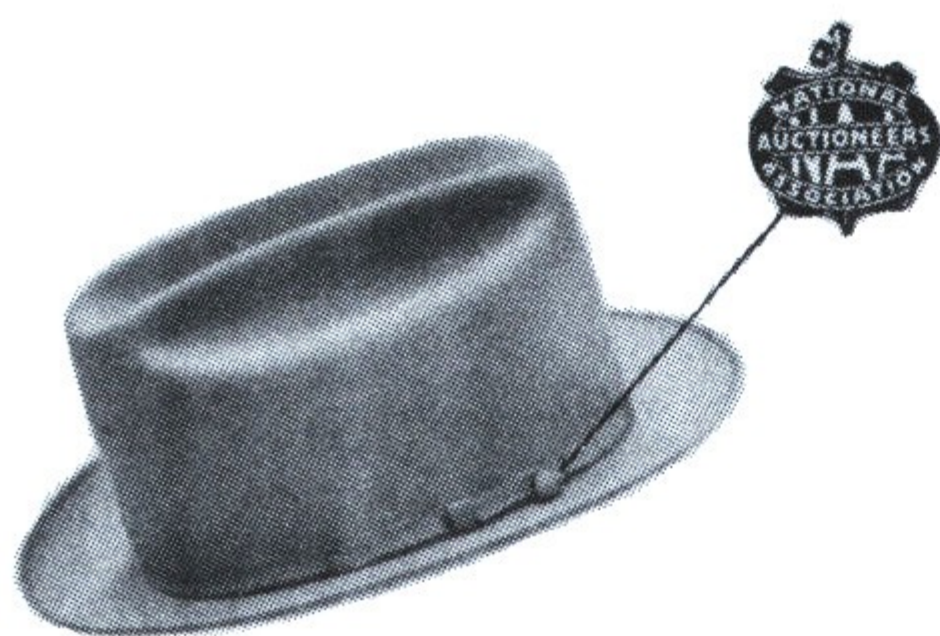
Curtis J. Price, South Dakota
D. E. Bumpass, Jr., Virginia
Dick Price, Virginia
W. F. "Bill" Shepherd, Indiana
Sherman Noll, Indiana
Allan VanderLaan, Michigan
Bob Force, Wyoming
Chet Guffey, Ohio
Billy Turnbow, Oklahoma
Lloyd Otten, Texas
Jim Alvis, Jr., West Virginia
H. C. Staats, West Virginia
Ernest Creech, Indiana
Joseph Lopshansky, Ohio
Martin Fein, New York
Tom Westrope, Colorado
Richard H. Nelson, Illinois
Ed Lane, Oregon
Arthur Kaplan, Colorado
John A. DeGroat, Iowa
Calvin Zedd, Virginia
*Paul Harbour, California
Hugh Simpson, North Carolina
Jack Reedy, Maryland
Alva E. Dotson, Ohio
Joe Yearous, Colorado
Donald V. Miller, Oklahoma
B. F. Mick, Oklahoma
Melvin Ellis, California
Edward Heinze, Jr., North Dakota
Archie Moody, South Carolina
Henry Storey, Texas
L. G. Schloatman, Wyoming
J. D. Campbell, Indiana
Walter Dillmon, Indiana
Forres C. Groff, West Virginia
Ronald Dempsey, West Virginia
Norman Thorp, Ohio
John J. Stewart, Ohio
Ed Lawliss, Illinois
H. B. Jeffcott, New Jersey
Fred Daniel, New Jersey
Curran Miller, Indiana
Valery C. Watts, Louisiana
Louis J. Marion, New York
*Alfred L. Trautner, Kentucky
*Jim Gagel, Kentucky
*Thomas Turner, Kentucky

Herschel Rouse, Arkansas
Don Hayden, Illinois
*Billy J. Childs, Georgia
*John L. Gross, Georgia
Herb Fox, Florida
Douglas J. Holmberg, California
A. G. "Dick" Miller, West Virginia
James Bowers, Texas
Gene Hunt, New Mexico
John Case, Indiana
Paul Grote, Iowa
Charles Hepworth, Ontario
Dennis Streberg, Alberta
Jack Berg, California
E. L. "Butch" Olson, Illinois
Walter Roat, Michigan
Lewis Campbell, Oklahoma
Robert L. Feters, Ohio
Noble Ratts, Indiana
Raymond Bender, Maryland
Virgil R. Madsen, Oregon
Gardner Morrill, Maine
Andre Hasapis, Ohio
William Friedman, New Jersey
Joseph Bove, Vermont
Clifford Reynolds, West Virginia
Kenneth Rice, New York
Melvin Wood, Oregon
Otto Seeberger, California
Robert Whitaker, North Carolina
Harold Nordwall, North Dakota
Willard Schnell, North Dakota
Lloyd Yates, Illinois
James Thompson, Illinois
Tom Nero, Ohio
*Robert W. Barringer, Texas
Don Bruns, Ohio
George Mayfield, Wyoming
Ray Wallace, Louisiana
Earl Reynolds, Colorado
Earl Shields, Iowa
Donald Davidson, Iowa
David Scholl, Iowa
Lewis Smith, Indiana
Ernest Damron, West Virginia
Larry Otten, Texas
Amos Bontrager, Michigan
Milo Hill, Michigan

Edwin Ringler, Michigan
Herman Welch, Illinois
Wesley Chapman, Illinois
William Amoss, Maryland
Roy Farless, Virginia
Steve Koltuniak, Connecticut
O. J. "Jim" Mader, Wyoming
Larry Hedrick, North Carolina
Charles Porter, Washington
Roger Skiftun, North Dakota
Jerry Bacon, Texas
James Martin, Massachusetts
Gerald Mead, New York
George Morrill, Maine
Vincent Kennelley, New York
Bill Largent, Missouri
Don Edwards, Texas
Donald Patterson, Texas
H. Layton Laws, Sr., Virginia
Dale Camp, West Virginia
Omer Bonney, Oregon
*Harvey Lambright, Indiana
Don Althen, Alberta
William Hannan, West Virginia
Andrew Erwin, West Virginia
*Leo Merritt, Michigan

Truman P. Kongsle, South Dakota
*Bud Rice, North Dakota
Jacob Himmel, Michigan
Cecil Johnson, Texas
*Reuben Brehe, Missouri
Vance McMahon, New Mexico
John Wagster, Missouri
J. W. Reynolds, North Carolina
Cliff Mitchell, Minnesota
Merle D. Straw, Jr., New Hampshire
Quinton Daehler, Missouri
Cecil Myers, Oklahoma
Lyle Knott, Nebraska
Willis Woodring, Nebraska
Leon Nelson, Nebraska
C. O. Emrich, Nebraska
Robert Hilty, Nebraska
Les Cornwall, Nebraska
Vincent Bergstrom, Nebraska
Irvin Schultis, Nebraska
Dick Shea, Nebraska
*Bill Gentleman, Nebraska
Jerry Kelley, Nebraska
Glenn Schwarz, Nebraska
James Martin, Nebraska
Dick Kane, Nebraska

It's Summer Time



Now is the time to get your order in for that summer (Milan Straw) hat. Our summer stock has just arrived and we are ready to start shipping. We still have all sizes in the beautiful Silver Belly Felt (winter hats) and they come in brim widths of, 2"—2-3/8" and 2-5/8", same as the summer straws.

I have shipped more hats than there are members of the National Association but there are those of you who have never worn "The Auctioneer" Hat. We have repeat orders over and over so those of you who do wear them are satisfied and we guarantee satisfaction or your money back. On ordering please tell us if it's felt or straw you want, the brim width and who will wear the hat as we put the name in the sweat band.

AUCTIONEER HATS

\$11.95 plus 4% Tax

COLONEL W. CRAIG LAWING

5521 Belhaven Boulevard

Charlotte, North Carolina 28208

Telephone: Area Code 704/Office 399-6372—Home 399-3260

Tom Johnson, Nebraska
 C. C. Gannett, Nebraska
 Don Jensen, Nebraska
 Tom Wiecks, Nebraska
 Mack Cosgrove, Nebraska
 Ron Woodward, Nebraska
 Doug Best, Nebraska
 Gary Woodring, Nebraska
 Richard Montgomery, Nebraska
 Harold Kraupie, Nebraska
 M. E. Montgomery, Nebraska
 Dallas McDuffie, Nebraska
 Don Werner, Nebraska
 Duane Jensen, Nebraska
 Mylon Wegener, Nebraska
 Walter (Pete) Fowlkes, Jr., Nebraska
 Albert Helzer, Nebraska
 Jack McCoy, Nebraska
 Stacy McCoy, Nebraska
 *Robert Bedna, Nebraska
 Dean C. Martin, Nebraska
 Charles Tharp, Nebraska
 Bill Rut, Nebraska
 Dick Grubaugh, Nebraska
 Marvin Grubaugh, Nebraska
 Dean Fleming, Nebraska
 John T. Ryan, Nebraska
 Ed Lightner, Nebraska
 Gerald Phillips, Nebraska
 Eugene Marshall, Nebraska
 Charles Riley, Nebraska
 Henry Bergen, Nebraska
 Edward Hart, Nebraska
 E. A. Camfield, Nebraska
 Robert W. Isabell, Nebraska
 *A. L. Horn, Nebraska
 *Terry Bentler, Nebraska
 Walter Frickey, Nebraska
 Harold Hupp, Nebraska
 R. E. Connealy, Nebraska
 Virgil Olson, Nebraska
 Marsden Garey, Nebraska
 Darrel Olson, Nebraska
 August Runge, Jr., Nebraska
 Henry Buss, Nebraska
 L. Dale Hanna, Nebraska
 *George Frickey, Nebraska
 Wilbur Brell, Nebraska
 Billy Day, Nebraska
 Blaine Farrar, Nebraska
 Freddie Kalb, Nebraska
 Herbert A. Sukraw, Nebraska
 Leon Ruff, Nebraska
 *Jerry Goeman, Nebraska
 Walter Brandt, Nebraska

Frederick Sherlock, Kansas
 *Larry Lewin, Oregon
 Ross Kemp, Ontario
 James Jones, Missouri
 Ken Cullum, California
 James E. Bell, Missouri
 Walter Ahrens, Nebraska
 Walter Wiegmann, Indiana
 Donald I. Martin, New York
 Albert Christensen, Nebraska
 Richard Drudik, Nebraska
 Grant Phillips, Nebraska
 John Heist, Nebraska
 Keith Armstrong, Alberta
 R. H. Stoddard, Jr., Wyoming
 *Leo F. Brown, Oklahoma
 Ronald Sutton, Oklahoma
 Clarence Burkett, Michigan
 Orville Laughlin, Indiana
 Harold McIlrath, Iowa
 *George Vieira, New York
 Richard Roberts, Texas
 John Pearson, Michigan
 William McKay, California
 Orville Sherlock, Washington
 *Warren Dunlap, New Jersey
 *Denotes New Member

Learn Auctioneering At Home

Nelson Auction School

16800 Whitcomb
 Detroit, Mich. 48235

Home Study Course \$37.50
 (With Recordings)

Residential Classes \$87.50

555 Auction Sayings \$2.00

**Classes Begin SECOND
 MONDAY of April; June;
 September and December
 EVERY YEAR!**

Nationally Recognized School

Nebraskans Come Up With Another Fine Convention

By JAN MERRITT

The 21st Annual Convention of the Nebraska Auctioneers Association a real "foot stomper" in every aspect. The huge attendance at this year's gathering taxed the facilities at the Clarke Hotel, Hastings, Nebraska, where this event took place. When the final count was taken over 140 auctioneers and wives had registered for this one day convention, all with one objective in mind, to promote auctioneering, the greatest method of selling to the people in Nebraska.

A good many came in the night before the meeting and enjoyed the hospitality furnished by Col. and Mrs. Stacy McCoy. The McCoy's had served the past year as Presidents of the Association and Auxiliary, respectively.

Convention Day (May 4) saw auctioneers and their wives enjoying the renewal of acquaintances during the registration period, over a cup of coffee. The Board of Directors and various committees met preceding the official "Call to Order" of the convention.

After President McCoy called the meeting to order, reading of the minutes of the last meeting and the Treasurer's report was given by Secretary-Treasurer, Henry Rasmussen. Next order of business was the report of the Nominating Committee, and the election of officers.

Marvin Grubaugh, Rising City, was elected President; Johnny Ryan, Greeley, 1st Vice President; and Tom Johnson, Albion, 2nd Vice President. Elected to the Board of Directors were Douglas Best, Oshkosh; Dean Martin, Lexington; and Fritz Engel, Clarks.

Dean Fleming showed the group the plaques which have printed upon them the "Standards For An Auctioneer" and asked how distribution should be handled. It was decided that each

Nebraska auctioneer paying his dues should be awarded this plaque, compliments of the association.

"Litterly hanging from the rafters" can best describe the noon luncheon held in the Skyline Room where Nebraska auctioneers were greeted by the Mayor of Hastings, and John Ryan gave the response. Honored at this luncheon was Col. Rex Young from Plattsmouth, who received a plaque for his outstanding service to the Auction Profession and his service to the Nebraska Auctioneers Association. This plaque, being only the second of its type ever to be awarded, was presented by Col. C. O. Emrich.

President-elect, Marvin Grubaugh, presided at the afternoon session. First man on the program was Col. Bob Penfield, President of the National Auctioneers Association. Col. Penfield gave a talk on the role the individual state organizations play in the auction profession, along with his activities as President of the National.

Col. Bernard Hart, Secretary of the National Auctioneers Association and editor of "The Auctioneer", talked on the immediate challenge now facing the auctioneers of Nebraska, that being in showing the rest of the states the earnest desire we have not only in the Nebraska Auctioneers Association, but in the Profession of Auctioneering and the shrine that is to be built in Lincoln, Nebraska. Only after we, the auctioneers in Nebraska, having given our utmost in time and money to the National Auctioneers Association "Building Fund", can we expect the rest of the states to follow suit. Upon completion of his speech, Col. Hart received a pledge from one of the members for \$500.00 to start the ball rolling.

Col. Dean Fleming then informed the members on Convention plans for the

National Auctioneers Association to be held July 10-11-12 in Roanoke, Virginia, at the Hotel Roanoke, and as 2nd Vice President of the National Association urged all Nebraska auctioneers to attend.

Dorothy Melton Bell of the classified advertising department of the Omaha World-Herald gave some new information on regulations of her paper. Since the gun law has gone into effect, she can no longer advertise guns for sale unless the word "long" appears in the ad. Also, due to city ordinance, she cannot advertise a "going out of business" sale, or in our cases a "liquidation sale" or "closing out" sale.

Col. Dick Grubaugh, David City, moderated a Panel Discussion. This panel consisted of Harold Kraupie, Bridgeport, General Farm Sales; Freddie Kolb, Franklin, Antiques; Darrell Olson, Grand Island, Auction House Sales; Bob Phillipson, Franklin, Auction Markets; Glen Schwarz, Grand Island, Real Estate; Mylon Wegener, Humphrey, Machinery Auctions; and advertising, Marsden Garey, Grand Island. Questions from the members were asked to these auctioneers and discussions followed.

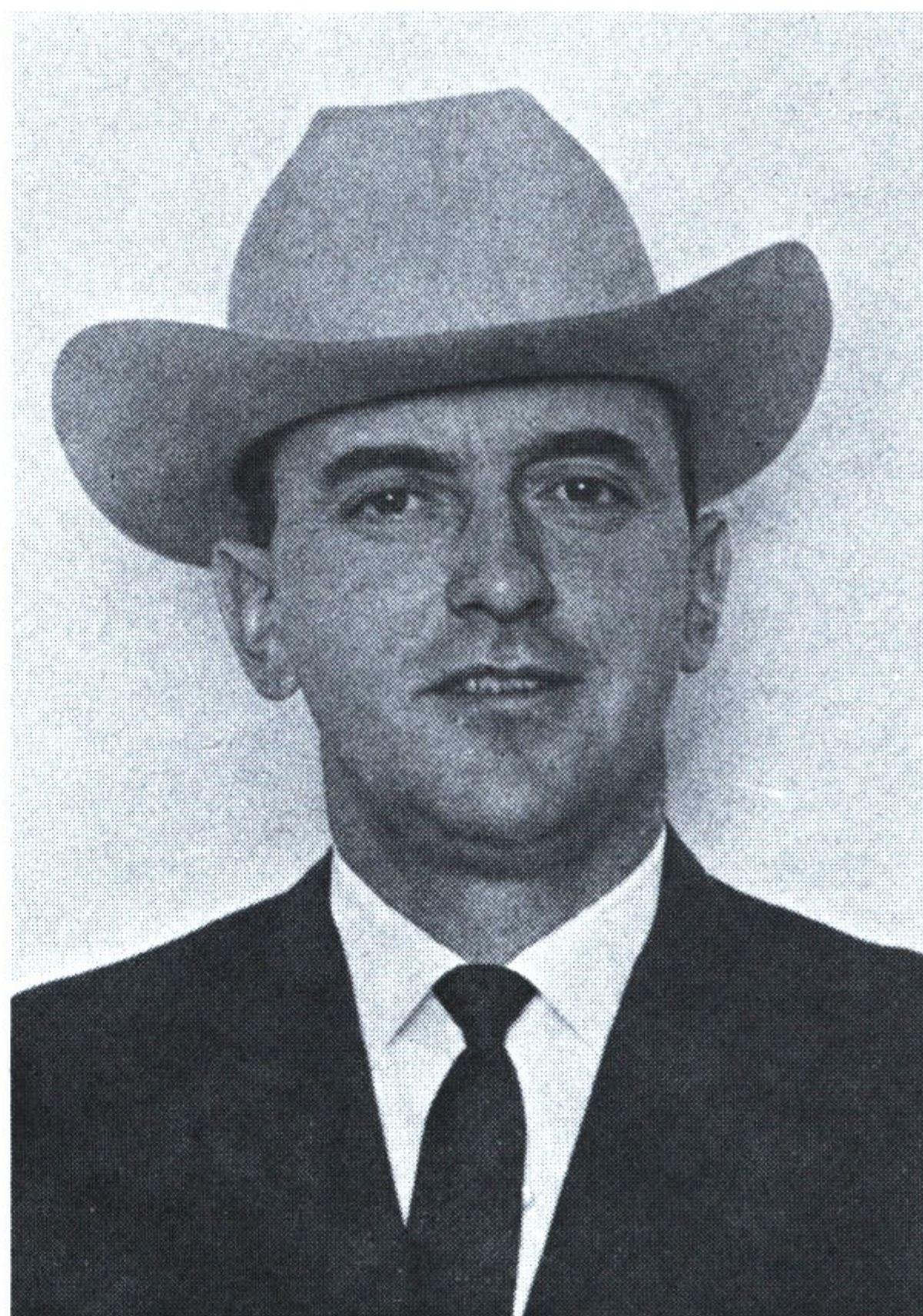
Though not on the agenda, a discussion of "The Sales Tax and The Nebraska Auctioneer" wove itself in and out of almost every conversation of the afternoon. It was generally conceded that although some auctioneers are still puzzled by the tax and its part in the auction profession, they are probably no more so than the tax officials themselves, and in time it will all be straightened out.

The members again gathered in the Skyline room for the grand banquet. Johnny Ryan served as Toastmaster, and as a dedication to their grandfather, Col. Stacy McCoy, approximately 12 grandchildren sang "The Auctioneer" song. The featured speaker was Calvin Johnson, Special Consultant on Public Affairs, from New Holland Division of Sperry Rand Corporation. The program was closed with a benediction from Col. Bernard Hart.



Dale McPherson Wins South Dakota Contest

STURGIS, S. D.—Dale McPherson of Rapid City was selected as South Dakota Champion Auctioneer at the annual convention of the South Dakota Certified Auction Markets Association.



Dale McPherson

Jack Churchill of Hermosa was the runner up. McPherson and Churchill are both active in the South Dakota Auctioneers Association and members of the NAA.

Eighteen auctioneers were entered in the contest. One of the three judges was Ken Troutt of Emmett, Idaho, the 1967 World's Champion Auctioneer. Troutt gave an auctioneering demonstration.

Arden DeWald of Menno was elected president of the association. Other officers elected were Dick Looby, Redfield, vice president; and Bob Ehrich, Belle Fourche, secretary-treasurer.

The convention activities were held at Phil-Town and the auctioneering contest was held at the Sturgis Livestock Exchange.

IN UNITY THERE IS STRENGTH

Nebraska's Big Machinery Auction Passes 45th Year

Forty-five years ago, Frank Tharp, Grant, Nebraska, had an idea. He started a consignment auction of farm machinery. According to Col. Tharp, that first sale grossed something like \$4,800. The Tharp Machinery Auction grossed over \$200,000 last February.

This was not the largest of the 45 auctions although they have been bringing in around a quarter million the past several years, going as high as \$325,000. During the past four and a half decades, Tharp's annual auction has grown into one of the largest farm equipment sales in the High Plains States.

Drawing crowds of from 7,500 to 10,000 persons to Grant, normal population 1,166, it's generally regarded as the biggest business day of the year ac-

cording to Jess Deaver, President of the Grant Chamber of Commerce. Wayne Aten, operator of Aten's Department Store, says sale day is one of the store's biggest days.

Everyone pitches in to accommodate the crowd. Lunch stands are manned by service clubs. Visitors and buyers wander through the acres of machinery consigned to the sale and they learn of the old-fashioned hospitality displayed by the Tharps and by the merchants of Grant.

Frank Tharp, age 76, opened this year's sale with the remarks, "It takes an old man to sell old machinery. He has been assisted by his son, Charles Tharp, known to the customers as "Chuck", who has been a full partner for more than half the annual sales.



It's a regular auctioneers convention at the Tharp Machinery Auction. These 12 men worked this year's sale. Front row, from the left: Larry Raile, Imperial, Nebr.; Troil Welton, Wray, Colo.; Frank Tharp, Charles Tharp, Dean Burgess, Imperial, Nebr.; Ernest Martin, Lamar, Neb. BACK ROW: Bryon Stock, Wauneta, Neb.; Jerry Lueking, Oxford, Neb.; Wilbur Weitzel, Scottsbluff, Neb.; Vernon Rezac, Grant, Neb.; Dean Schow, Paxton, Neb.; Harold Haynes, Haxtun, Colo.

To speed things up (the auction usually runs 10 hours) a dozen auctioneers are used along with seven clerks in order that three rings are in progress, simultaneously. While one set of auctioneers sells trucks, cars and tractors in front of the bleachers the other two sets lead the crowd from one piece of equipment to another in the 14 acres of sale yard.

The office is managed by Chuck Tharp's wife, Gladys, and a crew of seven other women to handle the transactions. Most of these ladies have been with the firm for several years. Mrs. Frank Tharp worked the sales until recent years.

Several of the yard men checking in machinery, loading and unloading, have been with the firm many years. Wilber Ott has been there for more than 20 years as has Eldon Cornelius while Wendell Cornelius has been there ten years.

If weather permits, a dozen planes are usually parked in adjoining fields or at the local airport. Buyers this year

came from Colorado, Kansas, Wyoming, North and South Dakota, Idaho, Iowa, Minnesota and Missouri. Past years have seen buyers from Canada.

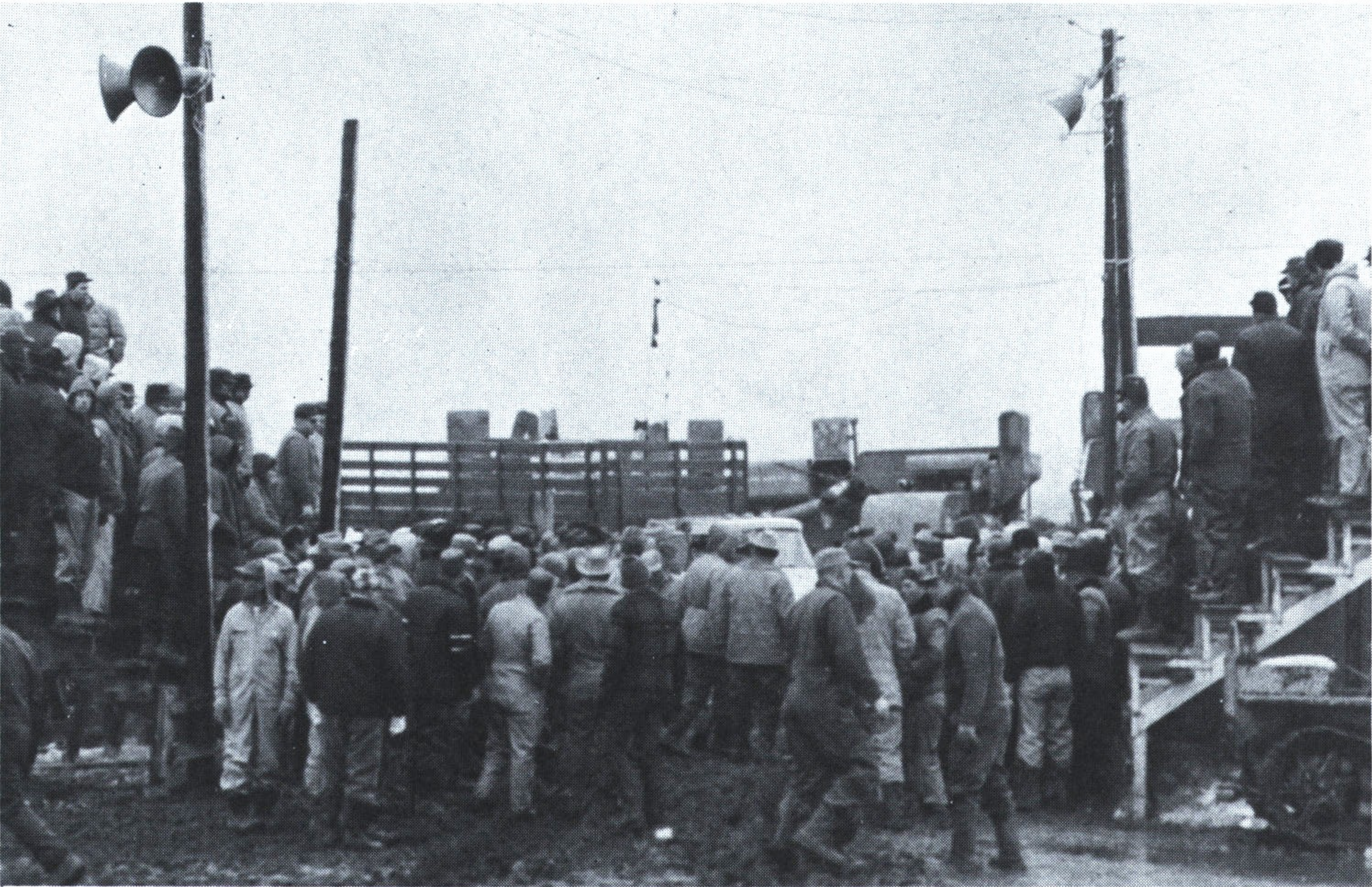
Planning begins two months prior to sale date. Some 25,000 mailing pieces are distributed in addition to newspaper advertising across the plains states. The sales transactions are usually cleaned up by the middle of March and the firm gets down to the business of handling other real estate and farm sales.

Both Frank and Charles Tharp are long time members of the Nebraska and National Auctioneers Associations and seldom is a State Convention held when they are not represented.



WALL STREET ARITHMETIC

10 mills	make 1 trust
10 trusts	make 1 combine
10 combines	make 1 merger
10 mergers	make 1 magnate
1 magnate	makes all the money.



One of the three rings in action at the Tharp Machinery Auction.



These men have clerked a good many of the big ones. From the left: Wendell Cornelius, Wilber Ott and Eldon Cornelius.



These eight ladies handle the office transactions at Tharp's big sale. Mrs. Charles (Gladys) Tharp (left) supervises the crew.

Convention Talent

In this issue of "The Auctioneer" the 1969 Convention Program is published in detail. Participants on the program consist of successful auctioneers throughout the country with a few exceptions. Two of these men, drafted from outside the auction profession, are Charles McCullers and Kenneth Gray.



Charles McCullers

McCullers has spent 25 years in public relations and community development projects, giving him much in common with members of the auction profession. He has served as executive head of chambers of commerce in four North Carolina cities.

On October 1, 1968, Mr. McCullers became affiliated with Methodist College at Fayetteville, North Carolina, as Director of Institutional Advancement. He holds membership in many organizations and is a past District Governor of Rotary. He has addressed business and civic clubs in 43 states and Canada since 1960. His address at our convention, "Four Wheel Drive", is one you won't want to miss.

Kenneth J. Gray is a native of southern Illinois. He was in the automobile business, operated an air service



Hon. Kenneth Gray
Congressman from Illinois

and was an auctioneer prior to his election to the U. S. House of Representatives, in 1954. He has served continuously in Congress since his first election, having been re-elected seven consecutive times.

Gray is an Honorary Member of the National Auctioneers Association. With his auctioneer background, he is often called upon to participate in benefit auctions in the Washington, D. C. area. Mr. Gray will address the Convention on Saturday, July 12.

Pennsylvanians to Meet at Washington

The Western Chapter will host the Pennsylvania Auctioneers Convention on June 8-9, 1969, at Washington, Pennsylvania. Seminars will take place on Sunday evening followed by a business meeting on Monday.

Due to the large Chapter, we are looking for a fine Convention in the Western area. All auctioneers and apprentices are welcome to attend.

CHARLES MOYER, Sec.-Treas.

IN UNITY THERE IS STRENGTH



Auction Shorts

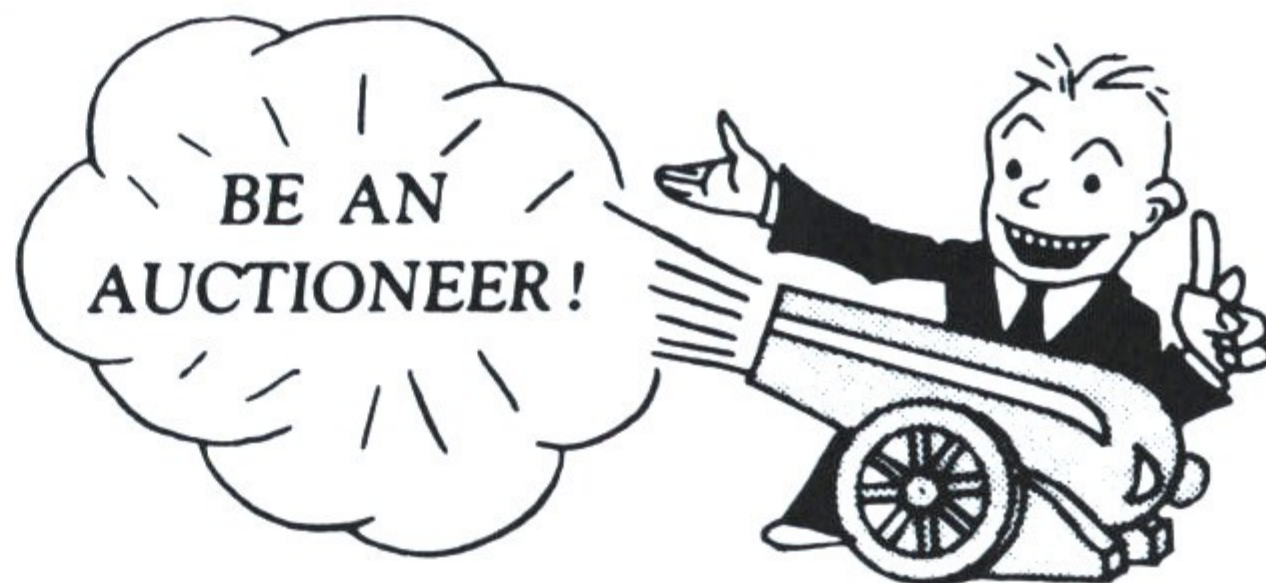
This is going to be a shorty.

The members of the Nebraska Auctioneers Association again enjoyed a very inspiring Convention the first Sunday in May of 1969. More information about this Convention will no doubt appear in this issue.

I had another shock this morning concerning the Auction profession. While checking the files of estates probated in our County, I read the last will and Testament of quite a sizeable estate. In the Will, it was specifically stated that the greater part of the estate be liquidated into cash for distribution to the heirs and that it be done at private treaty and not at public auction, in capital letters.

Incidents like this surely remind us that it is necessary at all times to keep the public informed that the auction way to liquidate is the fair way, the American way and the most profitable way.

HENRY BUSS



ENROLL TODAY!

**Being An Auctioneer Is An
Honorable, Pleasant and Profitable
Profession. No Capital Is Required.**

* * * * *

WRITE FOR BROCHURE AND APPLICATION TODAY

**MENDENHALL
School of AUCTIONEERING**

U. S. HWY. 29 & 70 W. (1-85)

PHONE (AC-919) 888-7165)

HIGH POINT, NORTH CAROLINA



CARROLL KAY and the KAYDETTES (above) will furnish music for Saturday night dancing at the National Convention in Roanoke, July 12.

Market Celebrates First Anniversary

An open house in observance of the first year of operation of the Port City Stockyards, Sealy, Texas was held May 24-25. Results of their market expansion plan were shown.

In its first year of operation the auction market handled nearly 325,000 head of livestock valued at \$30,000,000.

New Record Prices for Antique Jewelry

NEW YORK—The Parke-Bernet Galleries set a new record of \$538,550 for an auction of antique jewelry from one of the world's largest private collections.

The Baron H. H. Thyssen-Bornemisza purchased 12 of the items auctioned from the collection of the late Melvin Gutman. Thyssen's purchases totaled \$236,000.



AUCTIONEER INFO GUIDE

34 pages of information all auctioneers should have re auction chants, fill-ins, descriptions, jokes, closing bids, methods, reasons, photos, office policies, forms, etc. Price, \$2 50. FREE: Newest & best real estate & chattel contract samples included.
CLEM LONG, INC. 33 RIVERSIDE DR.
Dayton, Ohio 45405

Be A Real Estate Broker Or Salesman

The Kansas City Realty School is selling our regular \$89.50 Home Study Courses, consisting of twenty lessons each, as a one package deal with no diploma or grading for \$12.95, until sold out.

Mail your check or money order today.

COL. GEORGE A. MANN, Owner
15500 E. 24 Highway
Independence, Missouri
(Mann Auction & Realty Co., Since 1919)

HOTEL RESERVATION FORM

Fill out form, clip on dotted line and mail to:

HOTEL ROANOKE
Reservation Department
Roanoke, Virginia 24006

Singles:	13.00	14.00	15.00	16.00	17.00			
Twins/Doubles:	17.00	18.00	19.00	20.00	21.00	22.00	23.00	
Two Room Suites:	51.00	55.00	56.00	61.00	66.00	67.00	72.00	

ARRIVAL DATE: _____ TIME: _____ DEPARTURE: _____

NAME: _____ ADDRESS: _____

**TO INSURE YOUR RESERVATION, THIS CARD MUST BE IN TO THE
HOTEL ROANOKE TWO WEEKS PRIOR TO ARRIVAL DATE:**

NATIONAL AUCTIONEERS ASSOCIATION
July 9, 10, 11, 12, 13, 1969

Attention Auctioneers

We have a foolproof plan
to make ANTIQUES available
for your Auction Sales

ANY QUANTITY

*One piece or a container full
(container fills a tractor trailer).*

You must make a profit under our guaranteed method.

Please contact us if interested.

MAILING ADDRESS

COL. I. TAYLOR

**Taylor Associates
P. O. Box 6672
Philadelphia, Pa. 19149**

Showroom: 4415 Chestnut Street, Philadelphia, Pa. 19104



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.

ALABAMA

Col. J. M. Casey—Albertville
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. R. E. Harris—Fayetteville
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

CALIFORNIA

Col. Murl Bernard—Riverside
Col. Sanford J. Blau—San Bernardino
Col. Linville Burleson—Paramount
Col. Tom Caldwell—Ontario
Col. Keith Cullum—Pomona
Col. Ken Cullum—Pomona
Col. Marsh Dozar—Los Angeles
Col. Melvin H. Ellis—Napa
Col. James Gibson—Hayward

Col. W. C. "Bill" Gier—Los Molinos
Col. Phil Hanson—Santa Ana
Col. Harold Henry—Rosemead
Col. Douglas J. Holmberg—Mojave
Col. Frank Hollenbeck II—Pacifica
Col. Ed Huisman—Galt
Col. Rudy Larkin—W. Covina
Col. James Martin—Elk Grove
Col. Charles Middleton—San Diego
Col. Wally Plueger—Long Beach
Col. Ray Roberson—Napa
Col. Morris Schwartz—Hollywood
Col. Otto Seeberger—San Diego
Col. Eugene D. Smith—Bakersfield
Col. D. L. "Slim" Sowder—Venice
COLORADO

Col. Ernie Austin—Greeley
Col. Robert Beck—Ft. Collins
Col. David Brown—Holyoke
Col. Keith Brown—Grand Junction
Col. Robert L. Cross—Ft. Collins
Col. Charles Cumberlin—Greeley
Col. Jack Dunn—Ft. Collins
Col. Ed Gibson—Denver
Col. Emmett L. Harbour—Denver
Col. Harland Harrington—Greeley
Col. Herman W. Hauschildt—Denver
Col. Dick Heberlin—Burlington
Col. Cookie Lockhart—Denver
Col. Si Lockhart—Steamboat Springs
Col. Byron E. Mangan—Berthoud
Col. R. W. Oversteg—Delta
Col. Thomas L. Pearch—Eagle
Col. C. E. Ken Reed—Ft. Morgan
Col. Earl Reynolds—Cedaredge
Col. E. W. Robbins—Gunnison

Col. Howard Roland—Grand Junction

Col. E. W. Fritz Rundell—Salida

Col. J. Lee Sears—Ft. Lupton

Col. Howard Shults—Lakewood

Col. Reuben J. Stroh—Loveland

Col. E. W. Van Berg—Sterling

Col. R. L. “Bob” Webb—Loveland

Col. Troil Welton—Wray

Col. Lyle D. Woodward—Denver

CONNECTICUT

Col. Tolbert A. Breed—Windsor

Col. C. R. Cone, Jr.—N. Franklin

Col. Milton R. Crosby—Sharon

Col. Steve Koltuniak—Canton

Col. Joseph Pari—Hamden

Col. Richard K. Mather—Granby

Col. William C. Shine—Kensington

Col. Al Tirella—Hartford

DELAWARE

Col. Crawford Carroll—Dover

Col. Riley Jefferson—Lincoln

DISTRICT OF COLUMBIA

Col. Benjamin E. Weschler

—Washington

Col. William P. Weschler

—Washington

FLORIDA

Col. R. E. Baxla—Lakeland

Col. R. K. Beebe—W. Palm Beach

Col. Robert Bishop—So. Daytona

Bld. Auction Bazaar—Sarasota

Col. Robert D. Cooper—Sarasota

Col. Wendell H. Cooper—Bradenton

Col. Lewis C. Dell—Sanford

Col. James R. Heater—Sarasota

Col. Martin E. Higgenbotham—Lakeland

Col. Sidney P. Hough—Tallahassee

Col. Bernard Jellema—Pompano Beach

Col. Jerry W. Kemp—Winter Park

Col. J. R. Koske—Palm Bay

Col. Joseph F. Sedmera—Lakeland

Col. Vince Simmons—Lakeland

Col. Donald J. Smith—Largo

Col. P. Frank Stuart—St. Petersburg

GEORGIA

Col. George E. Collins—Decatur

Col. Joe Ellis—Moultrie

Col. George D. Hand—Atlanta

Col. R. A. Waldrep—Gainesville

HAWAII

Col. Louis L. Stambler—Honolulu

IDAHO

Col. Jim Messersmith—Jerome

Col. Si Williams—Caldwell

ILLINOIS

American Auction Associates—Chicago

Col. H. S. Beeney—Peoria

Edward Bilbruck, Inc.—Chicago

Col. Franklin E. Bohn—Elkhart

Col. Wes Chapman—Seneca

Col. Gordon Clingan—Danville

Col. Jim Clingan—Collison

Col. George W. Cravens—Williamsville

Col. M. A. “Milt” Cully—Des Plaines

Col. Dan Danner—Glenview

Col. Timothy Danner—Glenview

Col. John H. Dieken—Pecatonica

Col. W. P. “Bud” Drake—Decatur

Dunning’s Auction Service—Elgin

Col. William L. Gaule—Chatham

Col. Michael M. Gordon—Chicago

Col. O. W. Hadley—Lake Zurich

Col. Marcellus Hartman—Waterloo

Col. Marvin Haycraft—Wapella

Col. Ray Hudson—Morrisonville

Col. Lane R. Hyett—Aledo

Col. A. R. McGowen—Palos Heights

Col. William Magee—O’Fallon

Col. J. Hughey Martin—Colchester

Col. W. Virge Meador—Fairfield

Col. John Modica—Chicago

Col. Michael Modica—Chicago

Col. Richard H. Nelson—Belvidere

Col. J. H. Oberwise—W. Chicago

Col. Lyle Paddick & Son—Oblong

Col. Melvin R. Penning—Forreston

Col. Fred G. Quick—Aurora

Col. Keith Reid—Albion

Col. Norman Roth—E. Peoria

Col. Orison R. Seibert—Belleville

Col. Fred H. Schneider—Yorkville

Col. Carl Steck—Maquon

Col. J. H. Swanson—Sandwich
 Col. Leonard R. Tuttle—Sheldon
INDIANA
 Col. John E. Anderson—Lafayette
 Col. Leo Boatwright—Swayzee
 Col. Wallace Bucher—Francesville
 Col. James A. Buckley—Shelbyville
 Col. Ray Clark—Dyer
 Col. G. W. Croddy—Madison
 Col. John W. Doane—Mt. Vernon
 Col. T. M. Dunlevy—Jeffersonville
 Ellenberger Bros.—Bluffton
 Col. Don Furrer—Reynolds
 Col. Leo Grindley—Ft. Wayne
 Col. Bob L. Harrison—Monticello
 Col. M. Henry Leffler—Marion
 Col. Cecil Meier—Hanover
 Col. Amon H. Miller—Evansville
 Col. Robert W. Mitchell—Rochester
 Col. Marley E. Neal— Mooresville
 Col. C. Eugene Phillips
 —Indianapolis
 Col. L. W. “Bill” Porter—Brownsburg
 Col. Walter G. Price—Indianapolis
 Col. D. Noble Ratts—Indianapolis
 Col. Earl Ray—Tangier
 Col. M. W. Reavis—Bloomington
 Reppert School of Auctioneering
 —Decatur
 Col. Meredith Richwine—Brownsburg
 Rossville Auction Exchange—Rossville
 Col. Romaine Sherman—Goshen
 Col. Noble Stokes, Jr.—Hagerstown
 Col. Carl Tebo—Brook
IOWA
 Col. Loren Albrecht—Wall Lake
 Col. Bill D. Gold—Hamburg
 Col. Roy Johnson—Buffalo Center
 Col. Cliff McCarville—Carroll
 Col. James J. Nebel—Imogene
 Col. Paul A. Pauley—Harlan
KANSAS
 Col. Mildred Alexander—Kansas City
 Col. E. R. Harrison—Norton
 Col. Clifford Reese—Osage City
 Col. Jack D. Sheets—Wellington

KENTUCKY
 Col. Adrian Atherton—Hodgenville
 Col. David W. Bailey—Glasgow
 Col. James O. Briggs—Stanton
 Col. Robert W. Butler—Lexington
 Carter Realty & Auction Co.—Scottsville
 Col. Jack Colson—Ledbetter
 Col. Wayne Kessler—Campbellsville
 Col. C. Roger Lewis—Morehead
 Magers Realty & Auction Service
 —Elizabethtown
 Col. Fred Sayre—Gilbertsville
 Col. Ray E. Wright—Ashland
LOUISIANA
 Col. Valery C. Watts—Livingston
MAINE
 Col. R. I. “Razor” Crosman—Corinna
 Col. Gardner R. Morrill—Harrison
 Col. George Morrill—Harrison
MARYLAND
 Col. Robert H. Campbell—Annapolis
 Col. S. Braden King—Boonsboro
 Col. Jervis Marshall—Hampstead
 E. T. Newell & Co.—Baltimore
 Col. Jack Reedy—Hampstead
MASSACHUSETTS
 Col. Henry A. Berman—Worcester
 Col. Stephen D. Cardelli—Byfield
 Col. Norman L. Chagnon—Worcester
 Col. Phil Goldstein—Boston
 Col. Abe Levin—Fitchburg
 Col. Frank “Honest Chuck” Onischuk
 —Westminster
 Col. Leonard Sheinfeld—Boston
MICHIGAN
 Col. Elwyn Bentley—Fenton
 Col. Jim Brannan—Boyne City
 Col. Harold Cole—Flint
 Col. Jerry Crain—Howell
 Col. Marvin Freeze—Niles
 Col. John M. Glassman—Eau Claire
 Col. Freeman F. Glenn—Port Huron
 Col. Marlan Grubbs—Grand Rapids
 Col. Bob Handrich—Fairview
 Col. Fred Hullett—Detroit
 Nelson’s Auction School—Detroit

Col. David A. Norton—Coldwater

Col. Sherry Olin—Sparta

Col. William Podell—Grand Rapids

Col. Clyde Russell—Caledonia

Col. Jack H. Smith—Yale

Col. Tom Sparks—St. Joseph

Col. Robert J. Wellman—Decatur

Col. Arthur Whitman—Medford

Col. Garth Wilber—Bronson

Col. Mike Young—St. Joseph

MISSISSIPPI

Col. Toxey T. Fortinberry—Water Valley

Col. Lew Henderson—Gulfport

MISSOURI

Col. Ken Barnicle—Ellisville

Col. Quinton Daehler—Mayview

Col. Buster Hewkin—Cuba

Col. C. W. Jones—Glasgow

Missouri Auction School—Kansas City

Col. Jerry D. Popplewell—Amity

Col. Haskell O. Trusty—Joplin

MONTANA

Col. Walter A. Brandt—Great Falls

Col. Wm. J. “Bill” Hagen—Billings

Col. Earl W. Kinney—Billings

Col. Bob Thomas—Billings

Col. Carl O. Westermarck—Shelby

Western College Auctioneering—Billings

NEBRASKA

Col. E. A. Camfield—North Platte

Col. Mack P. Cosgrove—Omaha

Col. Doyle L. Dawson—Edison

Col. W. V. “Bus” Emrich—Norfolk

Col. Dean Fleming—Atkinson

Col. Rod Gillespie—North Platte

Col. John W. Heist—Beatrice

Col. Russell E. Lydiatt—Ashland

Col. Grant R. Phillips—Wallace

Col. Jim Walker—Omaha

Col. Don Werner—Thedford

Col. Gary Woodring—Omaha

Col. Rex Young—Plattsmouth

NEW HAMPSHIRE

Col. Victor A. Garrison—Exeter

Col. Merle D. Straw, Jr.—Seabrook

Col. Edward G. Stevens—Rindge

Col. Paul W. Lawton—Chesterfield

NEW JERSEY

Col. Edward F. Barber—Williamstown

Col. Fred R. Daniel—Neshanic Station

Col. Ralph S. Day—Leonia

Col. William S. Day—Mendham

Col. James Fawcett—Dumont

Col. John Flynn—Trenton

Col. Elwood Heller—Somerville

Col. James Hess—New Egypt

Col. Ralph D. Hughes—Glassboro

Col. Harold B. Jeffcott—Vincentown

Col. Harvey W. Lee—Salem

Col. Helen Mylow—Midland Park

Col. Gerald Sterling—Berkeley Heights

Col. George F. VanDeree—Pompton Plains

NEW MEXICO

Col. Monroe Goree—Roswell

Col. James Priest—Clovis

The New Mexico Auctioneers

—Albuquerque

Col. John A. Overton

Col. Paul Rector

Col. Leon White

Col. Horace Woodburn—Mesilla Park

NEW YORK

Col. Tim Anspach—Albany

Col. Richard W. Bronstein—Amherst

Col. Paul W. Calkins—Peru

Col. Clarence Foss—South Wales

Col. Robert J. Gallow—Bronx

Col. B. F. Hayes—Forest Hills

Col. Victor Kent—Hinsdale

Col. Dorothy Knapp—W. Nyack

Col. Marshall W. Lashway—Peru

Col. Bernard G. Lusk—Rochester

Col. George K. Lusk—Rochester

Col. Donald W. Maloney—Syracuse

Col. William Maloney—Syracuse

Col. Melvin J. Manasse—Whitney Point

Col. Donald Martin—Ballston Spa

Col. Crawford McFetridge—Penn Yan

Col. Doyt McGinnis—Nedrow

Col. William A. Moran—New York City

Col. Pete Murray—Ballston Lake

Col. Jack B. Perry—Wilson

Col. Ronald Reed—Sherman
 Col. Kenneth M. Rice—Hamburg
 Col. Harold Spoor—Baldwinsville
 Col. Ben Schwadron—Forest Hills
 Col. David H. Tracy—Pavilion
 Col. Richard C. Tracy—Dansville
 Col. William Vosburgh—Fonda
 Col. Sidney White—New York City
 Col. Harris Wilcox—Bergin

NORTH CAROLINA

Col. Jackie Ball—Marshall
 Col. Neil Bolton—Winston-Salem
 Col. C. D. Carpenter—Conover
 Col. George K. Dukes—Winston-Salem
 Col. Clinton Garner—Denton
 Col. Johnny Godley—Charlotte
 Col. Homer E. Harden—Greensboro
 Col. Ben G. Hoffmeyer—Charlotte
 Col. Turner Kees—Hickory
 Col. W. Craig Lawing—Charlotte
 Col. Forrest A. Mendenhall
 —High Point

Col. A. T. Morris—Durham
 Col. Wm. C. Scoggins, Jr.—Mt. Ulla
 Col. Hugh Simpson—Union Mills
 Col. Kenneth W. Teague—Burlington
 Col. Raymond J. Tucker—Reidsville
 Col. H. M. Watson—Walkerton

NORTH DAKOTA

Col. Norman Aldinger—Cleveland
 Col. Bob Penfield—Bowman
 Col. Willard Schnell—Dickinson
 Col. Robert Steffes—Arthur

OHIO

Darbyshire & Associates, Inc.,
 —Wilmington
 Col. Chris B. Dawson—Waverly
 Col. Donald R. Florea—Milford
 Col. Herman L. Hart—Bristolville
 Hunter-Wilson-Mayhugh Co.
 —Hillsboro
 Col. Gynelle M. Jones—Franklin
 Col. Harry W. Kerns—Urbana
 Col. Richard T. Kiko—Canton
 Col. Gene A. Kline—Wellington
 Knotts Auction School—Gallipolis

Col. O. L. Lansaw—Middletown
 Marion Auction Co.—Washington C. H.
 Col. Mearl Maidment—Bowling Green
 Col. James A. Marlowe, Sr.—Warren
 Col. Harley O'Day—Columbus
 Col. George Roman—Canfield
 Col. Dean C. Smith—Marietta
 Col. Don Standen—N. Ridgeville
 Col. Steve Steinmetz—Springfield
 Col. Ralph VanderVlucht—Perrysburg
 OKLAHOMA

Col. Cecil Abernathy—Oklahoma City
 Col. Lewis W. Campbell—Wyandotte
 Col. V. K. Crowell—Oklahoma City
 Col. Orval Free—McAlester
 Col. R. C. Hinkle—Oklahoma City
 Col. Clyde Jones—Alva
 Col. George McKiddie—Del City
 Col. F. E. Springer—Red Oak
 Col. R. B. Thompson—Ralston
 Col. Ed Vierheller—Claremore
 OREGON

Col. Roger Baker—Ontario
 Col. Harold E. Ball—Portland
 Col. Orland J. Brenner—Medford
 Col. Dick I. Boyd—Portland
 Col. Donald Heffelfinger—Portland
 Col. Donald F. Kennedy—Portland
 Col. Edgar Lane—West Linn
 Col. Larry Lewin—Salem
 Col. Virgil R. Madsen—Junction City
 Col. Harold W. Morris—McMinnville
 Col. C. A. Morrison—Grants Pass
 Col. Virgil Munion—Roseburg
 Col. Lynn Walters—Clackamas
 Col. Forrest Witthar—Portland
 Col. Melvin Wood—Roseberg

PENNSYLVANIA

Cols. Q. R. Chaffee & Son—Towanda
 Col. H. L. Frye—Pleasant Unity
 Col. Jacob A. Gilbert—Wrightsville
 Col. Frank D. Heinen—Kittanning
 Col. Ralph W. Horst—Marion
 Col. Wylie S. Rittenhouse—Uniontown
 RHODE ISLAND

Col. Jos. W. Champagne, Jr.—Coventry

Col. Ernest O. Maine—Hopkinton

Col. Max Pollack—Providence

SOUTH CAROLINA

Col. Lloyd Meekins—Dillon

Col. George P. Pechilis—Columbia

SOUTH DAKOTA

Col. Wild Bill Hickok—Hot Springs

Col. Richard W. Stene—Beresford

TENNESSEE

Col. Rubert Ainley—Dukedom

Col. Richard W. Bethea—Chattanooga

Col. Claude H. Coleman—Madison

Col. J. Robert Hood—Lawrenceburg

TEXAS

Adams & Adams Auction Service

—Corpus Christi

Col. Dudley Althaus—Fredericksburg

Col. Walter S. Britten—Bryan

Col. Dub Bryant—Big Spring

Col. Arthur L. Bunnell—Marble Falls

Col. Phil Bunnell—Marble Falls

Col. Grover Howell—Dallas

Col. Henry A. Ismonde—Houston

Col. B. D. Jeffrey—Houston

J. O. Lawlis & Associates—Houston

Col. Donald E. Muirhead—Ennis

Col. David Sims—Houston

Col. R. J. Smith—Royse City

Col. Henry R. Story—Brownwood

Col. E. W. Strahan—Houston

Col. W. J. Wendelin—Henderson

Col. John W. Wilson—Amarillo

VERMONT

Col. Walter Flatow—Waterbury Center

VIRGINIA

Col. D. E. Bumpass, Jr.—Mineral

Col. Willie T. Catlett—Lynchburg

Col. Richard Cox—Orange

Col. Harold Entsminger, Jr.—Roanoke

Col. Morris F. Fannon—Pennington Gap

Col. Harry D. Francis—Max Meadows

Col. David H. Gladstone—Norfolk

Col. O. D. Jordan—Martinsville

Col. Melvin Lacey—Dry Fork

Col. Jack Peoples—Chesapeake

Col. Dick Price—McLean

Col. Tom W. Reese—Remington

Col. Maury Riganto—Norfolk

Col. Norman W. Rowland—Hampton

Col. J. E. Sutphin—Newport

Tull Realty & Auction Co.

—Annandale

Col. J. D. Vaughn—Keysville

Col. Roy Wheeler—Charlottesville

WASHINGTON

Col. Bob Berger—Pasco

Col. Ray S. Brock—Pasco

Col. Juel L. Burling—Lynnwood

Col. Elmer L. Burnham—Thornton

Col. Bud Chapman—Seattle

Col. Bob Etherton—Seattle

Col. Al Gay—Seattle

Col. Robert F. Losey, Sr.—Renton

Col. Orville Sherlock—Walla Walla

Col. Hank Summers—Seattle

Col. Wes Wendt—Granger

WEST VIRGINIA

Col. Jim Alvis, Jr.—Rupert

Col. Wilbur S. Brock—New Haven

Col. Ernest F. Damron—Sistersville

Col. Ronald Dempsey—Anstead

Col. O. B. Harris—Beckley

Col. Edward Landfield—Ripley

Col. A. G. "Dick" Miller—Ceredo

Col. Robert D. Moore—Parkersburg

Col. B. G. Park—Paden City

Col. R. C. "Rick" Woodard

—Huntington

WISCONSIN

Col. Lester M. Bue—Beloit

Col. Earl F. Clauer—Mineral Point

Col. James L. DeQuardo—Hubertus

Col. John Freund—Omro

Col. Fred C. Gerlach—Brookfield

Col. Dean George—Evansville

Col. Paul George—Evansville

Col. W. C. Heise—Oconto

Col. Walter Nowatske—Mukwango

Col. Williard Olson—Delavan

Col. Gerald Pearson—Plainfield

Col. LeRoy Teske—Berlin

Col. Howard Thompson—Evansville

WYOMING

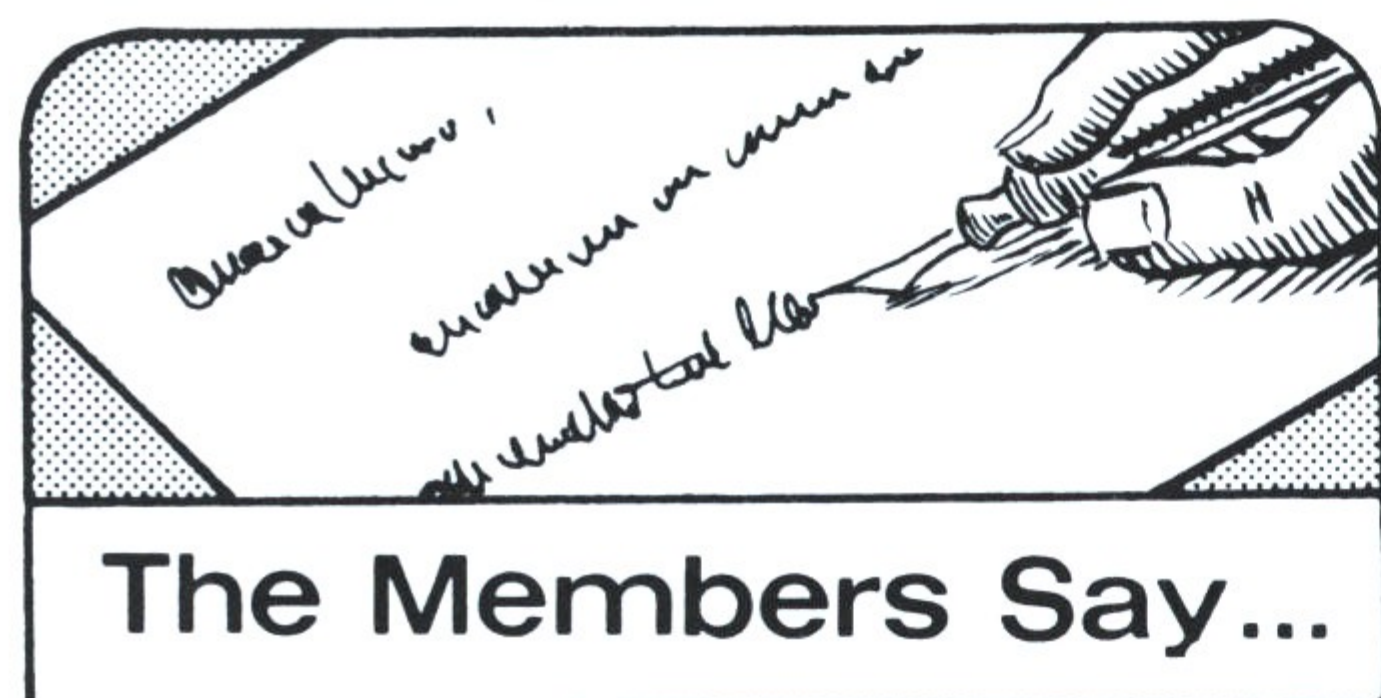
Col. Earl W. Conner—Kemmerer

ELSEWHERE

Col. H. P. Higgins—Huntingdon,
Quebec

Col. Ross Kemp—Stratford, Ont.

Ladies Auxiliary to the NAA



Dear Bernie,

Auctioneering here in West Virginia is increasing every year. We have our State Convention at Webster Springs, West Virginia, in June of this year. Hope to see you at our National Convention in Virginia this year. I couldn't make it last year, but was in Philadelphia, Pennsylvania with all you auctioneers in 1966. Reading the Auctioneer magazine, the stories of Pop Hess are wonderful. Wishing you much success and happiness, I remain,

Very Truly Yours,
A. G. "Dick" Miller
Ceredo, West Virginia

Dear Col. Hart:

Enclosed is my check for my 1969 Membership and \$5.00 for the "Booster Page". I see by the Lincoln Star that you have been conducting some very interesting auctions. That Hotel sale really was a dilly. Although I am somewhat semi-retired, I am still enjoying a nice auction business.

Col. Hart, what is the matter with our Nebraska auctioneers? There are only 13 names on the "Booster Page" and Illinois is leading with 42. We Nebraska auctioneers ought to wake up and show the auctioneers in the rest of the States how much we appreciate

having the office of the National Auctioneers Association here in our midst by every auctioneer in Nebraska joining the "Booster Page".

Nebraska Cols., lets all boost Nebraska, boost the National Auctioneers Association and join the "Booster Page".

Sincerely yours,
JOHN W. HEIST
Beatrice, Nebraska

Dear Bernie,

Another year has rolled around and here I am still banging and hammering away in this changing, fast and small world. 1968 was again a successful year conducting 115 all type auctions and the experience is always endless.

Our family stock yards was recently sold due to government pressure, but I'm still selling 2000 hogs every week for the new owners, as that is where I belong after twenty years of it.

I am still very proud and thankful to be a member of the association, and I'm planning my trip to the convention.

Your colleague,
RUSS H. KEMP
Stratford, Ontario

P.S. I will do my best to bring some other auctioneers with me.



Auctioneer Heads Business Group

Col. R. F. "Doc" Hamilton, Rossville, Ind., has been elected President of the Rossville Business Men's Association. He is a life member of the National Auctioneers Association and co-owner of the Rossville Auction Exchange.

Hamilton is a graduate of the Reppert School of Auctioneering and has been in the auction business, exclusively, since 1959.

Judge Turns To Auction, Enjoys Unusual Experiences

By CLARA BUNCE

MILFORD SQUARE, Pa.—With twenty years experience on the bench, James W. (Jimmie) Mohr of Milford Square, Public Auctioneer “Extraordinaire”, recalls highlights of his career.

Any person, who has ever frequented a farm or estate sale in the area, has probably encountered this talkative gentleman and his “Pennsylvania Dutch” sales technique.

Mr. Mohr is a graduate of Repperts School of Auctioneering in Decatur, Indiana, and celebrated his twentieth year in the business on April 23, 1969. He handles public sales of livestock, vegetables, farm equipment, antiques, coins, glassware and real estate and managed sixty-six sales in 1968 and over six hundred sales since he began.

He operates on a weekly basis, the regular farm sales at the Quakertown Sales Company and the Perkiomenville Auction House held on Wednesday and Monday respectively. “The only actual hazard of the trade, as explained by Mr. Mohr, “is the touches of laryngitis which all public speakers are exposed to.”

Mr. Mohr added that to properly run the average sale, he requires an actual inventory of the merchandise to be sold in order to account for necessary estimates of value and to plan his newspaper advertising. He employs a staff of two clerks, one who handles the listing of items, the purchaser’s name and the auction price; the other who is responsible for the collection of money. He comes fully equipped with a bench, stool and working staff members.

One of Jim’s favorite sayings is, “What’s another dollar in your young life?” Mr. Mohr related some interesting excerpts from his experiences, one of

which was an auction consisting entirely of one hundred and fifteen, miscellaneous boats in Stoneharbor, New Jersey. This sale occurred in October, 1958 when he honestly states he knew little about boats. This proves the adage that if you give a good auctioneer something to sell, he can talk to sell it.

Another unusual sale item, relates Mr. Mohr, was the auctioning of a small cage with three closed sides and bars on the front measuring four by five inches. This amusing toy, consisting of a rooster crowing every time the door was opened, sold sixty-six years ago for 15 cents and recently brought 25 dollars at a sale.

Many years ago, he recalled that a sale in Trumbauersville aroused the attention of a California buyer, who purchased numerous antique pieces for use in Hollywood movies. Frequent attenders at his public sales come from all over the area and include people from out of state.

The popularity of public sales in this area is visually apparent by the numerous cars and trucks parked by the roadsides. The value of such sales for the seller is the quick disposal of unwanted items in a short period of time at reasonable market prices. The public sales appeal to the buyers because they afford the opportunity to purchase a longed for white elephant. A noticeable trend in merchandise sold at auction is the attention paid to old furniture pieces which sold twenty years ago at prices ranging from 50 cents to 1 dollar and now start at 15 dollars and upwards.

“I have five girls at home and one singer (that’s a sewing machine).” Jimmie Mohr’s bits of humor keep the sales moving and enjoyable. In 1957, Mr. James Mohr was named champion

auctioneer over seven other contestants at the Allentown Fair's Farmerama Program. As a civic minded person, Mr. Mohr frequently donates his services to nonprofit organizations. On these occasions he has sold many home made items of merchandise which at one time included gallons of root beer selling for 9 dollars a gallon.

The cheerful voice of Jimmie calling, "Will you bid a quarter, do you know anybody who would?" invites all to attend his next auction.

Ytell Re-elected to Head Missouri Group

Col. Wayne Ytell, 1719 South Maple Street, Carthage, owner and operator of Ytell Auction Service, was re-elected president of the Missouri State Auctioneers Association during the semi-annual convention held at the Missouri Motor Hotel, Jefferson City, May 3 and 4. His first term of office was during the 1968-69 business year.

Also re-elected were the association's vice president, Col. Dean Cates, Kearney, and the secretary-treasurer, Col. Irv. Landolt, Defiance. Members of the board of directors are Col. Don Albertson, Green City; Col. Victor Crawford, Unionville; Col. Bob Broyles, Trenton; Col. Monroe Woods, Poplar Bluff; Col. Hugh Campbell, Chillicothe; Col. Ken Barnicle, Ellisville; Col. Olin Downs, Sedalia; Col. Tony Thornton, Springfield and Col. Ralph Wade, Auxvasse.

The convention's principal speaker was Col. Bill Gaule, a nationally known real estate auctioneer from Chatham, Illinois. He holds the distinction of having sold the highest recorded price per acre on a 160 acre farm at public auction. Two members of the St. Louis office of the FBI spoke to the auctioneers on the new firearms legislation and how it affects the auctioneering business.

Ytell is a 1951 graduate of Reisch's American School of Auctioneering and a member of the National Auctioneers Association.

Col. Ray Hudson Dies From Heart Ailment

Ray Hudson, retired farmer and auctioneer of Morrisonville, Illinois passed away April 19 at St. Vincent Memorial Hospital in Taylorville, Illinois. He had been in ill health from a heart condition for the past two years and had been hospitalized for three weeks. He was 68 years old.

Col. Hudson was born at Waverly, Ohio, but had lived in the Morrisonville community for 38 years. He was a popular and well-known auctioneer and a very active member of the Illinois State and National Auctioneers Associations. He had served the former organization in many official capacities including the office of president. His last appearance at a NAA Convention was in Chicago, two years ago, when he moderated a Panel Discussion on Real Estate Auctions.

Survivors include his wife, Bertha, a daughter, Nila, and two grandchildren. A son, Charles Ray, was the victim of a fatal farm accident in December, 1964.

First Drafts of U.S. Constitution are Rare

NEW YORK, N.Y.—A copy of the first printing of the first draft of the U.S. Constitution was auctioned along with some rare constitutional manuscripts, for a total of \$155,000.

The documents all belonged to Pierce Butler, a delegate from South Carolina to the 1787 Constitutional Convention.

Only 60 copies of the first draft of the Constitution were printed.

UNITED WE STAND

The society of man is like a vault of stone, which would fall if the stones did not rest on one another; in this way it is sustained.—Lucius Annaeus Seneca (8 B.C. to 65 A.D.)

IN UNITY THERE IS STRENGTH

Real Estate -- Auction -- Action

by Col. John R. Fishdick
Real Estate Broker/Auctioneer
Eagle River, Wis. 54521

Col. P. Frank Stuart, St. Petersburg, Florida is accustomed to selling real estate via the auction method by the millions over the years. As a member of the N. A. A. and Florida Assn. of Auctioneers, he has gained a national reputation as a real estate specialist. As a



Col. P. Frank Stuart

Realtor he sells both at auction and on a brokerage basis and thereby increases his sales coverage throughout the southeastern states. Recently I had the good fortune to witness my friend in "action"—A U. S. District Court, Receiver's sale of **unimproved property**—sales were held February 11th—St. Petersburg, Feb. 12th—Mulberry, Fla., Feb. 13th—Homosassa, Fla. and the 14th at Sarasota, Fla. All parcels were sold—sold on a CASH basis (certified check or cash) (no financing) and subject to court approval and in addition conveyance was by Quit claim deed (not Warranty deed)—results

over \$130,000.00. With the tight money market and only sale on a cash basis, with quit claim deed conveyance—this sale was heralded by many as one of the outstanding real estate auction sales held in Florida in many years. Note: (For those not familiar with the difference between quit claim and warranty deeds an explanation will be given at conclusion of remarks.)

Col. Stuart, in addition to a mobile office unit, employs two woman real estate-auctioneer sales women. They are both able to work the ring and block.

Despite his many successes he still gets a thrill out of each auction and tackles it with enthusiasm because he feels, "Each sale is like a live fish, at the end of your line—you've got to land it."

Col. Stuart seems to follow a creed in his daily chores which are used by Las Vegas disc jockey, Red McIlvaine, namely, "This is the beginning of a new day. God has given me this day to use as I will. I can waste it or use it for good. What I do today is very important, because I am exchanging a day of my life for it. When tomorrow comes, this day will be gone forever, leaving something in its place I have traded for it. I want it to be gain, not loss—good, not evil—success, not failure—in order that I shall not forget the price I paid for it."

Jokingly, as we said good-bye, he said, "Do you know Col., everyone thinks I have one of the best jobs in the world—but if you look at it objectively and examine it from all sides, I do."



Glossary of Terms:

QUIT CLAIM DEED—a deed of conveyance whereby whatever interest the grantor possesses in the property de-

scribed in the deed is conveyed to the grantee without warranty.

WARRANTY DEED—instrument, in writing, by which a real estate is created or alienated and whereby the freehold is guaranteed by the grantor, his heirs or successors.

Iowans Celebrate 20th Anniversary

Members of the Iowa Auctioneers Association held their Twentieth Annual Spring Convention at Ames, on Sunday, April 27. Auctioneers and their wives from the four corners of the state were in attendance.

Registration began at 10:30 A.M. and at noon a Luncheon was enjoyed by all in attendance. Leon Joy of Ames, pronounced the Invocation.

Bernard Cooper, Algona, Iowa, a field representative for the Asphalt Paving Association of Iowa, was guest speaker. His talk on the new generation and love of fellow man was very interesting.

Following the introduction of guests, auctioneers and their families, President Earl Theis, told of how the Iowa Auctioneers Association was started 20 years ago, at Sac City. There were many past-presidents present at this 20th Anniversary and they were asked to tell of the highlights during their terms of office. Those present included Leon Joy, Ames; Howard Johnson, Story City; Wendell Ritchie, Marathon; Lyle Erickson, Cresco; Carl Setterburg, Burlington; Warren Collins, Jesup; Glenn Anderson, Gowrie; Jay Arnold, Mallard; Mike Bloomer, Glenwood; Irving Leonard, Elkader; Leland Dudley, Hampton; Norvin Olson, Spencer; and Harold Van Syoc, Mt. Union.

President Theis stated that the same space as last year had been rented for a Booth at the Iowa State Fair for this year. He asked for suggestions on improving the operation as well as volunteer help in manning the exhibit.

J. R. Hoyer of Hillsboro, last year's winner and this year's Chairman of the

State Auctioneers Contest, urged all auctioneers to take part in the contest which is a part of the Fall Convention.

During the Business Meeting the Ladies Auxiliary had a special program of their own, described elsewhere in this issue. President Theis announced the Fall Meeting would be held in Des Moines, October 25-26.

LENNIS BLOOMQUIST, Sec-Treas.

Vintage Sales Stables Grand Opening Held

PARADISE, Pa.—The new Vintage Sales Stables, Inc., the third largest livestock market in the state, was unveiled to the public during recent grand opening ceremonies here.

Over 600 guests, including numerous state and local livestock market industry and related industry dignitaries were on hand for the market dedication.

Heading the list of guest speakers for the event was Jack Grey, Deputy Secretary of Agriculture of Pennsylvania.

Other guests included in the program were Richard Richards, Pennsylvania Bureau of Weights and Measures; Benjamin Weaver, chairman, Lancaster County Commissioners; Perry Elterick, branch manager, Toledo Scales Company; and Bruce Johnson, Markets representative, Certified Livestock Markets Association.

Among the features included in the \$100,000 market structure are improved loading and unloading facilities, snack bar, office space, expanded yard capacity, and an ultra-modern air-conditioned sales arena that will seat over 300 persons.

According to Harold A. Hess, secretary-treasurer of the market, the facilities will accommodate approximately 2,200 head of steers, cows, lambs, and hogs.

Last year the market sold 119,500 head of livestock and listed a dollar volume of over 15.7 million dollars.

New Modern Auction Is Planned At K. C. Yards

KANSAS CITY—Plans have been announced to construct a new ultra-modern auction facility for stocker and feeder cattle and calves at the Kansas City stockyards.

Announcement was made at a press conference by Jay B. Dillingham, president of the Kansas City Stockyard Co., and H. Wayne Allen, director of public relations.

Allen said the new climate-controlled arena will seat around 500 people and will be equipped with close circuit TV and electrically-operated gates. It is to be located just west of the present Livestock Exchange building.

The basic design will be steel and

glass, housing the sales arena, scales and the necessary office space. Abundant parking will be available. Existing facilities near the area will require some remodeling along with some new all steel pens being added.

Cattle or calves for sale will be unloaded by truck on the east side of the yards, or, if by rail, at the present rail chutes along the west side of the yards, then to commission firms pens for sorting, feeding, watering, and resting before moving through the auction ring and to load out facilities in the northwest part of the area. This method will eliminate all cross-traffic and congestion, and will provide the most convenient and efficient sale with the minimum handling



A Thirty Man Class receives bid calling instructions.

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

WESTERN COLLEGE OF AUCTIONEERING

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

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

14 Instructors assist you. Night and Day.

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

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

WRITE TODAY, TO

Western College of Auctioneering

Box 1458, Billings, Montana (Established 1948)

and driving of cattle, Allen said.

Auction selling in Kansas City for stocker and feeder cattle was started in October, 1957. Each year has shown continued growth in volume. In 1968, some 260,000 head were sold at auction, which is twice as many as were handled in 1964. A Wednesday cattle sale for all classes was started in 1968 and volume likewise is showing an increase.

A new interstate freeway is to be constructed across the north end of the stockyards from Kansas City, Missouri to Kansas City, Kansas. With the present convenient schedules by air from the cattle producing as well as the buying sections of Mid-America, and this new interstate freeway, this market will be readily and conveniently accessible from all directions, said Allen, who added:

The building of this new facility was made necessary by the proven popularity of the auction method of selling cattle and calves in Kansas City and its continued growth and coincides with the major plans that are now on the drawing boards for rebuilding much of the Central Industrial District.

SUPERIOR SCHOOL OF AUCTIONEERING

Ray Sims	Ham James
Paul Good	Dale Hanna
Ike Hamilton	Hugh James

Owners and Instructors
602 N. Main, Decatur, Ill., 62523



ZIP CODE 22901

AREA CODE 703

WRITE General Material & Brochures

We will cooperate with any fellow auctioneer on estates, real estate, equipment or liquidation sales of any kind in the State of Florida.

Completely equipped. Auction every Friday night, Antique sale, 2nd Saturday of each month.

Martin E. Higgenbotham
D & H AUCTION CENTER, INC.
2398 U.S. Hwy. 92 East
Lakeland, Florida
Phone: 683-3377 or 682-2545

LEARN AUCTIONEERING

A school that teaches you the practical fundamentals. Next two week course starts August 4th.

Write to:

COL. ERNIE NIEMEYER'S
AUCTION SCHOOL
P. O. BOX 5
LOWELL, INDIANA 46356

REPPERT SCHOOL OF AUCTIONEERING

Tuition \$200.00
For 3 Week Term

Also Home Study

Founded in 1921

Decatur, Indiana
Box 189 46733

PSYCHIATRISTS

Two psychiatrists, one 30 and one 70, were riding down the elevator from their offices on a hot, sticky day. The young psychiatrist looked beat and done in.

He said to his older colleague, who was looking calm, cool and quite refreshed:

"I don't see how you can listen to those terrible, harrowing, heart-rending personal histories that your patients recount all day and still be so relaxed."

The elder analyst shrugged. "Who listens?"

DELUSIONS

Friends brought a patient to the psychiatrist and explained that he was suffering from delusions. "He keeps insisting that there's a big fortune awaiting him," they explained to the psychiatrist.

The patient carefully recounted on this initial visit that he was expecting two letters which would give him the deeds to a rubber plantation in Borneo and a diamond mine in South Africa.

The psychiatrist tackled this case and it was tough. After 18 months he finally had him cured—and the two letters arrived.

NATIONAL AUCTION INSTITUTE

P.O. Drawer B
Bryan, Tex. 77801

The School of Distinction

Be An Auctioneer

Two week term and home study.
Nationally recognized. G.I. approved.

FREE CATALOG!

Missouri Auction School

424-43 Nichols Rd. Kansas City, Mo. 64112

Knotts School of Auctioneering LOCATED IN THE FAMOUS LAFAYETTE HOTEL BUILDING GALLIPOLIS, OHIO PHONE 446-2917



Located in the famous Lafayette Hotel Building, this is the Auction School that gives you self-confidence, courage, poise, salesmanship, enthusiasm and human relations, plus the art of modern scientific auctioneering and how to get sales. You will like our advanced method of teaching voice control and the auction chant. Classes conducted every month; we also conduct classes at various colleges and universities. If you are not pleased with our school, your money will be refunded in full. You be the judge. Write for information to:

KNOTTS SCHOOL OF AUCTIONEERING

Gallipolis, Ohio 45631

BUSINESS CARDS



- All orders processed & shipped in 48 hrs.
- Free delivery
- Free Card Case

Either emblem \$1.00 extra

\$6.00 per 1000
2 Color - **\$8.00**



CARDPRINT

701 Park Ave., Galion, Ohio 44833

WE BUY

Every kind of Jewelry Scrap. All types of watches in any condition. Any kinds of antique jewelry, gold coins or medals, diamonds and precious stones.

WE PAY

More than Scrap value for anything we can use as an article. Satisfaction guaranteed.

LA VIA'S JEWELRY

West Shore Plaza Lemoyne, Pa. 17043

AUCTION SALE CLERKING TICKETS – CONTRACTS

Write for samples and prices

BURTON PRINTING COMPANY
P. O. Box 131 Arapahoe, Nebr. 68922



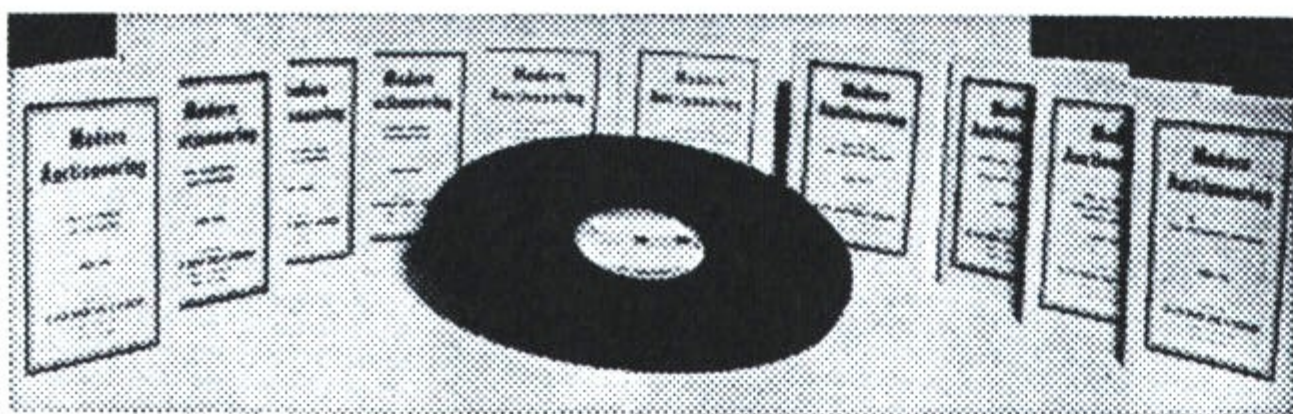
Penna. School of Auctioneering
112 Market Street Harrisburg, Pa. 17101

Numbered Paddles

to quickly identify Auction buyers! Made of tough Masonite. Bold 2½-In. numbers on both sides. Your satisfaction guaranteed. Prompt shipment. Postpaid in U.S.A. In Va. add 4%.
50 paddles \$16.50 100—\$33. 150—\$49.50
R. S. Croom, Norfolk, Va. 23508
867 W. 42nd,

AUCTION SCHOOL

TERM OPENS SOON
FREE CATALOG
WORLD'S LARGEST SCHOOL
11,000 Graduates—Over 35 Years



HOME STUDY AUCTION
LIBRARY & TRAINING RECORD
10 Books on All Phases of
Auctioneering

REISCH AUCTION COLLEGE
Mason City, N. Iowa 50401

Where The Nation's Leading
Auctioneers Teach You.

PROMOTE YOUR PROFESSION WITH THIS GAVEL TIE-TAC OF DISTINCTION

Also worn as LAPEL BUTTON

Gold Plated
with Ruby
Sleeve Guard



ACTUAL
SIZE

Price \$2.50 ea. 12 for \$25.00

MAIL CHECK OR MONEY ORDER TO:

Col. Max Pollack
414 Industrial Bank Bldg.
Providence, R. I. 02903

SPECIAL PRICE ON 6 DOZ OR MORE



AUCTION

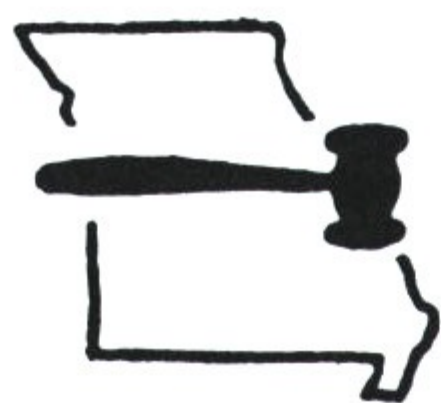
The Sound That Sells REAL ESTATE

Here's a special invitation from the Missouri Auction School to auctioneers interested in selling real estate. . .

To help you present a more complete selling service, the Missouri Auction School offers a short course in Real Estate Auctioneering and Auction Sale Management. This easily mastered, step by step course consists of home study plus a one week resident term in Kansas City. Designed for the busy, forward-looking individual, it is available to auctioneers who do not offer a real estate auction service or auctioneers who do offer it, but are now selling less than a half million dollars worth of real estate annually and would like to do better.

The home study consists of an auction operations manual, advertising and clerical aids, plus a long-play training record. The first two days of school will consist of lectures and clinics dealing with the legal aspects of selling and conveying real estate. If you are not a licensed broker, this portion will help prepare you for your state examination. If you are a broker, it will be a good review. The latter part of the week will be devoted to lectures and work shops on the actual listing, advertising, managing and selling of all types of real estate by auction. This will include farms, ranches, commercial, industrial, residences, sub-divisions, resorts, and other properties for individuals, estates, corporations and federal, state, and local governments.

For more information please contact us advising how long you have been an auctioneer and if you are now a licensed real estate broker or salesman.



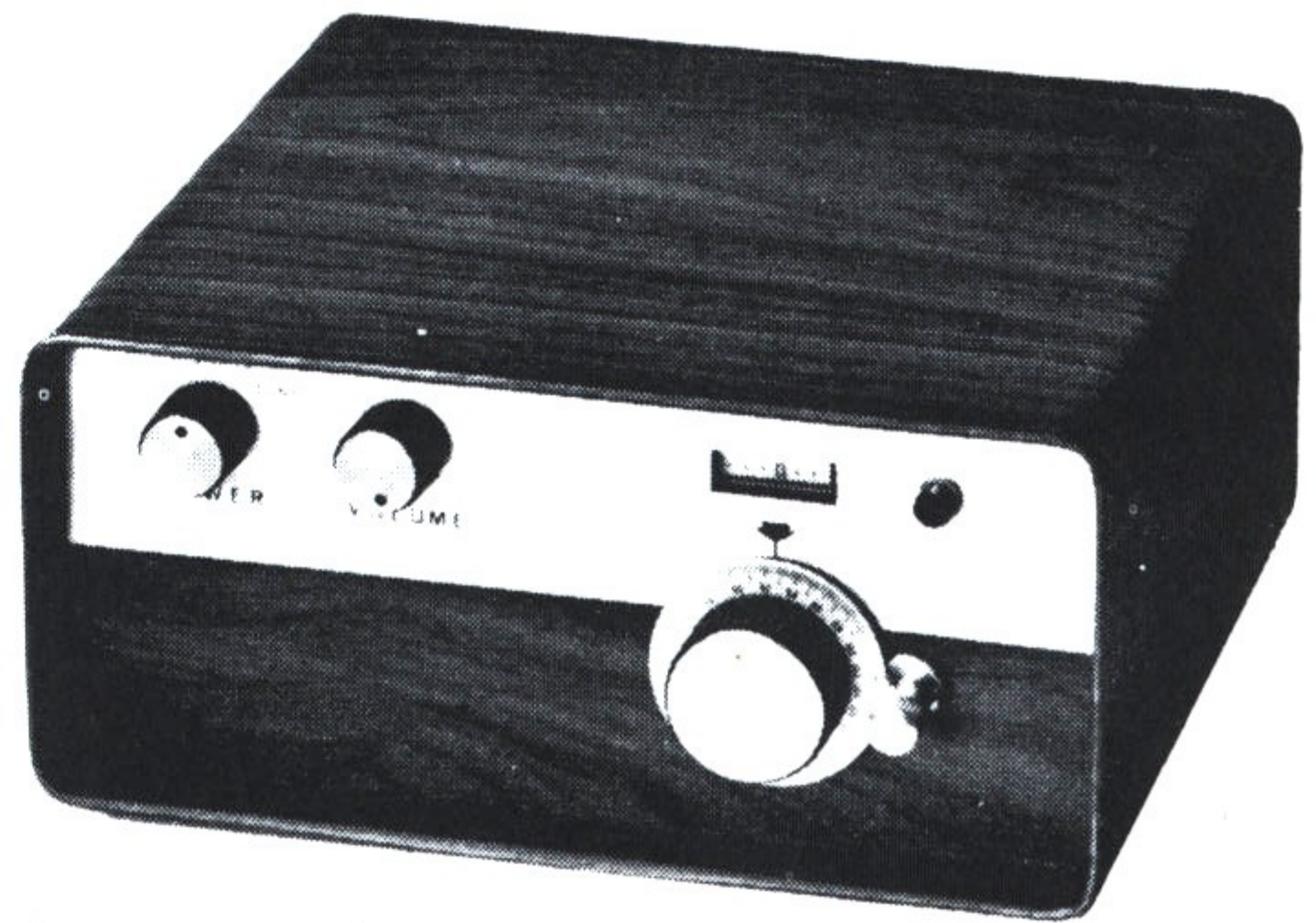
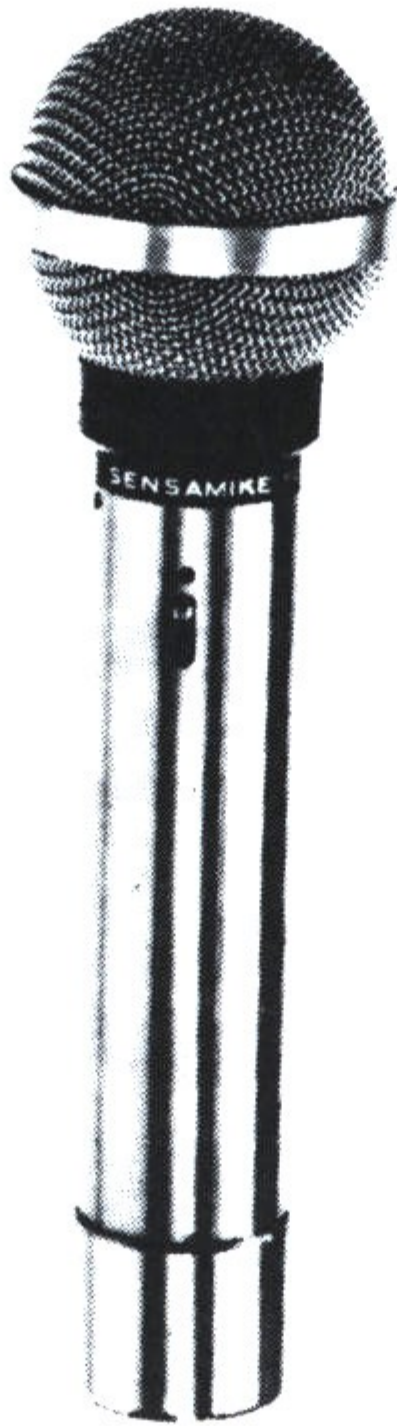
Missouri Auction School

424 NICHOLS ROAD KANSAS CITY, MO. 64112

NOW A quality **CORDLESS MIKE** that plugs into your present amplifier and speakers. It's ready to go in less than one minute!

SENSAMIKE (SM-3)

Sensamike is a cordless and completely self-contained indoor/outdoor hand-held microphone of unexcelled sensitivity for close-talking use. Especially suited to auctioneers. No protruding antenna. Sensamike's completely transistorized circuit will give years of trouble-free service. "Modulation Monitor" circuit automatically adjusts itself to low or soft sounds. No critical mike technique is necessary.



EDCOR SENSATUNER (ST-2)

The EDCOR Sensatuner is a companion instrument for use with the Sensamike. The Sensatuner is connected to any existing indoor or outdoor, AC or battery operated public address system.

Simple as 1 — 2 — 3

1. Plug the ST-2 into the microphone input of your present amplifier.
2. Talk into the lightweight cordless mike (SM-3).
3. Walk through your crowd or climb over machinery. You'll never again slow down your sale because someone is hung up in your mike cord.



Order by Mail ... Send Check or Money Order To:

Missouri Auction School

424 NICHOLS ROAD KANSAS CITY, MO. 64112

We stock a complete line of Auctioneer's P. A. Equipment.
Write for FREE literature and prices.