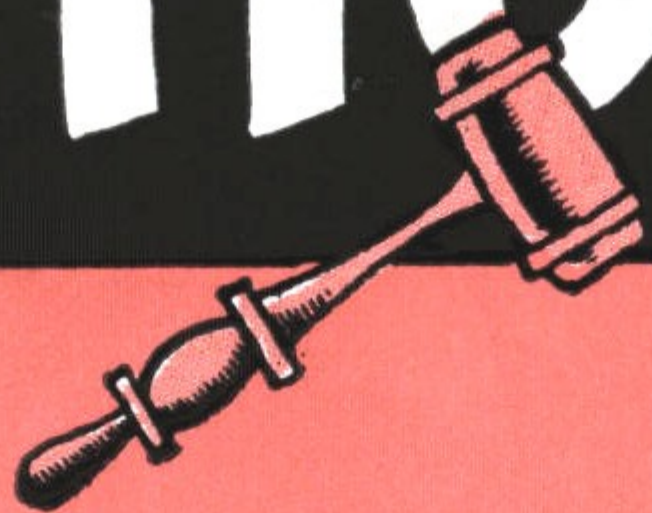


the AUCTIONEER



VOL. XVI
JULY

No. 7
1965

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"Quotable Quotes" "with credits"

By JOHN A. OVERTON

In the mail each month there is a lot of information and ideas that need to be passed on but it's hard to choose what to quote and what not to.

From the 'Texas Auctioneers News'
by Du'b Bryant, President



Presidents Comments:

To The Texas Auctioneers:

Men of a most honorable profession.

What is an auctioneer?

What does his profession mean?

Take a doctor, lawyer, politician, or business executive, or any number of professionals, and you will find among the top ranking men in their fields, neat, hard working men who are admired by most of the public.

Gentlemen: You find every one of those traits in the auctioneers profession, because an auctioneer is a part of all professions.

All the above mentioned professions have an association and they are supported for one reason: Love and pride of their work.

So, why not the auction profession? We have one of the oldest, most honorable

and colorful professions of all. It is also one of the most difficult to learn, simply because we never stop learning.

With men like we have in the association, we should have a much larger group of members and supporters. We sell ourselves when we hold a sale which is open to the public. So, why tear this down by ignoring our association and its meeting.

The State and National Associations are the same as any, for the auctioneers protection, if and when a problem arises.

Let's see what you think of your profession. Back the association this year by attending the annual meeting.

If you are not present to give voice, then don't squawk if it gigs you.

Be in Abilene on June 4th and 5th.

You will enjoy it and also learn something, I guarantee.

Every word of the above applies to our National Convention in Spokane! Be there!

The Montana Auctioneers Association mailed a brochure with photographs of the publicity secured for the auction profession including 4 hours of TV broadcasting. If all state associations and the National Association cooperate to publicize, educate and be of service to their public, there is no limit to our profession.

Quotable Quotes by W. J. Bill Hagen, Secretary Montana Auctioneers Association, Billings, Montana.

Billings, Montana

May, 1965

To all Montana Auctioneers:

If you are not a paid member at this time, you will wish you were. History was made for your Association at Billings, and more is to come. To you who were in attendance this brochure is dedicated, so that you will have a picture memento of the occasion, to those who could not attend, owing to prior commitments, and sale dates that could not be avoided, we say, "we are sorry and that we missed you".

As for you other Auctioneers who have

ignored the invitation to Join, we can only say, "you missed the greatest". Your check for twenty dollars will make you a member of the National Auctioneers Association as well as the Montana Auctioneers Association, who is working for the betterment of your profession, you will receive the National Auctioneers Magazine each month, with new ideas and approaches for your advancement in the Auctioneering field.

To make you glad you are a member or to urge you to wish you were, here are a few things that have happened, and are on the future agenda:

. . . You missed the visit of Bernard Hart, National Secretary, March 7th at Billings, and the opportunity to set up the Montana Champion Auctioneers Contest.

. . . You missed the Calcutta Auction at the Northern, as well as the two meetings, and especially the contest that had 15 Auctioneers competing for the two hundred dollars prize money, as well as the silver belt buckle, the trophy, and plaque, for 1st, second and third place winners. Also four hours of T.V. broadcast.

. . . Coming up is the next meeting of the Montana Auctioneers Association, to be held in Spokane, Washington in conjunction with the National Auctioneers Convention.

It was voted to purchase a suitable, colorful vest or jacket, to identify the Montana Auctioneers. (to be purchased by the Association).

. . . Minutes of the meeting and the financial report are available to all members, either at the meeting or by writing the secretary. We do not wish to broadcast same, we are not paupers begging for money, but are still asking all Auctioneers to join who are interested in their profession.

For more information on the National Auctioneers Convention in Spokane, July 15, 16, 17, read the Auctioneer or write the Secretary of your Association

Registration is only thirty dollars for you and your family, and your children are free at the Davenport Hotel.

We have 25 paid up members to date for 1965.

If there is anyone who doesn't feel the above is accurate fair and worthy of

consideration he needs to examine his position in regards to the most wonderful profession he will ever enjoy!

Sincerely,
John A. Overton

Missouri Auctioneers Hold Annual Meeting

By **ROGER HOLLRAH**, Secretary

The Missouri State Auctioneers Association held their annual spring convention in Jefferson City, on Sunday, May 16th. The convention was held at the Missouri Hotel.

A general business meeting was held in the morning and the main topic was the proposed Missouri Auctioneers Law. The Chairman of the License Law Committee reported that with a few more changes the License Law will have a very good change of reaching the House floor for action.

After a delicious banquet at noon the auctioneers and their families were entertained by Jim Ross a comedian and balloon artist from Kansas City, Mo.

The principal speaker at the afternoon session was Dave Daniel of the Missouri Livestock Auction Markets Association. Seven new members joined the Missouri Association at this meeting. Six of these were from the St. Louis area.

The following officers of the Missouri Association were nominated and elected to office:

President — Col. Don Albertson, Green City, Mo.

Vice-President — Col. Tony Thornton, Springfield, Mo.

Sec. and Treas. — Col Roger A. Hobbrah, St. Charles, Mo.

The following were elected to the Board of Directors for a term of three years:

Col. Ken Barnicle, Ellisville, Mo.

Col. Dick Ireland, Mexico, Mo.

Col. Sylvanus Robertson, New Franklin, Mo.

The date for the fall convention was set for Sunday, October 3, at the Missouri Hotel in Jefferson City. An invitation was extended to the effect that any auctioneers from the neighboring states are invited to attend this meeting as guests of the Missouri Association. I can assure you that you will be treated royally.

National Convention Has Much To Offer

By CHARLES CORKLE, Norfolk, Nebraska

The National Auctioneers Association Convention, Spokane, Washington, July 15-16-17 presents Auctioneers and their families an opportunity to combine a business and a vacation trip of unusual interest. Those who have never visited Spokane or the Northwest area will find it a most enjoyable vacation. Just as other sections hold much of interest, es-



pecially to those visiting it for the first time, so does the Northwest and too, the area you may be passing through on your way to the Convention.

Spokane offers as much if not more than might be expected of any Convention city and the Davenport Hotel is surely the ideal as a place for holding a meeting of this kind.

Important as are the Convention City, the Hotel and the vacation aspects of this event, they are however only incidental to benefits to be derived by the Auctioneers attending.

No doubt the first question that comes

to mind when Convention time approaches is just what may be gained from attending. The time involved quite as much as the expense are factors which most Auctioneers will consider but before arriving at a firm decision each of us might well ask ourselves several pertinent questions.

First of all, how did we learn something of the auction method of selling? The next question could well be, "Do we believe in it as a method of establishing true values of all kinds of property?" The next should be, "Why have auctions increased in popularity not only with those having property to sell but with prospective buyers?"

If these questions have been asked and then answered realistically we find that we have learned the business, or at least most of us, from other Auctioneers. They showed us how competition establishes true values. Their manner of meeting people, their presentation of reasons, if that were necessary, why whatever was being sold was of more value convinced the public that here was the fairest way of establishing monetary values and a true example of the competitive enterprise system. Auctions have continued to increase in popularity because of the type of young men who have been attracted to the Auctioneering profession and their desire to offer a sales service second to none.

Perhaps it is the desire to furnish a better sales service by every Auctioneer regardless of the length of time he has been engaged in the business that brings about the proper answer to the question of whether or not to attend the Convention.

Those planning the program have had your interests in mind when arranging the men who will appear on it. They realize perhaps better than you imagine the importance of having something of interest for every Auctioneer regardless of the field of selling in which he may be

most interested. Keep in mind that you, too, are an important part of the Convention for without the attendance of every Auctioneer who can possibly attend, the Convention will have failed to a certain degree.

Remember, the National Auctioneer As-

sociation is an organization representing all fields of auction selling. It can mean as much for the man whose business is seasonal as for the full time Auctioneer. Why not help keep it that way by attending the Convention and encouraging your Auctioneer friends to attend with you?

Anxious Moments

By ROMAYNE SHERMAN, Goshen, Indiana

Here it is June and we will soon be heading for the Great West. It seems like only a few months ago we left Iowa but time seems to go much faster as one reaches that great age of 50. They say that life begins at 40 and I sure don't know where the last 12 years have gone but we have sure enjoyed them.

Washington is one state that Ruth and I have not visited. We were close one time on the Columbia River Highway coming home from Oregon in 1949. This beautiful drive is well worth one's time to take if you want to see some of our Western states.

Each state has its own attraction, but I can most vividly remember the beautiful alfalfa and potato fields in Idaho. Think of it, as many as seven cuttings of hay in one season. We will want to stop at Yellowstone again just to stand by Old Faithful and watch her shoot the water up, up. (I don't remember how many feet.) This is something to behold. Down by the Fishing Bridge you can catch Cut-Throat Trout that have red meat like Salmon. A Western trip would not be complete without seeing at least one rodeo. This is one place that separates the men from the boys. You are either a top cowboy, broncho rider and roper or you are out of the money. These cowboys spend up to \$100.00 to enter a contest and sometimes all they get in return is your applause or a broken body. But that is one of the things that makes the West great. Strong characters with a lot of guts and desire.

Have you ever driven past a couple of sections of wheat ripe with that golden color waving in the Sun? It just does something to you, to see our rich land producing all those good crops.

One must stop at the Black Hills and

take a drive through the Needles, over to Hot Springs (hope that the Wild Buffalo are close by). Maybe we can stop and pan a little gold at Custer.

Ruth and I are going to travel a new way this time. We traded the ½ Ton Chevrolet in on a new ¾ Ton Chevrolet Custom truck. We will put on a nice 10 x 6 camper all self contained. Boy, I can hardly wait to get started. This is one of the ways to go (we pulled a 17 foot trailer before) drive as long as you like, stop when you wish, always have a nice bed, no worry about reservations or where you can find a good restaurant. You have only the best in food and comfort.

It doesn't matter how we get to Spokane but let's all pack up and get the children and leave for a trip that you will never forget and would not exchange for all the Tea in China. We owe it to ourselves, wives and children to at least spend from four days to two weeks this summer to see Washington. We only pass this way once and this is the year to spend a little more time with the family.

I am sure that the Auctioneers of the Far West are just waiting to royally entertain us so let's show them that we really have an interest in them. We will be arriving by bus, train, air, car or truck on July 15 in SPOKANE. We will be looking for you and are anxious to see our friends from all over the U.S. including Honolulu.

There are two times in a man's life when he should not speculate; when he can't afford it, and when he can.—Mark Twain.

"A CHALLENGE"

By C. E. CUNNINGHAM, Greenwood, S. C.

It is so easy for us, in this fast moving, ever increasing society in which we live to procrastinate and put things off. Often times the very things we put off or can't seem to find time to do are the most important influences in our lives.

A farmer who can grow 100 bushels of corn to the acre knows it is taking a lot out of his soil to produce that kind of yields and if he is to consistently produce like that — he must put something back into the soil each year, otherwise his production will FALL, FALL, fall. Likewise a professional man — any profession — it matters not, must put something back into his or her ability in order to keep production high.

This something might be broken down into three parts (a) Desire; This we must have before we are able to do much. A desire to want to live — to want to work — to want to learn. (b) Knowledge; We must take the wisdom that is given to us, mix well with what we learn through

study and experiences, then we can have knowledge that will be useable. (c) Performance; This is often times the offspring we get from crossing the other two. The quality of our performance in many instances will depend on how great is our desire and how much knowledge have we gained. One of the best ways for an Auctioneer to improve on his performance is to attend the National Auctioneer Convention. We have attended every one except one since 1958 and the experiences gained through each of them are beyond description here.

This year the convention will be held in Spokane, Washington, one of our most beautiful States. For you who have never been in the West or North West — going to Spokane will be an experience you will never forget. So, load up the entire family and head for the 1965 convention. We will be looking forward to meeting each of you there.

Go West Young Man

By Ray Gevelinger,
Dodgeville, Wisconsin

Many words have appeared in print in recent issues of the Auctioneer urging attendance to the National Convention in Spokane. I would like to add just a few words in this final issue before convention time.

The time honored phrase spoken many years ago, sometimes disputed as to its origin, can certainly be applied again today. What did Horace (if that's who really said it) mean by "Go West Young Man"? Opportunity of course. What better opportunity for every auctioneer to better himself and his profession?

Consider the time and effort expended by your fellow auctioneers, officers, convention chairman, various committees, etc., to put this convention program together—FOR YOU.

Why should anyone with more than a passing interest in the auction business

have to be urged to avail themselves to the fruits of these untiring efforts? Look over the convention program which you now have and see if it doesn't whet your appetite. If you were not more than a little interested in the auction profession you wouldn't be reading this because this magazine would not be in your home.

To those who say, "It's too far, I wanted it in the East or the Midwest, or there aren't enough auctioneers in that territory to make it worthwhile," I can only say that this matter was given due consideration and discussion and reconsideration and it was felt by the majority that it was only fair to those in the "Northwest Territory" to have the convention in that area. Spokane is a long way from Wisconsin too but this is a big wonderful country and

we can't all have it next door to us all the time. So let's forget any disagreement and remember that it is in Spokane so let's go to SPOKANE. And incidentally, the number of Auctioneers in that territory might surprise you so be prepared to meet old friends and make some new ones.

You say it's too costly? Well it could be that the trip might take nearly all the commission of the next auction you book as a result of some knowledge you gained or contact you made at the National Auctioneers Convention in Spokane.

GO WEST YOUNG MAN.

On To Spokane

By DAN FULLER, Albion, Nebraska

I am on my way to SPOKANE for THE NATIONAL AUCTIONEERS ASSOCIATION CONVENTION, should be what every AUCTIONEER and family should be saying. All that can possibly avail himself of the opportunity to attend this GREAT EDUCATIONAL PROGRAM should go.



It is very desirable that the experienced and successful men of our great profession meet with other successful and experienced auctioneers and profit thereby. It is a must for the younger and less experienced men in our great profession to attend and listen to those men who are eminent and successful explain the very best methods by which to

succeed in all types of the various auction services.

It is a known fact to those who have met me at the various conventions that I have, by good fortune, been actively engaged in the Auction Profession for more than 60 years. I have attended all but one convention. It is well known that I am among the oldsters who are still actively engaged in our work. It is very true that I have never attended a convention but what I didn't take home some ideas with which I was better able to render more efficient service to my clients.

Only those who are unable to attend will miss these great educational features as well as some mighty fine entertainment.

The program arranged by President Col. John A. Overton and his able assistants, as printed in the June issue of "The Auctioneer," assures me of the GREATEST CONVENTION YET.

BE SURE TO ATTEND. I hope to meet you in Spokane.

Washington Staters Schedule Breakfast

Members of the Washington State Auctioneers Association have scheduled a Breakfast Meeting at the Davenport Hotel in Spokane, at 9:00 a.m. Thursday, July 15.

All auctioneers, along with their wives, in the State of Washington are urged to attend.

This is also the opening day of the 1965 National Auctioneers Convention which will be held also at the Davenport Hotel.

I DARE YOU

By RICHARD M. "Dick" BREWER,
Mt. Hope, Kansas

Can you remember as kids how we dared each other to try new exciting adventures? For those who have never attended a National Auctioneers Convention, new adventures await you! Like many other "firsts" in your life, it can only be described by attending. You have read and heard all kinds of reports, but words are inadequate, not only from the pleasures enjoyed, but from an educational basis.

Convention time has often been compared to a seminar or refresher course. Webster defines "seminar" as a group of students engaged in original research. This is truly a statement of the professional men that have been in the past, and will be in attendance this July in Spokane. Professors, by reason of experiences, from all phases of the auction business will be the program, bringing

forth their thoughts and points of interest.

As to the refresher part — no one, whether he be layman, auctioneer or hopeful auctioneer, can possibly sit through any of the panel discussions or informative talks, and not feel refreshed . . . really inspired to go back home to do a better job of selling the auction method.

The greatest men of our profession have never deemed it derogatory to their dignity to patronize these assemblies. If we are to elevate the auction business to the professional standard it deserves, it behooves us to follow in their footsteps.

I DARE YOU, each of you, to partake of the opportunities and adventures that await you at the annual convention of the National Auctioneers Association in Spokane, July 15, 16, and 17.

Don't Miss It

By JOHN L. CUMMINS

In the May issue of the Auctioneer, I called your attention to the convention in Spokane, July 15, 16 and 17, and invited all auctioneers and their families to attend.

As this is the last issue before the convention, I again invite you to come to the convention. I know that for many the distance is further than usual but we must remember that many fine auctioneers from the Western Area have been traveling just as far in coming East every year to the convention. I think it is no more than fair that we show them that we appreciate their attending the conventions in the Middle and Eastern parts of the United States, by attending their convention in Spokane.

From the advanced information I received they are going to have one of the better conventions of the N.A.A. As you probably know, several State Organizations are joining the Washington State Auctioneers Association, making plans



for this our annual meeting. So, in my

Auction - July 15 - 7:30 P.M.

Sale will be held at the **DAVENPORT HOTEL, SPOKANE, WASH.,** in the **Marie Antoinette Room.**

Yes, its the **ANNUAL FUN AUCTION** sponsored by the
National Auctioneers Association.

State associations and individuals who anticipate donating an item for the National Convention fun-auction at Des Moines are requested to verify their intent with the fun-auction committee. This is to give the committee a tentative plan of the nature and quantity of items to be sold.

It is suggested that this item might be a representative product of the particular state from which it comes. The item may be sold by a state officer or other member. Also, some items may be sold by those with two years or less experience, as in other years.

last appeal to you before the convention, let me urge you to attend. I am sure that you will enjoy every minute of the convention, the beautiful country and the fine people of the Great Northwest. Most of you will, I am sure, profit from the experience in many, many ways. May I add that in this case the Auctioneer that does not attend will be the loser. I am looking forward to meeting you at the Davenport Hotel in Spokane, July 15, 16 and 17, 1965.

Land Of The Free

By **C. O. (Ces) Emrich, Norfolk, Nebr.**

We are a nation that is known throughout the world for it's freedom. We believe in sending our boys to the four corners of the earth to protect free people in those respective spots. In fact, we are now losing boys in Viet Nam because of our belief in freedom.

We have had much controversy here at home within the past few years concerning the freedom of people regardless of race or creed. Most of us believe that everyone, regardless of race, should

have equal opportunity. In fact, the present administration is leaving no stone unturned in its effort to give freedom to the colored people all over the United States.

What amazes me, however, is the fact that we are active all over the world in the interests of freedom and at the same time we are allowing our laboring man to become enslaved to a very few labor bosses — even to the extent that in some of our states a laboring man does not have the right to work as he sees fit.

In fact, there is talk coming from Washington today that threatens the right-to-work laws in those states in which they exist. This is not fair to the laboring people and certainly does not depict any degree of consistency on the part of the present administration as far as activity in behalf of freedom is concerned.

In this free country it is up to every one of us to fight freedom in behalf of everyone, including the working man who wants to work.

(Reprinted from **LIVESTOCK MARKET DIGEST**).

See South Dakota

By Gilbert Wagner, Reliance, S.D.

"Travel Through Dakota Territory" was the headline of Bob Penfield's article in the last "Auctioneer." His description of the Dakota routes to Spokane were very colorful and true. I had the pleasure of meeting Bob Penfield at the South Dakota State Auctioneer's Convention in Fort Pierre. I asked him if he didn't know there were several more colorful routes across South Dakota on your way to the National Convention at Spokane, Washington.

Highway 16 and Interstate 90 starting at Sioux Falls lead you through the heart of the pheasant country and to some of the greatest fishing in the United States. This route goes through Mitchell, South Dakota, home of the world's only Corn Palace. Then on to Chamberlain on the shoreline of Fort Randall Dam, which is part of the Great Lakes of South Dakota. Here we have fishing that is as good as any place in the United States. We also have a weekly cattle auction here on Mondays. Leaving Chamberlain, you come to the colorful Badlands of South Dakota which should be viewed by every traveler going west. Then on to the Black Hills which has Mount Rushmore Memorial, one of the largest gold mines in the

world, the Homestake Mine at Lead, and many other historical points of interest.

Another route, on Highway 18, takes you past Fort Randall Dam on the Missouri River, through the Rosebud and Pine Ridge Indian Reservations into Wyoming.

Highway 14, through the natural lake section of eastern South Dakota, leads to the capital at Pierre and the Oahe Dam, one of the largest earth dams in the world. This road goes through western South Dakota cattle country to Rapid City and the Black Hills again.

After you have visited these scenic spots in South Dakota, you head on west to Yellowstone and other great points of interest, winding up at Spokane, Washington, headquarters of the National Auctioneer's Convention.

Any one of the many routes through the Midwest will offer you an interesting and scenic journey to Spokane. Of course, we people in South Dakota hope you will make our state a part of any trip you make to the West. Regardless of which route you choose, just be sure it leads you to Spokane and the National Auctioneer's Convention in July.

There, But For Me, Go I

By RILEY T. JEFFERSON, Lincoln, Delaware

Don't we all sort of sit down sometime and say "wish I could". I have thought and sometimes believe I have made every mistake in the book and the gook that wrote the book had me under observation and then I go out and make a "duzey" that those Kansas City gentlemen never heard about.

You really want to go don't you? Well, let's go! I'm taking off for three weeks and going to do my best to learn how to make bigger and better mistakes.

Will ya, won't yo, can't I coach ya, cause ya, said you would, now why don't ya. Rev that up a little and ask your

wife is she still do — "love me like you used to love me 'fore you started to love me like you love me now". Of course, that means she never did love you much, only married you to get away from the dogs at home but don't let on you know that.

Personally, I think the N.A.A. has hit a new low when a dummy like me is asked to write something. We need new blood, new ideas, new faces or at least a greater respect for the old ones.

Sign in Senator Lyndon Johnson's office, "You ain't learnin' nothin' when you're talking". Sign didn't say anything

about writing.

This is an invitation to our Convention, not a petition. A petition is a list of people who do not have the nerve to say no or go. Knowing this makes just about as much sense as the guy who ate the box of candy while waiting in line to pay for it.

Well, I did have one compliment on my last article. A lady told me it was just as interesting as watching a dog do a ballet with a fire hydrant.

I am going to be the brokest Auctioneer that ever hitch hiked to a convention. So who is going to buy me a cup of coffee in Spokane, cream, no sugar please.

Convention Information

During the past several months, readers of "The Auctioneer" have been made aware of the National Auctioneers Convention to be held at the Davenport Hotel in Spokane, Wash. Dates of the Convention, July 15-16-17, are almost here. Now is the time to make those last minute preparations and head for Spokane!

Since we will be meeting in a new area this year there will be more than the usual number of persons attending for the first time. It is for their benefit that we are passing along this information.

Our Convention is streamlined in accordance with modern desires. It does not stretch out over a full week but only lasts for 2½ days. You need not be away from your business for a long period of time in order to attend. If it is a part of your vacation it gives you ample time to see and do other things.

COST

For the auctioneer who is not firmly established, cost is always a prime factor. However, it is this type auctioneer who can gain so much from attending our National Convention. For that reason we keep convention costs as low as possible.

Rates at the Davenport Hotel are reasonable in comparison to similar facilities over the country. However, if you have friends or relatives in the area you are not obligated to stay at the Davenport. Children under 18 are free at the Davenport.

Our Convention is not a money raising "gimmick." Seldom does it break even for the NAA. Registration fee will be \$30.00 for auctioneer and wife or \$20.00 for the auctioneer who comes alone. Nominal fees will be charged for children over 12. Registration fee will include Luncheon and Chuck Wagon Dinner on Thursday, the Variety Show on Friday

and the Grand Banquet, Saturday evening. If these mentioned functions were presented on a commercial basis they would cost at least double the price involved in the registration fees.

If you miss the first meal or can't stay for the last one, please don't ask for a special rate. In planning a convention we must plan a package deal. We know all cannot attend all events and we have established our registration fees with this in mind.

Remember, it is not the fault of the NAA or of the Convention if you miss part of it, so please don't penalize them.

CONDUCT

The National Auctioneers Association has the reputation of staging one of the finest conventions in the land from the standpoint of member conduct. It is a family convention, entertainment and interesting subjects are provided for all members of the family.

There are no cocktail hours nor open bars and no alcoholic beverages are allowed to be served in any meeting room or at any group Luncheon or Dinner. Hospitality suites or rooms are frowned upon. Feel free to bring your family in order that they may be all the more proud of your chosen profession.

BUSINESS

Our Annual Business Meeting is held on Saturday afternoon. However, most of our business is handled by the Board of Directors and the various Committees. Our time is too limited to have lengthy discussions on the floor that sometimes become heated. The Board of Directors will meet on Wednesday afternoon, preceding the convention. The Committees will meet on Thursday morning and either the Board or the Committees will

meet as many times after that as is necessary.

If you have business you think merits discussion, refer it to a Board member or to the Chairman of the proper Committee.

Kansans Stage Their Greatest Convention

By BERNARD HART

1965 proved to be an important year for the Kansas Auctioneers Association. It was on June 6 of this year that this group held its greatest Convention. They met in Wichita at the Lassen Motor Hotel.

Attendance was the best it had ever been and the program presented to those who attended was most outstanding, both in the subject material and in the talent.

Bill Crites, Junction City, who served as Convention Chairman, was introduced immediately following the call to order by President Fred Sherlock. A representative of the Wichita Chamber of Commerce extended the city's welcome and the response was given by Charles Macy, Hill City.

Joe Gingerich, So. Hutchinson, was the first speaker on the program and he gave a very effective presentation of "Auction Promotion, Effective Advertising and Management." Col. Gingerich has been active in selling real estate at auction and there was much food for thought in his remarks.

"Auction Ethics" was the subject of the address of the veteran auctioneer and past National President, E. T. Sherlock of Goodland. Col. Sherlock had done considerable research on his subject prior to the meeting and his remarks were well received.

Following luncheon, John A. Overton, President of the National Auctioneers Association, was introduced by NAA Secretary, Bernard Hart. Col. Overton stressed the opportunities available to young auctioneers in particular and pointed to business facets that many were passing by without noticing.

Bruce Behymer, Farm Market Reporter, KFH Radio, gave a most interesting report of his many years of association with auctioneers in his field of radio ad-

vertising. He was a most interesting speaker.

Several panel discussions, in which all registrants were urged to participate, rounded out the day's program.

In the election of officers, Bill Crites was named President; Marvin Mayers, Russell, Vice President; and Dick Brewer was re-elected Secretary-Treasurer. Lawrence Welter, Manhattan; and Don Legere, Hill City, were elected to three year terms on the Board of Directors along with retiring President, Fred Sherlock.

George Worrell, Eldorado, and Merle Van Winkle, Argonia, were elected to one year terms on the Board to replace Fred Hiett, who had moved to another state, and Marvin Mayers, who was elevated to the office of Vice President.

At the evening Banquet, Jim Kirke-minde, Topeka, served as Toastmaster. Principal address was by Dr. Ronald R. Meredith, Pastor of the First Methodist Church in Wichita. Dr. Meredith is one of the great after dinner speakers in this country and is of the calibre that could be an asset to any convention, state or national. His address was a fitting climax to a great meeting.

Indiana Auction Man Victim Of Accident

William W. Hadley, founder and owner of the Evansville Auto Auction, Evansville, Ind., died June 9 as a result of injuries suffered in an automobile accident the previous day.

Hadley was a member and past Director of the National Auto Auction Association a Past President of the Midwest Zone of the National Auto Auction Association, a member of the National Auctioneers Association and a Charter Member of the Association of Indiana Auctioneers.

In 1947 he started the Evansville Auto Auction and by hard work and devoted personal service the Auction has grown in size and stature until at the time of Mr. Hadley's death, it was one of the most respected wholesale auto auctions in the area.

No man who questions the value of membership can learn the answer until he joins.

Confidential to Bill

Dear Bill:

As a frequent contributor to The Auctioneer I am always grateful to hear from a reader. A writer always requires reassurance and even a sentimental old slob like myself has that girlish weakness of wanting to know what people think. The stuff I write doesn't always bring complimentary mail, but I don't offend very easily — as the old saying goes, "if you can't stand the heat, get out of the kitchen". I don't want to burden you with my troubles, so let's get to work and answer your letter.

Bill, I do not want to appear hard boiled (if I ever could be) but I am sure that you have no monopoly on all the troubles in the world, especially of making a living in the auction business. We all struggle — it's only in degree that differentiates one from the other. That closing line in your letter is the one that got me — where you said, "I read about President Johnson's War on Poverty" — "Where do I go to surrender". Simmer down, Bill, don't give up without a fight. I know you're not a giant but my old grandpappy used to say, "It's not the size of the dog in a fight that counts — It's the fight in the dog." They say a family that has an income of less than about \$3,000.00 per year is in the poverty class. I don't know if you fit in that picture or not but I do know some auctioneers, real estate brokers, door-to-door salesmen that are lucky to NET \$3,000.00 — NET means what's left after expenses. Anyway, it won't hurt to keep your eye on that War on Poverty deal it may have some fringe benefits for both of us. A refreshing note in your letter was the effort you were making to break into the real estate end of the auction business.

Maybe on this angle I can give you a "ray of hope". Truly I don't want you to surrender — not right away — I need all the readers I can corral. Now to real estate — (and you think you have troubles) — wait till you read this. The Advanced Mortgage Company of Detroit recently prepared a housing report. The survey covers Wisconsin, Illinois, Michigan, Indiana, Ohio, Kentucky and Western Pennsylvania. Here's what the report finds:

If present trends continue, one out of every 10 home mortgages that have been insured by the FHA and VA within the last five years will eventually be foreclosed.

There is no direct relationship between general prosperity and the foreclosure trend. Six times as many foreclosures were started in prosperous 1964 as in recession 1958. The foreclosure trend is influenced much more by the conditions under which the loan was originated.

More than a million American families to-day have "negative equity" in their homes. That is they owe more for the properties than those homes are worth on the market.

The foreclosure on government backed loans is still relatively small, less than 2% of outstanding loans.

This "negative equity" is a new factor in our economy (other than in depression) and something that will be a more or less permanent factor in our fiscal and housing policies.

Don't get me wrong Bill, I do not feel our housing market is going "to pot" but I do think from this report we can make a few valid deductions, namely:

If these "negative equity" owners decide to try and salvage something before they lose all, then the auction method is the only answer. You may be assured they will try to unload by conventional methods through a real estate broker as a first step but in many cases only an auction sale will produce "quick cash" and action from both buyer and seller. The auction method has proven that liquidation in the shortest possible time does the job and remember that "time is of essence" in many cases. Auctioneers throughout the country who are turning to the sale of real estate via the auction method are finding it a lucrative field and are meeting with success and exceptional public response. Our country's population is on the move, it's growing which all means new housing starts and housing sales. It's a market that will always be with us in good times or bad.

Well, so long, Bill, I'd like to write more but our friendly editor Bernard Hart, admonishes me about long tirades

and I know you wouldn't want me to get admonished. I knew you would understand and I hope you don't think that what I have written is just like I handed you a pair of cheap cuff links after they have taken away your shirt.

Yours in poverty,

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

P.S.: Yes, write Dear Abby about your problem.

LIFE MEMBERS

The policy of publishing the names of those members whose dues are received each month insures every member of getting his name in "The Auctioneer" at least once each year. There is one group which includes some of our most loyal members who are excluded from these monthly listings and that is our Life Members.

Life Memberships are issued to any member in good standing upon receipt of his remittance of \$100. Following is a list of those who held Life Membership certificates as of June 15, 1965:

Tim Anspach, Albany, New York
Tim W. Anspach, Albany, New York
Ray Austin, Jefferson, Ohio
Ken Barnicle, Ellisville, Missouri
William Boes, North Apollo, Pa.
Jack D. Braddock, Granville, Ohio
Walter S. Britten, College Station, Tex.
Wallace Bucher, Francesville, Indiana
Dean S. Bullard, Williamsfield, Ohio
John A. Carr, Macon, Illinois
B. G. Coats, Deal, New Jersey
Roy L. Crume, Kokomo, Indiana
J. Meredith Darbyshire, Wilmington, O.
Richard W. Dewees, Kansas City, Mo.
C. B. Drake, Rockford, Illinois
Robert A. Foland, Noblesville, Indiana
Arnold Ford, Rome, New York
John Freund, Omro, Wisconsin
John M. Glassman, Eau Claire, Mich.
Tom Gould, Harlingen, Texas
John T. Gray, Temple Terrace, Florida
W. H. Gray, Williamson, West Virginia
Owen V. Hall, Celina, Ohio
R. F. Hamilton, Rossville, Indiana
Vince Hanson, Manitowoc, Wisconsin
Bernard Hart, Frankfort, Ind.

Walter Hiese, Oconto, Wisconsin
Chester L. Hisel, Chula, Missouri
Frank J. Hollenbeck, Fontana, Wis.
Egbert M. Hood, Anderson, Indiana
Russell Kiko, Canton, Ohio
Maynard Lehman, Berne, Indiana
James Liechty, Berne, Indiana
Carl E. Marker, Fort Lauderdale, Fla.
George A. Martin, East Lebanon, Ma.
Forrest A. Mendenhall, High Point, North Carolina
D. D. Meyer, Vincennes, Indiana
Fred Millsbaugh, Greentown, Indiana
H. B. Mushrush, Franklin, Penn.
William McCracken, Phoenix, Arizona
David Nicolls, Conneautville, Penn.
James C. Patterson, Bainbridge, Ohio
Gordon Peace, Ottawa, Illinois
Bob Penfield, Bowman, North Dakota
Earl S. Penfield, Lemmon, So. Dakota
John Peterson, Albia, Iowa
Carman Y. Potter, Jacksonville, Ill.
Fred Ramsey, Madison, Tennessee
Henry Rasmussen, St. Paul, Nebraska
John W. Rhodes, Tama, Iowa
Ray Roberson, Grover City, California
Thomas C. Roberson, Chattanooga, Tenn.
Joseph J. Ross, Tipton, Indiana
Roger D. Rumbaugh, Homerville, Ohio
Foster G. Sheets, Roanoke, Virginia
Garland Sheets, Roanoke, Virginia
E. T. Sherlock, Goodland, Kansas
Edward Sprunger, Fort Wayne, Ind.
Don W. Standen, N. Ridgeville, Ohio
Joseph Steiner, Silver Spring, Md.
Douglas Steltz, Elm Grove, Wisconsin
William Stinebaugh, St. Marys, Ohio
Charles M. Taylor, St. Petersburg, Fla.
Lyle D. Thornton, Gainesboro, Tenn.
Tony Thornton, Springfield, Missouri
Jim Tindall, Ocala, Florida
David H. Tracy, Pavilion, New York
Richard C. Tracy, Dansville, New York
Kenneth Travis, Dresden, Tennessee
Merle "Rip" Van Winkle, Argonia, Kn.
Eugene C. Waldrep, Birmingham, Ala.
R. A. Waldrep, Gainesville, Georgia
Lee Waldrip, Gainesville, Georgia
W. J. "Bill" Wendelin, Henderson, Tex.
Garth W. Wilber, Bronson, Michigan
Henry F. Wilber, Bronson, Michigan
Harris Wilcox, Bergen, New York
Clyde Wilson, Green Camp, Ohio
B. L. Wooley, Little Rock, Arkansas
Rex Young, Plattsmouth, Nebraska



Increase In Members Offers Protection

By COL. POP HESS

Now as we present our Convention issue of this publication, "The Auctioneer", the writer and the readers, of course, are thinking of what our 1965 Annual Convention at Spokane, has to offer all of those auctioneers who will take time out to attend. Plan on that needed vacation in the Great Northwest.. It will be interesting to meet other auctioneers and their families, many of whom we only see at Convention time. It will be interesting to see and know if the Northwestern States Auctioneers operate as we do here in the Central and Eastern States. By the way, this is the first time the N.A.A. has had a Convention in this section of the U.S.

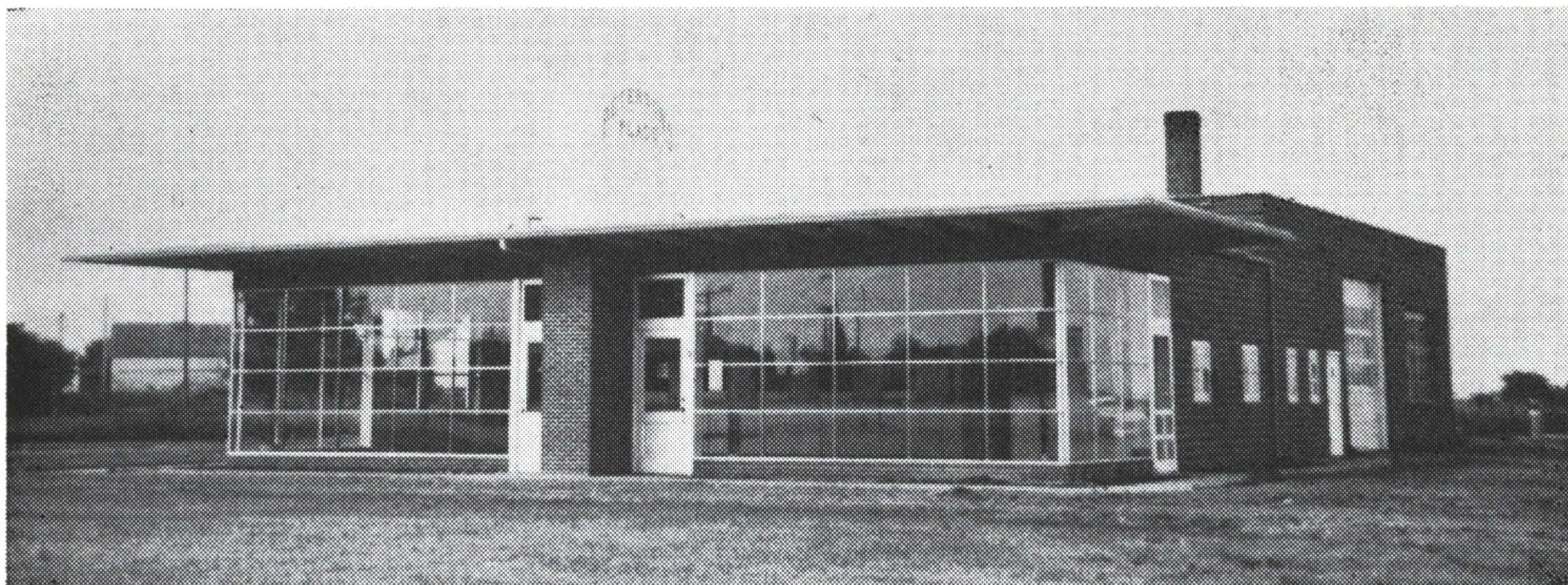
In presenting my column for this issue I am reminded of past convention issues where my column has appeared. From 1950, to date, in these issues we can rewrite many of the comments. Better Auctioneers and the Auction Way of Selling has been the theme, but many of the Auctioneers have retired or passed on and the bulk of our auctioneers are of a later model. Much headway has been made to bring about the real time light of the auctioneer in action. Many questions and answers have been presented. However, the NAA is the Hub of the Wheel as the balance for general decisions of the questions involved. The spokes of this great Wheel are our State Associations who have come up with many ideas both good and bad, well discussed, and balanced to the best point of action.

However, at this time it has not been proven where the auctioneers of each state can safely conduct his business if in a State other than where he lives, without interrupting some kind of a ruling or law set up in another state. Much of this disturbance can be discussed on the NAA Convention floor and opinions of all Auctioneers can be voiced. We have found in

many cases that the Auctioneer who hollers the loudest on decisions and makes mis-statements against such, are the ones who stay away, are not active in their memberships, and then blame **someone** for what has happened. The cure for this is to make your voice heard and then get out and vote. Where some State and National Associations have gotten the blame, the blame lies with the members who did not defend or defended a certain action unwisely.

The writer well remembers one time in a certain community where a certain group of people wanted to build a new Church. There was a 50% section of people opposed to this on the ground that they were not able to pay the cost. However, to settle the matter they called a meeting to vote on the matter. It happened that all opposed to building the church got into some hot country-side arguments over the matter and stayed at home and didn't vote. All in favor attended and of course the vote carried. The Church was built and they are probably still in debt. Perhaps a lot of grief could have been saved had all concerned had a joint meeting and discussed the situation thoroughly and had all the members voted on the decision. This is somewhat the position of our State and National Auctioneers Associations. The cure is one way only — UNITED MEMBERSHIP OF STATE AND NATIONAL AUCTIONEERS ASSOCIATIONS.

United not to make laws but to defend unjust laws. Our National Association can someday face this very situation of having to defend some brain storm that can come out of our Federal Government Law Makers. The Auctioneers of the land could well become "the goose to pick for a few golden eggs." It has happened in other channels and can happen to Auctioneers. The only cure that can be trust-



Clint Peterson, Webster City, Iowa, has just opened this new auction room on U. S. Highway 20, midway between Webster City and Fort Dodge. The building contains a cafe and a large display room for furniture and appliances in addition to a large auction room. The new establishment is called, "Peterson's Place."

Auctions will be held weekly of consigned furniture and merchandise and special sales will be held as the occasion warrants. In addition to the facilities, above, they also have two extra storage buildings and a large parking area.

Like other successful auctioneers, the Petersons are planning to attend the National Convention in Spokane.

ed, should this happen, is to have our NAA Officers backed by not only 2000 members but some ten thousand auctioneers that should be enlisted to combat the act to which the "brainstorms" might lead.

If you think this is an exaggerated statement, look back over many of our Labor Associations who are so strong in membership that they are ready to combat any proposed law that would be a dangerous law for their business. The same is true in about every Profession, Association, Manufacturer's Union, etc. This is true for Auctioneers who desperately need a united front. The larger the our membership will be higher than as shoot.

Our 1965 National Convention should bring out a great increase in membership. The only way this increase can be made is if you, Mr. Auctioneer, will join and, if at all possible, attend.

Well boys, this is my convention number for July, 1965. The next issue comes out in September. We will have a new Official run to July 1966 to present and it is the hope of all our Members that our membership will be higher than as of now.

Wish all the very best for all of you while attending this coming Convention

July 14, 15, 16 and 17, at Spokane, Washington.

What To Give? The Chance To Live!

The question this season is what to give. The answer is, "The Chance To Live."

Please take no chances on your Convention trip.

You may kill somebody if you take a nip.

Please share the road and patience will pay,

To help other drivers have a safe holiday.

Don't pass on a hill or a dangerous curve, Use common sense and not your nerves.

Our Convention trip is a time of good cheer,

But many other people won't see the coming year.

They'll break the law and risk their neck, And end up in a holiday wreck.

The sirens will wail and red lights flash, As the dead are taken from a holiday crash.

The injured will be treated with utmost care.

IN UNITY THERE IS STRENGTH

It can happen to you, so beware—beware.

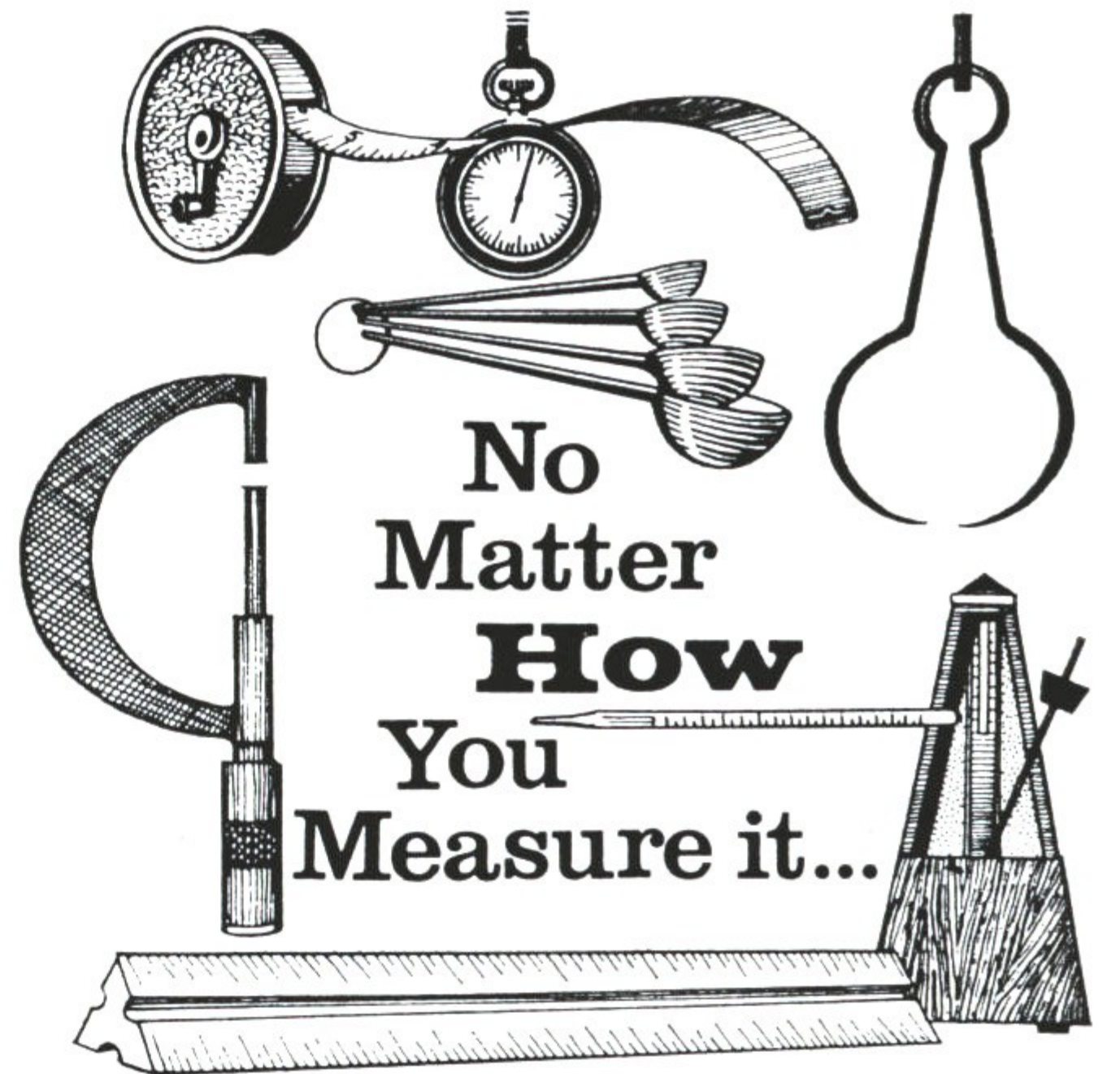
Check your car, your driving too.
All sensible drivers know what to do.
They drive at speeds beyond reproach,
On other drivers rights, do not encroach.

Our Convention days are happy days.
The young and old should be merry and
gay.
The careless driver can spoil their fun,
By causing a wreck ere the day is done.

Yes, what to give is the question to-day.
Will you as a driver have the right to
say?
For this Convention trip I know what I
will give.
I'll give other motorists The Chance To
Live.

Col. Ken Barnicle

Wise men believe only half of what
they hear. Wiser ones know which half
to believe.



Your **MEMBERSHIP**
is Worth While!



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, new supply @ **25c each.**

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

803 So. Columbia St., Frankfort, Indiana 46041

THE LADIES AUXILIARY

Dear Mr. Hart:

I have a very good feeling about the National Convention after having talked with you by phone and then receiving the program of events. I am really amazed that you are able to bring so many worthwhile topics to the members and the outstanding men presenting them.

The Washington State Auxiliary asked that I especially encourage wives and families to accompany their husbands as we are planning a luncheon and style show by the swimming pool, a picture of which was enclosed in the May issue of "The Auctioneer".

Another feature for fun and relaxation is a trip up to Coeur D'Alene. Here you can take a boat trip around the lake. Better yet, you can go on to Priest Lake where it is so carefree for the couples and a paradise for the children even if one does nothing but relax and watch. Best of all is the trip, a short distance, to Lake Pend Oreille, the father of all the Lakes. Here you can rent a boat and mo-

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Albert Rankin, Alger, Ohio

1st Vice President

Mrs. Walter S. Britten,
College Station, Texas

2nd Vice President

Mrs. Wendell Ritchie, Marathon, Iowa

Secretary-Treasurer

Mrs. Harvey Baldwin, Denver, Colo.

Historian

Mrs. Warren Collins, Jessup, Iowa

Directors

Mrs. Margaret Berry, West Newton,
Pennsylvania

Mrs. James A. Buckley, Shelbyville,
Indiana

Mrs. Lou Stambler, Honolulu, Hawaii

Mrs. John L. Cummins, Cynthiana,
Kentucky

Mrs. Ernest C. Freund, Fond du Lac,
Wisconsin

Mrs. David H. Tracy, Pavilion, N. Y.

Mrs. Clint Peterson, Webster City,
Iowa

Mrs. Ruth Marks, Abingdon, Illinois

Mrs. Charles Ray Hudson,
Morrisonville, Illinois

Mrs. Robert Penfield, Bowman, N.D.

tor, fishing gear, and roam the lake. Here you can rent a cottage as modern as in the City.

One might wish to go on to Seattle either by car or on the boat, and go into Victoria, Canada, where you will think you are in England.

So bring drip dry clothes for everyone and suntan lotion. After the work, the unforgettable outing will make this Convention a wonderful memory.

Sincerely,

Delia Williams

President, Washington
State Auxiliary

Jackie's Sister Joining Sotheby

LONDON — Janet Auchincloss, 19, half-sister of Mrs. John F. Kennedy, is getting a job at Sothebys, the famous London art auctioneers.

"I shall work there for about two months, then I will go back to America to work at Parke-Bernet, their New York salesroom," she said.

A spokesman at Sotheby's said: "She'll probably be in the reception department."

Those who apply themselves too closely to little things often become incapable of great ones. —La Rochefoucauld

LADIES AUXILIARY

CONVENTION COMMITTEES

WELCOMING COMMITTEE

All Auxiliary Officers

NOMINATING COMMITTEE

Mrs. John Overton, N. Mex., Chairman

AUDITING COMMITTEE

Mrs. Ernest Freund, Wis., Chairman

GRIEVANCE COMMITTEE

Mrs. Don Standen, Ohio, Chairman

Mary Lynne Nelson Goes To Pakistan

Mary Lynne Nelson left for West Pakistan on June 26, 1965. She is the daughter of Colonel and Mrs. Leon S. Nelson of Albion, Nebraska.



MARY LYNNE NELSON

Mary Lynne is an A.F.S. Exchange Student to Lahore, West Pakistan. She will live in the home of Malik Janini, a member of the National Assembly and owner of a large Registered Horse Breeding Farm. The Janini's have four children, three girls 17, 14, 12, and a boy 10.

Mary Lynne is an Honor Student, member of the Band, Choir, Girls Trio, Dramatics organizations. She attended the Nebraska Girls State in Lincoln, Nebraska, this June as representative of the Albion Nebraska High School. Mary Lynne will return home on September 10th.

Col. Nelson is a member of the National Auctioneers Association, a past Secretary and an active member of the Nebraska Association. Mrs. Nelson is past President of the Women's Auxiliary of the Nebraska Association.



Mr. and Mrs. Walter Carlson, Trimont (formerly Triumph), Minn., mark their 25th Wedding Anniversary. A full report appeared on page 37 of the June (1965) issue of "The Auctioneer."

Mrs. Carson Hansen Claimed By Death

Mrs. Georgia Hansen, 44, wife of Col. Carson E. Hansen, Beloit, Kansas, passed away June 10, enroute to the Concordia (Kans.) Hospital. Mrs. Hansen had submitted to gall bladder surgery more than a week prior to her passing and was thought to be making satisfactory recovery. Her unexpected death was a shock to her family and friends.

In addition to her husband she is survived by three sons, two daughters and one grandson. All are at home with the exception of the eldest, Carson, Jr., who is married and lives in Beloit.

Mrs. Hansen leaves a host of friends. She has accompanied her husband to numerous gatherings of auctioneers, both State and National, and had made a wide acquaintanceship with auctioneers and their families.

LADIES AUXILIARY CONVENTION PROGRAM

Davenport Hotel

Spokane, Washington

July 14, 15, 16 and 17, 1965

Auxiliary Chairlady — Mrs. Margaret Berry, West Newton, Penna.

Wednesday, July 14, 1965

3:00 P.M. to 8:00 P.M.—Registration—Mezzanine

3:00 P.M.—Reception Committee Meeting—

4:00 P.M.—Officers and Directors Meeting—Scepter Room.

8:00 P.M.—Amateur Contest—W. J. (Bill) Hagen, Billings, Montana,
Master of Ceremonies—Isabella Room.

Entertainment by Washington Indian Tribe.

* * * *

Thursday, —July 15, 1965

8:00 A.M. to 5:00 P.M.—Registration—Mezzanine

12:00 NOON—Luncheon—Marie Antoinette Room (with the N.A.A.)

Group singing of Star Spangled Banner

Pledge of Allegiance to the Flag

Invocation Col. Irvin Eilers, Kimberly, Idaho

Introduction of Convention Chairman

Welcome to Spokane—Neal R. Fosseen, Mayor of Spokane

Greetings from Washington State Auctioneers Association—

Col. Si Williams, Walla Walla, Washington

President's Address—Col. John A. Overton

“Auction Sale Management and Advertising”—Col. Norman
Warsinski, Billings, Montana

“Image Building—A Must”—Mr. Edward Wimmer,
Cincinnati, Ohio

5:00 P.M.—Adjourn

6:00 P.M.—Chuck Wagon Dinner—Marie Antoinette Room

7:30 P.M.—Fun Auction—Isabella Room

9:00 P.M.—Square and Round Dancing—Marie Antoinette Room

IN UNITY THERE IS STRENGTH

Friday, July 16, 1965

- 8:30 A.M.—Continued Registration—Mezzanine
- 9:30 A.M.—“Women and Auctioneering”—A panel discussion moderated by Justine Messersmith.
- 12:00 NOON—Ladies Luncheon—Isabella Room
Style Show—Swimming Pool (Immediately following luncheon)
Annual Business Meeting — Ladies Auxiliary — Isabella Room
Secretary's Report
Treasurer's Report
Report of Committees
Election of Officers and Directors
- 8:00 P.M.—Star studded variety show, presented by the Dave Sobol Theatrical Agency and featuring a great array of talent—Marie Antionette Room.
This is being presented by the Montana Auctioneers Association, the Idaho Auctioneers Association and the Washington State Auctioneers Association.

* * * *

Saturday, July 17, 1965

- 8:00 A.M.—Breakfast for new Officers and Directors—Progress Room
- 3:00 P.M.—Auxiliary President's Acceptance Speech
- 6:30 P.M.—Grand Banquet followed by Presentation of Awards and featured with an address by Don Moos, Director of Agriculture, State of Washington.
- 9:00 P.M.—Refreshments and Dancing.

* * * *

Young People's Program

Entertainment is being planned for the young people of the various age groups throughout the Convention. Special entertainment is being obtained. All Hotel registrants will have access to the Swimming Pool. Baby sitters will be provided for the extreme young in order that their mother's may enjoy the adult programs.

SPECIAL

On Saturday, July 17, there will be a bus leaving the Hotel at approximately 9:30 A.M. This bus will go to Couer D' Alene Lake in Idaho, where the passengers will be transferred to a boat for a cruise on beautiful Lake Couer D' Alene. The bus will return at approximately 5:00 P.M. Tickets for this trip will be on sale in the registration area. Register as early as possible for this trip.

NOTE: This trip is for the Ladies and Young People only.

NATIONAL AUCTIONEERS ASSOCIATION CONVENTION

Davenport Hotel

Spokane, Washington

July 14, 15, 16, 17, 1965

Convention Chairman — Jim Messersmith, Jerome, Idaho

PROGRAM

Wednesday, July 14, 1965

10:00 A.M.—Meeting of Reception Committee—Progress Room

3:00 P.M.—8:00 P.M.—Registration—Mezzanine

3:00 P.M.—Board of Directors Meeting (NAA)—Progress Room

NAA OFFICERS

President: John A. Overton Albuquerque

1st Vice President: John L. Cummins Cynthiana, Ky.

2nd Vice President: Brady L. Wooley Little Rock, Ark.

Secretary: Bernard Hart Frankfort, Indiana

Treasurer: Henry Rasmussen St. Paul, Nebraska

BOARD OF DIRECTORS

Walter Britten College Station, Texas

Richard M. Brewer Mount Hope, Kansas

Charles Corkle Norfolk, Nebraska

Curtis E. Cunningham Greenwood, South Carolina

J. Meredith Darbyshire Wilmington, Ohio

A. C. Dunning Elgin, Illinois

Ray Gevelinger Dodgeville, Wisconsin

Ralph W. Horst Marion, Pennsylvania

Riley T. Jefferson Lincoln, Delaware

Jim Messersmith Jerome, Idaho

Bob Penfield Bowman, North Dakota

Romayne Sherman Goshen, Indiana

Louis L. Stambler Honolulu, Hawaii

Herbert Van Pelt Readington, N. J.

8:00 P.M.—Amateur Contest—W. J. (Bill) Hagen, Billings, Montana,
Master of Ceremonies—Isabella Room

Entertainment by Washington Indian Tribe.

IN UNITY THERE IS STRENGTH

Thursday, July 15, 1965

- 8:00 A.M. to 5:00 P.M.—Registration—Mezzanine
- 9:00 A.M.—Breakfast—Washington State Auctioneers Association
- 10:00 A.M.—Meeting of Auditing Committee—Empire Room
Meeting of Grievance Committee—Scepter Room
Meeting of Resolutions Committee—Progress Room
- 12:00 NOON—Luncheon—Marie Antoinette Room
Group singing of Star Spangled Banner
Pledge of Allegiance to the Flag
Invocation Col. Irvin Eilers, Kimberly, Idaho
Introduction of Convention Chairman
Welcome to Spokane—Neal R. Fosseen, Mayor of Spokane
Greetings from Washington State Auctioneers Association—
Col. Si Williams, Walla Walla, Washington
President's Address—Col. John A. Overton
“Auction Sale Management and Advertising”—Col. Norman
Warsinski, Billings, Montana
“Image Building—A Must”—Mr. Edward Wimmer,
Cincinnati, Ohio
- 5:00 P.M.—Adjourn
- 6:00 P.M.—Chuck Wagon Dinner—Marie Antoinette Room.
- 7:30 P.M.—Fun Auction—Isabella Room.
- 9:00 P.M.—Square and Round Dancing—Marie Antoinette Room.
- 9:00 P.M.—Western College of Auctioneering—Alumni Reunion,
Elizabethan Room.

IN UNITY THERE IS STRENGTH

Friday, July 16, 1965

8:30 A.M.—Continued Registration—Mezzanine

9:30 A.M.—Call to Order—Marie Antoinette Room—Brad Wooley Presiding.

“The Horse Auctions, Present and Future” — Col. Omer Bonney, Hermiston, Oregon.

“Knowledge of Appraising, A Valuable Asset of the Real Estate Broker and the Auctioneer”—Col. John R. Potts, Centerville, N. J.

“Selling Real Estate at Auction”—Col. Delbert Winchester, Enid, Okla.

“Bid Calling Seminar”—An educational feature with Ralph Horst, Marion, Pennsylvania, as leader.

9:30 A.M.—“Women and Auctioneering”—A panel discussion for Ladies Only, Moderated by Justine Messersmith—Hall of Doges.

12:00 NOON—Adjourn

1:30 P.M.—Call to Order

“Agricultural Development in the Pacific Northwest” — Cecil Hagen, Managing Editor, Northwest Farm Paper Unit, Spokane, Washington.

“Purebred Livestock Auctioneering and Its Contribution to the Auction Method”—Col. Si Williams, Walla Walla, Washington.

“Add Action to Your State Convention With A Contest”—Col. R. J. (Bob) Thomas, Billings, Montana.

“Farm Sales, Western Style”—Col. Ken Troutt, Middleton, Idaho

5:00 P.M.—Adjourn

8:00 P.M.—Star Studded Variety Show, presented by The Dave Sobol Theatrical Agency and featuring a great array of talent—Marie Antoinette Room.

This is sponsored by Montana Auctioneers Association, Idaho Auctioneers Association and Washington State Auctioneers Association.

IN UNITY THERE IS STRENGTH

Saturday, July 17, 1965

8:00 A.M.—Breakfast Meeting of National Officers and Directors with State Association Presidents and Secretaries as Guests—Hall of Doges, Col. John L. Cummins, 1st Vice President, NAA, Presiding Officer.

9:30 A.M.—Call to Order—Marie Antoinette Room.

“Livestock Auction Markets in United States”—Col. Willard Schnell, Miles City, Montana.

“Livestock Auction Markets in Canada”—Col. Ken Hurlburt, Fort MacLeod, Alberta, Canada.

A Question Period Will Follow.

“Furniture Auctions”—A Panel Discussion, Moderated by Col. Paul L. Owens, Boise, Idaho.

“Million Dollar Auctions”—A Special Presentation of the Auto Auction Industry.

12:00 NOON—Adjourn

1:30 P.M.—Annual Business Meeting—National Auctioneers Association

Secretary's Report

Treasurer's Report

Report of Auditing Committee

Report of Grievance Committee

Report of Resolutions Committee

Report of Nominating Committee

Election of Officers and Directors

Acceptance Address of New Auxiliary President

Acceptance Address of New N.A.A. President

Announcement of 1966 Convention Site and other Activities of Board of Directors

4:00 P.M.—Adjourn

4:10 P.M.—Meeting of 1965 - 1966 Officers and Directors — Progress Room.

6:30 P.M.—Grand Banquet followed by Presentation of Awards and featured with an address by Don Moos, Director of Agriculture, State of Washington, Marie Antoinette Room.

9:00 P.M.—Refreshments and Dancing

Amateur Entertainers

Come Early – Win \$100.00 In Cash Prizes

Wednesday afternoon and evening arrivals will be entertained with an Amateur Contest by Auctioneers' sons and daughters.

Three prizes in each class will be given. Age grouping will be 2-12 and 13-21. Any son or daughter of an auctioneer wishing to enter this contest may do so by expressing his or her intentions at the Registration Desk, Wednesday afternoon July 14, 1965.

Contestants must furnish their own accompanist.

W. J. "Bill" Hagen, Billings, Montana, will be Master of Ceremonies.

National Convention Committee Members

RECEPTION COMMITTEE

Mr. and Mrs. Cliff Williams, Spokane
Mr. and Mrs. Paul L. Owens, Boise, Idaho

All Members of the Washington State Auctioneers Association and Washington State Auxiliary.

AUDITING COMMITTEE

Bob Penfield, Bowman, North Dakota, Chairman

Mike Bloomer, Glenwood, Iowa
Ray Gevelinger, Dodgeville, Wisc.
Ralph Horst, Marion, Penna.
William L. Gaule, Chatham, Ill.

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Riley T. Jefferson, Lincoln, Delaware
Richard M. Brewer, Mount Hope, Kans.
Edward Bilbruck, Chicago, Illinois
Roymayne Sherman, Goshen, Indiana
Brad Wooley, Little Rock, Arkansas

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A. C. Dunning, Elgin, Illinois
Wendell Ritchie, Marathon, Iowa
Herbert VanPelt, Readington, N. J.
Louis J. Stambler, Honolulu, Hawaii

PUBLIC RELATIONS COMMITTEE

Si Williams, Walla Walla, Wash., Chairman

Paul L. Owens, Boise, Idaho

Wes Wendt, Granger, Washington

FUN AUCTION COMMITTEE

West Wendt, Granger, Wash., Chairman

Ray Brock, Pasco, Wash.

Bob Musser, Cody, Wyo.

Ron Granmoe, Lindsey, Mont.

Jack Ellis, Lavina, Mont.

John Wert, Burley, Ida.

Joe Yates, Walla Walla, Wash.

Barbeque Climax Of So. Dakota Meeting

By BERNARD HART

A Western Style Barbeque with all the natural surroundings was a fitting climax to the third successive gala convention of the South Dakota Auctioneers Association, June 13.

Auctioneers from throughout the state commenced gathering in Ft. Pierre, the evening of Friday, June 11, for the "Early Bird Roundup" at the Chuck Wagon Cafe. A sizeable number were on hand for this pre-convention social event.

Saturday's events got off to a good start when everyone was the Breakfast guest of Lafe Hanson and his family, owners of the Livestock Auction Market in Ft. Pierre. Auctioneers and their wives enjoyed the plentiful servings of ham and eggs in the Cafe at the auction market.

President Jack Churchill, called the meeting to order shortly after 10:00 A.M.



South Dakotans took time out during the festivities in connection with the Annual Convention of their State Auctioneers Convention at Ft. Pierre, June 11-13, to take pictures of their Officers and Directors.

Seated, from the left, are: Ole Hall, Bryant, Vice President; Jack Churchill, Hermosa, retiring President; Vernell Johnson, Hartford, first President of the group; Billy Barnes, Ft. Pierre, Director; Lester Goeman, Lennox, Director.

Standing: Bernard Hart, National Secretary, Frankfort, Ind.; Dale McPherson, Philip, Secretary-Treasurer; Joe Beck, DeSmet, Director; Charles Fischer, Long Lake, Director; Curtis Price, Madison, President-elect; Herb Bader, Timber Lake, Director. Photo by Bob Penfield.

Ft. Pierre Mayor, James W. Creager, was on hand to give the guests the City's official welcome. After the reports of the Secretary-Treasurer had been read and approved, Bernard Hart of the NAA addressed the group.

In the afternoon a very enlightening address was presented by an attorney from Pierre, who explained South Dakota laws as they applied to auctioneers.

In the election of officers, Curtis Price, Madison, was elected President. Ole Hall, Bryant, was elected Vice President; Dale McPherson, Philip, was re-elected Secretary-Treasurer. Elected to three year terms on the Board of Directors were: Billy Barnes, Ft. Pierre; and Joe Beck, Lennox.

An evening banquet, followed by an address by the Auditor of the State of South Dakota, and the introduction of the officers and guests completed the day's program.

On Sunday morning the group enjoyed a guided tour of the power plant at the huge Oahe Dam on the Missouri River near Pierre.

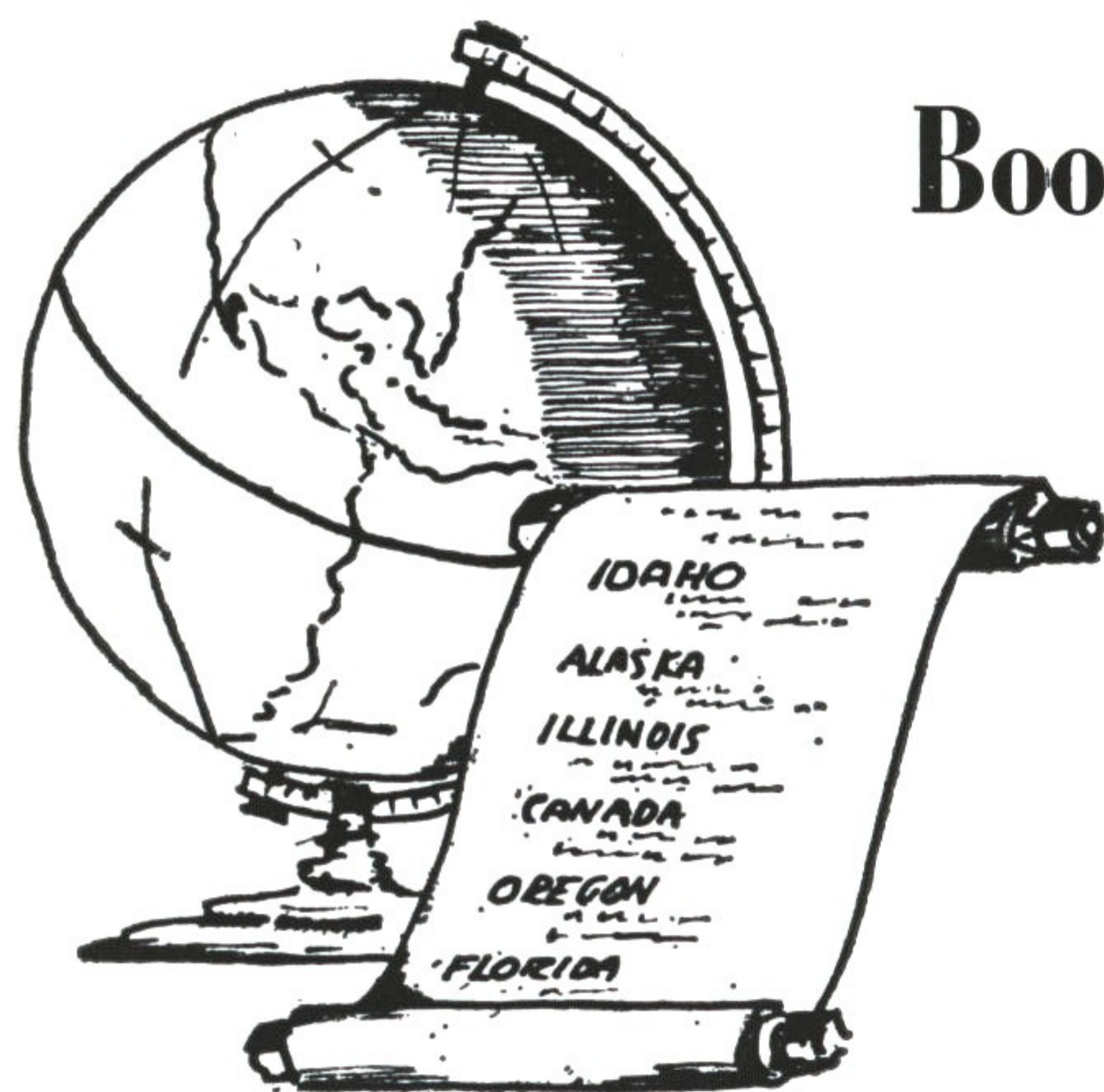
At noon they were the guests of the Dick Williams family at the Williams Ranch, some 25 miles southwest of Pierre. It was here that they were treated to food and refreshments that seemed to be without end and they all enjoyed the comforts of the large ranch home of the Williams'.

This sprawling ranch house is furnished from end to end with antiques and primitives and Mr. Williams has one of America's great collections of firearms. A pet (?) rattlesnake on the back porch only added to the scene.

What seemed like an endless supply of sirloin steaks were barbequed and along with baked beans, potato salad, home baked bread and all the extras, South Dakota auctioneers and their wives certainly did not go home from their Third Annual Convention with an empty stomach.

ADVICE TO AUCTIONEERS

Talking about others and being a gossip is better than talking about yourself and being a bore.



Boosters for 'The Auctioneer'

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

ALABAMA

Col. J. M. Casey—Birmingham
Col. J. P. King—Gadsden
Col. Freeman Smith—Long Island

ARIZONA

Col. Leroy Longberry—Phoenix

ARKANSAS

Col. Milo Beck—Rogers
Col. J. C. Dyer—Nashville
Col. R. E. Harris—Little Rock
Col. J. E. Wilson—Hot Springs
Col. Brady L. Wooley—Little Rock

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Col. John M. Mullen—Pasco
Col. Ray W. Nelson—Redmond
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ELSEWHERE

Col. H. P. Higgins, Huntingdon, Quebec
The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .



Dear Bernie:

Enclosed is my check for the Booster Page. I like "The Auctioneer."

I would like to have a collection of business cards from fellow auctioneers. I am just an apprentice of six months and would be glad to have advice from other auctioneers. It is my desire to be tops and go all the way.

Yours truly,
Ralph VanderVlucht
458 Second St.
Toledo 5, Ohio

* * * *

Dear Bernie:

Since returning from school March 20th, I have booked five Real Estate sales and sold four of them. I have been real lucky, but I work real hard at it.

Yours truly,
Otto Seeberger
San Diego, California

* * * *

Dear Friends:

Enclosed is my check for dues for another year. This is a wonderful time for us. June 15, 1965, I was 66 years young. My wife Helen, will be 59 on July 1.

It was 39 years since William M. Preston was united in marriage to Helen Millikan by Major A. P. Storey, a Methodist, also an officer of the Salvation Army, in the Citadel on 19th Street, North, where now stands the Court House in Birmingham, Ala.

We have reared and educated two boys and four girls. They are all married and away from home and so far have provided us with 15 grandchildren.

I have been engaged in real estate and auctioneering since 1918 and graduated from the Reppert School of Auctioneering, Aug. 17, 1962. I was recommended by Col. Guy Pettit for membership in the National Auctioneers Association.

We average two sales a week, here.

Yours fraternally,
William M. Preston
Trussville, Ala.

TEN COMMANDMENTS FOR PEOPLE PAST FORTY

1. Your health is a privilege. Don't abuse it.

2. Eat wisely; work wisely; play wisely; Judgment does not wear out with use.

3. Remain useful. Grow as you age; don't rust.

4. Prepare for inevitable changes in advance.

5. Seek inventory of your health periodically. Be at least as considerate of yourself as you are of your automobile. A stitch in time saves more than nine.

6. Recovery takes time. Repair following disease demands as much time as healing a broken bone. There is no substitute for time. Impatience is childish.

7. Stop looking for miracles; they do not happen. Be as reasonable in your hopes as in your actions.

8. Insist on thoroughness in medical examinations, remembering that it is often more important to prove what isn't than to prove what is.

9. Follow medical instructions conscientiously. The best advice is useless unless applied.

10. Be honest with yourself; admit your limitations and adapt yourself to them.

(Slightly adapted from "The Second Forty Years," Copyright 1946 by Dr. Edward J. Stiegeitz, Published by J. D. Lippencott Company).

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Please rush complete free details on the low-cost disability plan available to members of the National Auctioneers Association.

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Tennessee Auctioneers Association Holds 7th Annual Convention

By COL. E. B. FULKERSON

The Tennessee Auctioneers and their families, 75 strong, met in Gatlinburg, Tennessee, at The Mountain View Hotel on June 13-14 for the 7th Annual Tennessee Auctioneers Association Convention. Many of the Auctioneers and their families arrived early and attended the church of their choice in Gatlinburg on Sunday morning.

Registration opened at 1:00 P.M. Sunday afternoon, with committee meetings and the meeting of the Board of Directors taking up most of the afternoon.

The Grand Banquet of the Convention was held in the Hotel Dogwood Room with the largest number in attendance since the Tennessee Auctioneers Association was organized in 1958. Invocation was given by Col. E. B. Fulkerson. President Col. Beeler Thompson, Knoxville, introduced Mayor W. L. Mills of Gatlinburg. He gave a word of welcome to the Auctioneers and their families. The Association was honored to have as one of the guest speakers, Mrs. Marilyn Gardner, Nashville, the Executive Secretary of the Tennessee Real Estate Commission. Mrs. Gardner gave a very informative talk and held a question and answer session on Monday afternoon.

Miss Martha Fulkerson, Jonesboro, Tenn., presented dinner music throughout the evening at the Hammond Organ. Col. Billy Howell Jr., Madison, Tenn. rendered entertainment by playing his guitar and singing special numbers to the group.

The Chairman of the Nominating Committee, Col. Frank L. Walden, Nashville, presented the new slate of Officers for 1965-1966. They were as follows:

President — Col. C. B. Arnette, Murfreesboro, Tenn.

1st Vice President—Col. Bill Collier, Waverly, Tenn.

2nd Vice President—Col. Billy Howell, Madison, Tenn.

3rd Vice President—Col. Norman C. Wilder, Morristown, Tenn.

Secretary-Treasurer—Col. E. B. Fulkerson, Jonesboro, Tenn.

All members were saddened when it was announced by Col. Beeler Thompson that two of our members had passed away. A very impressive memorial service was conducted by Col. G. S. Gordon of Shelbyville, for the deceased members, Col. Milton Jenkins, Lebanon; and Col. L. B. Fuqua, Nashville.

The Secretary made the presentation of the book, "Who's Who in T.A.A." to each member present at the Banquet. This is a directory of the Auctioneers who belong to the Tennessee Auctioneers Association, a history of the association and names of officers and directors for each year since the organization was founded was also included.

On Monday morning, June 14th at 7:30 A.M., a breakfast meeting was held for all newly elected and retiring officers and directors.

The Business Meeting convened at 9:00 A.M. Col. Beeler Thompson, Knoxville, called the meeting to order. Col. C. B. Arnette, Murfreesboro, gave the invocation. Col. Thompson also gave a welcome address and recognized new members. The reading of the minutes and financial report was read by the Secretary.

Col. G. S. Gordon, Shelbyville, filled in for Col. L. T. Dickens, Manchester, who was unable to attend the Convention due to sickness. Col. Gordon spoke on "What the Association Has Meant to Me."

Col. H. Jack Stewart, Mt. Juliet, introduced the guest speaker, Col. C. M. Carter, Sr. of Scottsville, Kentucky, who gave an address entitled "Observe, Remember, and Compare." He said to hon-



Jack Churchill, retiring President, presents President's gavel to Curtis Price, newly elected President of the South Dakota Auctioneers Association. Ceremony took place during the Third Annual Convention of the group at Ft. Pierre, June 11-13. Photo by Bob Penfield.

or and respect the Auction work and to live close to nature, we must be united because in unity there is strength. He also stated that we must go forth in God.

Col. Ray Anderson, Nashville, gave a most interesting talk on "The Auctioneer's Place in Today's Society."

Col. James Matthews, Cowan, gave an address on "The Outlook of the General Auctioneer." He suggested to have confidence in your business, talk success, trust your neighbors, never sell a little sale short, render more service than you are paid for and you will be rewarded in the future.

The meeting adjourned for Dutch Luncheon at 11:45 A.M. and reconvened at 1:00 P.M.

The afternoon session was spent in an Auction Work Shop with Col. Joe Miller of Knoxville, acting as moderator.

The installation of new officers for 1965-66 was presided over by Col G. S. Gordon.

The Fun Auction was held on the Hotel

lawn with Col. John F. McLean, Lenoir City, acting as Master of Ceremonies.

The Convention was conducted very efficiently under the guidance of the President, Col. Beeler Thompson. At the conclusion of the convention, many of the Auctioneers and their families stayed over for a few days in the convention city and resort town of Gatlinburg, Tennessee.

Buffalo Bill's Stage Returning To U. S.

ASCOT, England — Buffalo Bill's Wild West "Deadwood" stagecoach is going back to the United States. It was bought at auction for \$2,128 by John F. Cuneo who has a museum already containing 75 coaches in Chicago.

Buffalo Bill — William F. Cody — brought the coach to England more than 60 years ago as part of his Western show.

Horse Auctions

By Paul Z. Martin, Blue Ball, Pa.

Horse auctions are becoming a bigger and bigger business every year. In 1928, when I sold my first horse auction, there were only half a dozen large, important horse auctions in America each year. This year there will be at least 125, which gives some idea of the growth of this business.

In addition to the horse and pony auctions and general sales I hold at my own sale barn, in Blue Ball, Penna., I participate, as auctioneer or ring-man in twenty horse sales all over the country each year.

The Tattersall saddle horse sale held in Lexington, Kentucky in April, July and October each year is the oldest saddle horse sale in America. A saddle horse is also known as a "pleasure horse," or a "show horse." This is the breed of horse which most private people have to use for their own enjoyment, as opposed to racing them or showing them.

A saddle horse sale is probably the easiest paced of all horse sales. The horse is led or ridden into the ring, shown around the ring, the saddle is taken off and put back on. And all the while of course, the auctioneer is selling the animal. At this pace, an average of 20 head an hour are sold.

A thorobred and standard bred sale is much faster paced. The buyers at these sales are people who know precisely what they are buying, they often come to the sale with the intent of bidding on and buying certain preselected animals, and they are people who know horses. Very often the buyers at these sales are the trainers who work for horse owners. And it is a trainer's job to know horses. I have known many trainers who insist on buying the horses for their owners. In these sales the horses are simply lead into, across and out of the ring, and they are sold in that time. The pedigree of the individual is read as the horse is lead through. The selling pace of a thorobred or standard bred sale is 30 to 50 head per hour.

Once a year there is held a selective thorobred sale. As the name implies, the animals sold at this sale are the "elite" of the breed. These horses, all yearlings, are carefully selected for type, pedigree and soundness. This is a five day sale at which 900 to 1,000 head are sold. The average sale price for this kind of horse is \$17,000 a head, which gives some idea of the near perfection and precise selection of each one. In the conduct of the sale, when the value of the horse is over \$100,000, the bids are in \$5,000 increments, and never less than \$1,000. But as a matter of practice \$1,000 bids are rarely given.

All the seats at a thorobred and selective thorobred sale are reserved. In order to gain admission to the sale pavillion you must prove you are a buyer, or a buyer's representative. Among the buyers at these sales, I have seen, Dale Robertson, Dezi Arnez, Lawrence Welk and many others.

Another kind of horse becoming increasingly popular is the quarter horse. Presently the buyers at quarter horse sales are private people and dealers. The pace of the sale is about that of a saddle horse sale, 20 to 25 head an hour. However, as the popularity of the quarter horse grows, and as more and more organized races for this kind of horse are held, the number of auctions of quarter horses will increase.

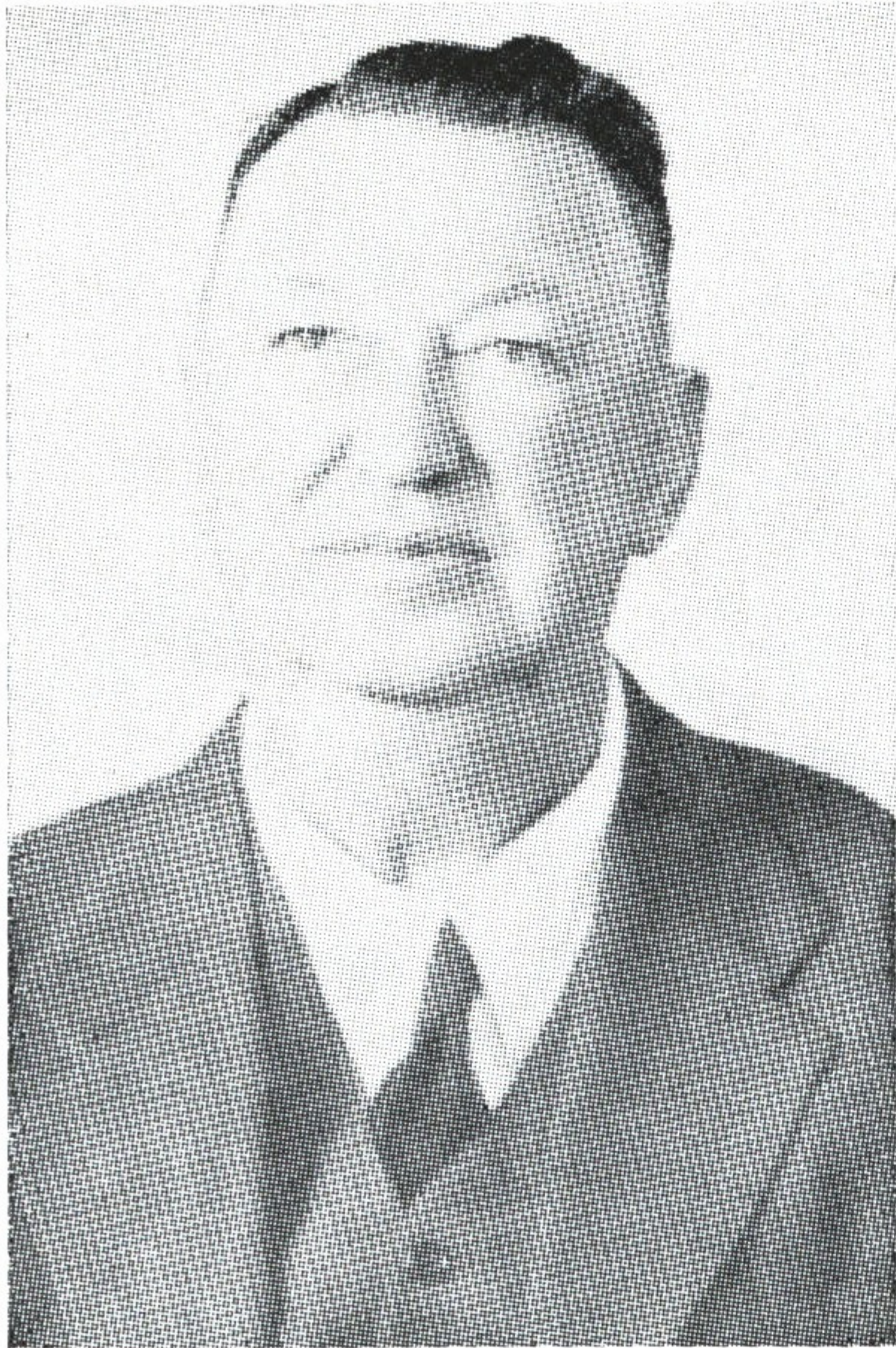
A word about dealers. As with every kind of commodity sold at auction, the most active bidders, and indeed those who "make" a sale are the dealers. As an auctioneer, as a ring man and as a seller and buyer of horses, I welcome the presence of dealers in the audience, as I am sure all auctioneers do. The dealers along with private buyers, trainers, owners and breeders all help to make the horse auction business a good and growing part of the auction business.

Diets are for people who are thick and tired of it.

Old Timer Looking Toward Convention

By Paul Owens, Boise, Ida.

One of the old timers you will meet at the Davenport Hotel in Spokane at the National Convention in July is Col. Jeff Davis of Toppenish.



COL. JEFF DAVIS, Toppenish, Wn.

Jeff was a student at Repperts in 1924 and traveled with Col. Fred into several states before returning west to Sandpoint, Idaho from which he left to attend Auction School.

Col. Jeff tells a story about a convention at the Davenport years ago when he was a butter maker by profession. He was being recognized by the Association for his ability to get the right moisture content which at that time was 16 percent. When his butter was tested at the Davenport, it contained 18 percent, a faux pas so far as the Department of Agriculture was concerned, but Jeff said he was certainly in demand by the butter makers of the northwest to learn how to get such moisture content.

Jeff may have some other confessions to tell us about. He is 77 years young, operates a real estate office and gets his share of the business. The following

poem is his introductory handout and worthy of passing along to other mature auctioneers:

MY PERSONAL PRAYER

Lord, Thou knowest better than I know myself that I am growing old.

Keep me from getting talkative, and particularly from the fatal habit of thinking that I must say something on every subject and on every occasion.

Release me from craving to try to straighten out everybody's affairs.

Make me thoughtful, but not moody, helpful but not bossy. With all my vast store of wisdom it seems a pity not to use it all . . . but Thou knowest, Lord, that I want a few friends at the end.

Keep my mind from the recital of endless details . . . give me wings to get to the point.

Seal my lips on my many aches and pains . . . they are increasing and my love for rehearsing them is becoming sweeter as the years go by.

I ask for grace enough to listen to the tales of other's pains; help me to endure them with patience.

Teach me the glorious lesson that occasionally it is possible that I may be mistaken.

Help me to extract all possible fun out of life. There are so many funny things around us and I don't want to miss any of them.

Amen

Jeff Davis

Two Rembrandts Bring \$742,000

LONDON — Two more Rembrandts were sold at auction in London and brought a total of \$742,000.

A portrait of a man, put up for sale by William B. Leeds of New York City and the Bahamas, was bought by the Acquavella Gallery of New York for \$392,000.

Julius Weitzner, New York and London dealer, paid \$350,000 for a portrait of Saskia, the Dutch master's wife. It was sold by the estate of the late Axel Wenner-Gren, the Swedish financier.

Inflation is what turns a nest-egg into chicken feed.



MISSOURI AUCTION SCHOOL BANQUET
KANSAS CITY, MO

The Golden Gift of Gab

(Reprinted from the BILLINGS, MONTANA, GAZETTE)

By ADDISON R. BRAGG
Gazette Staff Writer

There was never any doubt in his mind, says Auctioneer Bob Thomas, what he wanted to be when he grew up.

"Auctioneering always fascinated me," Illinois-born Thomas will tell you—and he'll recall the reasons for which he was most frequently punished when he was a boy.

"I was always sneaking away from home to go to some farm sale," he says, "just so I could watch and listen to the auctioneer."

Thomas, who came to Billings with his parents in 1933, never lost sight of his goal — and he even worked at it during his four years in the Army.

"I'll bet I auctioned off more cakes and boxes of cookies from home than anyone else in the service," the partner in the Western College of Auctioneering said.

(He used a footlocker for a platform, Thomas recalled.)

Thomas thinks there's an appeal to what he calls "mass selling," that none other of the sales professions has.

"You're not talking to one person and watching him react," he says. "You're selling thirty, three hundred — or sometimes as many as five hundred people — and it's a thrill no one knows but the auctioneer himself."

For ex-servicemen Thomas there was only one place to spend his mustering-out pay he received when discharged in 1946.

He paid it to an auctioneering school in Decatur, Ind., for two weeks of instruction.

Thomas — who lives at 1709 Mariposa Lane — remembers well the first money he ever earned at his new profession. He pocketed \$30 after an afternoon in Idaho Falls, "cleaning out" the back section of a second hand store.

It compares with his biggest commission — \$3,710 which he earned in Gilete, Wyo., selling a 6,000 acre ranch and equipment over the block.

"Pretty fair wages for two days work,"

the 42-year-old Thomas grinned.

One nice thing about auctioneering, says Thomas, is that a man's his own boss. "You can work as much or as little as you like," he says. (He'll also point out it's one profession where you can make back the money you spent learning it with your first sale.)

Auctioneering, according to Thomas — and he cites a Billings minister to back him up — is the second oldest profession in the world. Everybody, he adds, knows what the oldest is.

Slaves were sold at auction in the time of Christ—and even before that the auctioneer's chant was heard in ancient lands.

And despite its antiquity the profession continues to grow.

The auction school at Billings is one of eight in the U. S. today, Thomas notes. "A good auctioneer is always in demand," he says. "I don't know of one who's ever had to scrape for a job."

Thomas describes auctioneering as "the white heat of salesmanship."

"You're selling a product or an item, you're talking about it, you're moving bids up so as to receive the best possible price for it—and most of all you're watching your crowd, your prospects and using your voice, your eyes and your personality to convince not one but many people that they should own it."

Ask Thomas to name an item he hasn't sold and he'll find it difficult to reply. One of the most unusual was a ski-equipped airplane.

He's even sold coat hangers.

Thomas uses such a simple object to demonstrate the auctioneer's "gift of gab" — an expression, incidentally, for which auctioneers prefer to substitute "knowledge of product."

"I know a man," says Thomas, "who can stand up before a crowd and talk for five minutes or more about a single coat hanger—how it's made, where it's made, how strong the wire is, the quality of paint used and why and this is an ex-

ample of what every auctioneer has to know."

Thomas, who's been selling cattle at the Billings Livestock Commission Co. for the last 17 years, is still embarrassed when someone tacks the familiar "Colonel" in front of his name.

The title dates back to Civil War days, he says, when the colonel of a regiment was usually in charge of selling captured equipment at auction.

"An auctioneer should have 10,000 sales behind him—or 30 or 40 years experience — before calling himself a colonel, I feel," says Thomas.

He "wouldn't think of using it," he says.

What, for example, would some of his old Army friends think?

"I was just a sergeant when I got out," he grinned.

Our Responsibility

By Warren Cook, Norfolk, Neb.

Some people think of their government in terms of what they can get out of it. They are like the lady, who hearing that they were making loyalty checks in Washington, wrote her Congressman suggesting that she not be overlooked when they were "passing out those checks."

A person living under the wonderful conditions which prevail in our country gets to think that nothing is good enough for him. He may be right. But unless he starts taking his responsibility as a citizen seriously, he may be left.

We have democracy in our country, but democracy can never be something which is just there. In order to keep it going, we must live it and learn about it. All of us have much to learn and to keep on learning.

This is especially true of young people. The learning process for young people is more acute, and education without training for democracy is incomplete. There is something — a great deal — missing!

We hear much good sounding talk about democracy in our country, but we do not see enough good, sound evidence of responsible citizenship. It is too bad that some of our most articulate citizens aren't quite as effective as they

are eloquent, and they aren't quite as practical and intelligent as they are moving.

These patriotic utterings are like a terrific clout on the ball executed by a ball player when he comes up to bat. One fellow who was in the stands heard the crack of the bat against the ball, but was so busy eating popcorn that he didn't see the ball as it soared into the air. The ball went foul. The fellow eating popcorn exclaimed to the fellow next to him, "Man that sure sounded good."

The one next to him who had carefully followed the course taken by the ball remarked dryly about the batter, "Yea, it sounded good. It's too bad he wasn't giving a concert."

In matters of citizenship, responsibility and patriotic duties, we must remember that we should not be concerned about giving a concert, but to try to do things that really count. Government is a two way street. It gives back only what it receives.

You can make your influence in government felt in many ways — by running for office, by taking part in politics, by serving on civic committees, by encouraging the young to take an interest in their government and making politics and public office a career. Good government needs good help, and everyone is a potential helper.

(From Livestock Market Digest)

Regulations Opposed

In their regular meeting at Atlanta, Ga., members of the Southern Zone of the National Auto Auction Association approved a resolution opposing state license laws affecting automobile auctioneers.

Similar action had previously been taken by the Midwest and Eastern Zones of the NAAA. These three zones constitute the entire Eastern half of the United States.

Fullness of knowledge always and necessarily means some understanding of the depths of our ignorance, and that is always conducive to both humility and reverence.

— Robert A. Millikan

The Auctioneer Views

An Estate On The Block

By BRAD WOOLEY

(Reprinted from the 1965 Journal of the Arkansas State Association of Life Underwriters)

"Going, going, gone!" The familiar chant of the auctioneer is punctuated by the sharp rap of his gavel and another sale has been closed on the auction block.

Let's look behind the scenes for a moment to see what connection there is between life insurance and an auction.



For an auctioneer, no two weeks are ever alike. He may sell household furnishings or Hereford cattle; industrial machinery or impressionist paintings; a sugar beet factory or a stamp collection.

Equally varied are the types of people he sees in his work. The auctioneer feels a strong responsibility to both sellers and buyers at his auctions. And what kind of people are these?

The people who wish to sell will get in touch with the auctioneer about a proposed sale. Often, they have commercial, real estate, or individual property for sale after a death in the family. The auction

method, they know, is one of the surest ways of arriving at good values in open competition.

But what a different outlook exists when the owner is desperate for funds, as opposed to when he chooses to sell after deliberate, unhurried decision! An auctioneer has a feeling for people; he would have to, in order to obtain the seller's confidence and to maintain rapport with an auction audience. The auctioneer sees instances in which the head of a family suddenly dies, without sufficient Life Insurance to meet the problems he leaves. And the family is left without adequate funds — causing financial uncertainty to pile on top of its grief.

In these cases, decisions to sell homes, or businesses which are no longer "going concerns", are made with a sense of urgency and desperation. Small wonder that the auctioneer senses this, and hopes that the sale will solve the bereaved family's problems — which, of course, it may fail to do.

In direct contrast are the voluntary auctions of homes or businesses — perhaps some time after a death in the family. A widow who has lived in the large family home for several years may choose to find a smaller home. A son who has successfully maintained a family firm during an interim period may have a smoothly running business to offer for sale if he chooses to venture into a new field; he can put his business up for sale with confidence.

Yes, when it comes to the forced, hurried sale of interests, "haste makes waste" with vengeance. Sufficient cash to handle problems of debt, taxation, and administration is too often the difference between gain and loss.

These are the sellers — with or without the benefits of life insurance. Who are the buyers, and what draws them to an

auction? For one thing, curiosity. For another, the perennial hope of a bargain. And who can deny the excitement of the unpredictable? All varieties of goods and people can be found at an auction. A less-than-prosperous man who came to the sale to buy may chat with another man who arrived in a private plane.

An auction provides an opportunity for any man to do business as he chooses — not as his employer, an organization, or a sales clerk requires him to do. He can watch, bid, challenge, or quit, just as he wishes — and nobody minds. Perhaps this appeal to the individual is one of the strongest reasons that auctions will never lose their attraction.

An auctioneer, looking at life insurance, can draw a parallel between his buyers and potential buyers of life insurance. The purchase of life insurance, too, is distinctively an individual matter, and should be bought in direct relationship with the problems it may solve.

No salesman can require any man to purchase. The impetus comes from a man's pride in bearing his responsibilities well. He is the only one who can

choose.

But an auctioneer — who daily sees vivid examples of what can happen without life insurance — can hope that the buyer chooses with foresight for his family and with pride in fulfilling his responsibilities. In other words, that he includes life insurance in his plans — for the auctioneer has seen too many people discover the hard fact that it costs them more not to buy than to buy.

Canadian Veteran Dies At Age 86

Clarence F. Damron, veteran Canadian auctioneer, passed away May 10 of this year. He was one of the better known auctioneers in the Western part of Canada, for many years he sold most of the major auctions of purebred livestock including the Calgary Bull Sale.

Several years ago, Mr. Damron was named "Honorary" auctioneer by the Calgary Bull Sale Committee. He had lived in the Lacombe and Bentley, Alberta, areas for more than 60 years and was 86 years old at the time of his death.

REUNION

WESTERN COLLEGE OF AUCTIONEERING GRADUATES

Thursday, July 15, 1965

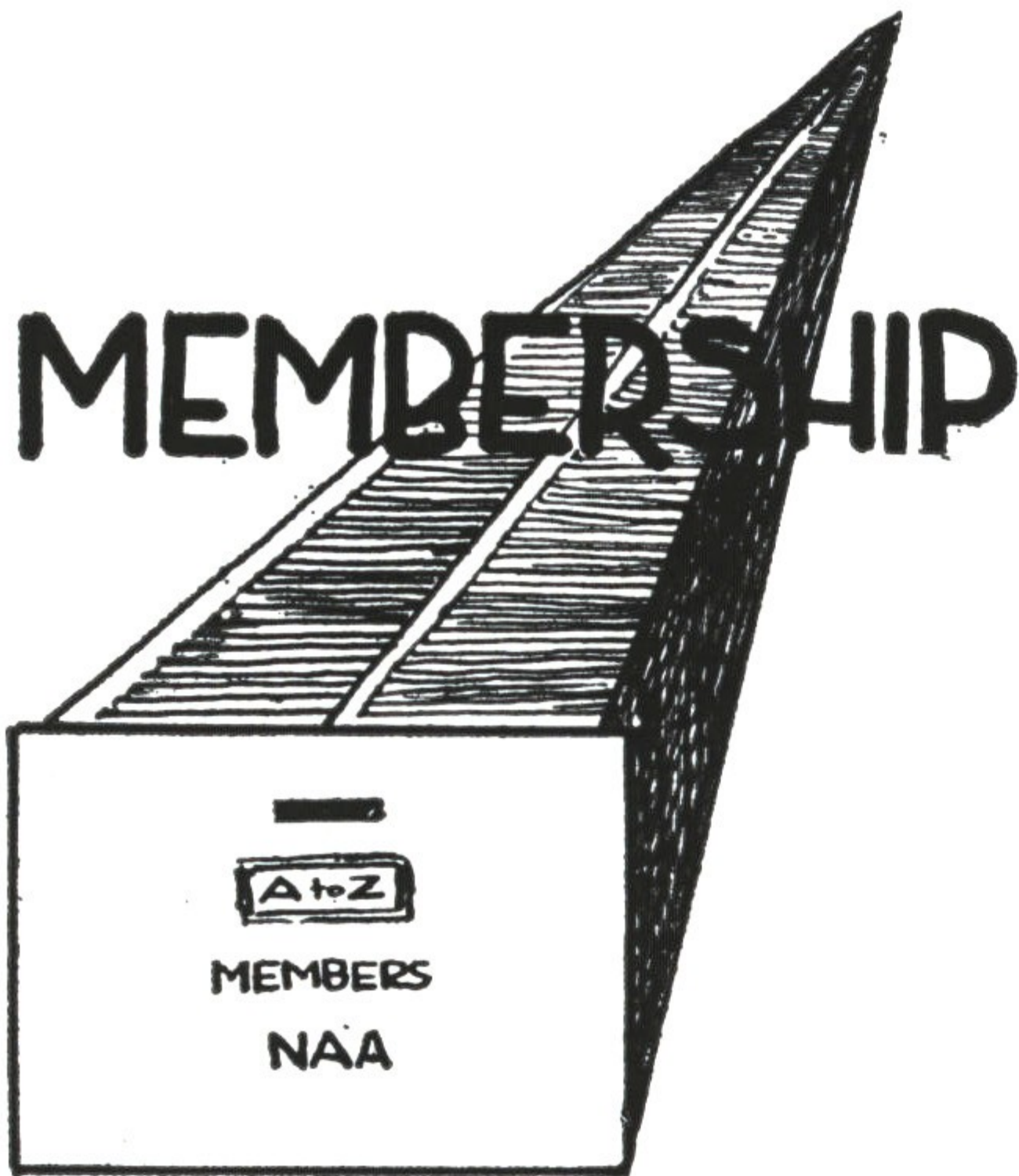
ELIZABETHAN ROOM

Davenport Hotel, Spokane, Washington
9:00 P.M.

(Immediately following the Fun Auction)

Reunion will be held in connection with the
National Auctioneers Convention

JULY 15 - 16 - 17, 1965



***Memberships Processed
April 16 thru June 15***

*R. E. Baxla, Florida
Bill McKay, Montana
A. J. Thiel, Wisconsin
*R. E. Robertson, Wisconsin
*Arthur A. Lee, Washington
Joseph R. Bove, Vermont
Roy Cagle, Texas
Thomas B. McCowan, Arizona
Earl R. Smith, Texas
*Elmer Burdick, Connecticut
Ira Potter, Kentucky
J. H. Barnard, Kentucky
David Bailey, Kentucky
Melvin Conley, Kentucky
Don V. Whetzel, Missouri
*Raymond J. Woods, South Carolina
Charles A. Pike, Montana
Earl W. Kinney, Montana
Kenneth Holze, Illinois
*Clifford Reese, Kansas
H. Hardy, California
Robert W. Butler, Florida
Warren Waldrep, Georgia
*Paul Robbins, Arkansas
*Dale Grover, Arkansas
*C. L. Frost, Arkansas
Oscar Farnam, Arkansas
*Johnny H. James, Arkansas
Delbert D. Holtzen, Missouri
*William C. Archer, Texas
*Del Stroupe, Wisconsin
*William Dippel, Idaho
Roymand C. Bender, Maryland
*Lester L. Little, Texas

Ray W. Nelson, Washington
Robert D. Gabbard, Kentucky
Walter L. Bales, Indiana
Victor L. Kent, New York
*Eddie Owen, Texas
*Don Oyler, Texas
*Stanley Moore, Texas
*Gaylon Souvignier, South Dakota
*Edward King, Ohio
*Paul B. Perry, California
Howard Brown, Montana
John T. Denton, Kentucky
*Jesse Williams, Kentucky
*Leon Tarter, Kentucky
W. O. "Wes" Harris, Kansas
*Lewis W. Trimble, California
Curtis J. Price, South Dakota
Melvin Ellis, California
*Jake Lackman, Montana
Norman Warsinske, Montana
R. C. Riek, Wisconsin
C. M. Sturgul, Wisconsin
Leroy Teske, Wisconsin
Damon Hamilton, Wisconsin
R. A. Thiel, Wisconsin
A. L. Splettstozer, Wisconsin
Dean George, Wisconsin
*Arthur A. Hooyman, Wisconsin
*Walter H. Howatske, Wisconsin
A. B. Chatfield, Iowa
George Jacobs, Missouri
Carl Steck, Illinois
Roy N. Trotter, Ohio
Lewis W. Campbell, Oklahoma
Walter Wiegmann, Indiana
*Ralph E. Pisano, Massachusetts
Henri J. Bordeaux, Illinois
Art Roberts, Kentucky
Al Murphy, Arkansas
Lloyd Godbehere, Arkansas
Jim Henderson, Arkansas
Glenn Purciful, Arkansas
Glen R. Vaught, Arkansas
Billy Ray Tucker, Arkansas
*Alec L. Sim, Alberta
*Keith Sim, Alberta
*Garfield Ogilvie, Alberta
Richard M. Brewer, Kansas
Willis A. Darg, Kansas
John A. Booth, Kansas
*W. R. Simpson, Kansas
Charles M. Macy, Kansas
Al Warner, Kansas
Wilson Hawk, Kansas
Duane Gugler, Kansas
Carson E. Hansen, Kansas
Larry G. Lagasse, Kansas

C. W. "Bill" Crites, Kansas
Paul A. Hurst, Kansas
Don Legere, Kansas
Harold Kirk, Kansas
Dale Clayton, Kansas
Lawrence Welter, Kansas
Joe E. Gingerich, Kansas
Jim Kirkemunde, Kansas
Roy E. Wood, Kansas
L. L. Peninger, Kansas
Jim Sowers, Kansas
Marvin Mayers, Kansas
L. E. "Gene" Watson, Kansas
George Worrell, Kansas
Sanford Hughes, Kansas
Dale E. Peterson, Kansas
Maynard Bane, Kansas
*John Banbury, Kansas
*Donald J. Godwin, Kansas
Ed Reimer, Kansas
Jack Sheets, Kansas
J. E. Morris, Florida
Loy C. Tillotson, South Dakota
*Don Ficke, Nebraska
Don Zicht, Nebraska
Gerald Phillips, Nebraska
(*indicates a new member)

Texans Enjoy Great Convention Program

By BERNARD HART

Members of the Texas Auctioneers Association were treated to what was termed the best Convention in the group's history when they met this year at Abilene, June 4-5.

It was the best attended meeting on record and the program was filled with interesting and important subjects, handled by very capable men.

Registrants got together the evening of June 4 for Dinner, followed by a Fun Auction. Both were very successful. The food was good and the auction added considerably to the treasury of the TAA.

Saturday morning, June 5, with Secretary-Treasurer, Grover Howell, serving as Convention Chairman, President Dub Bryant extended his welcome to those in attendance.

Walter Britten, past President of the National Auctioneers Association as well as of the Texas A. A., gave a very interesting address regarding the profession of auctioneering.

J. C. Harper, San Antonio, Chairman of the License Law Committee, gave a report of his committee's findings. Bernard Hart, Secretary of the NAA, spoke in regard to the approaching National Convention at Spokane.

Rhett Grant, Mansfield, La., and Bill Wendelin, Henderson, Tex., spoke of their experiences in the field of Livestock Auction Markets and a question period on this subject completed the morning program.

In the afternoon, G. H. Shaw, Alexandria, La., gave a very outstanding presentation, using as the title of his address, "Opportunities Unlimited."

Grover Howell spoke in regard to selling real estate at auction and the great future it offered those qualified to handle auctions of this type. His address indicated that a lot of research and study had preceded it.

J. C. Harper, San Antonio, was elected President for the coming year. Other officers elected included Lamar "Rusty" McCamy, Bellville, 1st Vice President; J. O. Lawlis, Houston, 2nd Vice President; and Grover Howell, Secretary-Treasurer.

Added to the Board of Directors were: Maurice Britten, Groom; Jack Harper, Austin; and Bill Wendelin, Henderson. An evening Banquet concluded the meeting.

Missouri Antique Auction A Success

Col. Guy Jageman, charter member of the Missouri Auctioneers Association and Bob Powell of Independence, Mo., conducted an antique sale for the Sallie Parker Estates. These antiques dated back 137 years.

An attendance of 500 people were estimated and the sale ran for ten hours. An organ brought \$112.50; baby cradle, \$60; set of six chairs \$160.00; side saddle \$50; love seat \$160.00, and other items in proportion.

For a complete job they even sold the rail fence.

COULD BE

"It looks like rain," said the waitress, looking out the window.

"Yes," replied the customer, glancing up from his steaming cup, "but it smells like coffee."

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: Buddy Shoffner, Newport
Secretary: Milo Beck, 110 W. Walnut, Rogers

Colorado Auctioneers Association

President: Fred J. Ramaker,
1724 S. Emerson St., Denver
Secretary: Ed Gibson, 7947 Quivas Way,
Denver

Idaho Auctioneers Association

President: Jim Messersmith, Rt. 2, Jerome
Secretary: Paul L. Owens, 6316 Tahoe, Boise

Illinois State Auctioneers Association

President: Wm. L. Gaule, Box 174
Chatham
Secretary: Edward E. Bilbruck,
38 S. Dearborn St., Chicago

Association of Indiana Auctioneers

President: Harold Asbury, Marshall
Secretary: Fran Hamilton, Rossville

Indiana Auctioneers Association

President: Maynard "Miz" Lehman,
406 Center St., Berne
Secretary: Dean Kruse,
211 N. Cedar St., Auburn

Iowa State Auctioneers Association

President: Howard B. Johnson, 737 Oak St.,
Story City
Secretary: Lennis W. Bloomquist,
RFD 2, Pocahontas

Kansas Auctioneers Association

President: C. W. "Bill" Crites, 339 W. 6th
St., Junction City
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: Adrian Atherton, 45 Public
Square, Hodgenville
Secretary: Mrs. Adrian Atherton, 45 Public
Square, Hodgenville

Maine Auctioneers Association

President: Gardner R. Morrill, Harrison
Secretary: Wayne B. Dow, 14 Southern Ave.,
Augusta

Auctioneers Association of Maryland

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

Massachusetts Auctioneers Association

President: Phil Goldstein,
132 Russett Rd., Boston 32
Secretary: John Hilditch, Box 52, Southville

Minnesota State Auctioneers Association

President: E. K. Elmes, Long Prairie
Secretary: Alvin Payne, De Graff

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THE LIGHTER SIDE . . .

ONE ADVENTURE

O'Connor had heard that his old friend Murphy had married for the second time, but he didn't meet the new bride until some months later, when he bumped into the newlyweds in the lobby of a big New York hotel. He was horrified to observe that the new Mrs. Murphy wore an obvious wig, had one glass eye, a wooden leg and a set of false teeth that rattled ominously every time she moved a muscle. Completely taken aback, he whispered in Murphy's ear, "What came over you, John, to marry an old battleaxe like that?"

"You can speak up, my boy," said Murphy cheerfully. "She's deaf too."

CLOSE SHAVE

A Broadway playboy had a closer shave than he bargained for in a local barber shop recently. His manicure girl was very beautiful and the playboy suggested dinner and a show that evening. "I don't think I ought to," said the girl demurely. "I am married."

"Ask your husband," suggested the playboy. "I'm sure he wouldn't mind."

"Ask him yourself," said the girl. "He's shaving you."

JUSTIFIABLE HOMICIDE

Twenty gentlemen in dinner coats and black ties dined long and well at the "21" Club, not exactly famous for its modest tariffs. The moment came for picking up the bill. "This is on me," cried several men, without too much enthusiasm, but, to everybody's astonishment, the voice of Algernon McSwiggen rang out above the lot. "This is a famous anniversary in the history of the clan McSwiggen," he announced cheerily, "and it will be my great pleasure, gentlemen, to pay for the dinner and all the drinks you can consume in the next three and half hours."

The next morning the front page of the New York Times carried a big, black headline: "SCOTCH VENTRILOQUIST MURDERED."

A REAL GALAXY

Rosie entertained so many male visitors in the parlor and things were so quiet while they were in attendance that Rosie's Papa finally grew suspicious. One night he told his wife, "I've got a wonderful invention that will help us check up on Rosie. It's a television periscope. Just turn it on when Rosie is in the parlor with her fella tonight. If he holds her hand, there'll be a green light. If he kisses her, there's be a purple light."

The contraption was set in place, the male visitor arrived, and Papa settled back for a nap. His wife awakened him by shaking him violently. "Come quick, Papa," she cried, "and see the pretty rainbow."

CAN'T WIN

"Rastus," said a dusky belle, "You is goin' to have to jump out ob dat window cause sho' nuff dat am mah husband's footsteps ah heahs in de hall." "But Honey Chile," protested her visitor, "We is on de thirteenth floor." "Rastus," she said firmly, "You is gwine to jump nebedeless. Dis am no time for supersitions!"

INNOCENT VICTIM

A department store was having an end-of-the-month sale. The rush was on. In a crowded elevator a very fat, moist, and distressed woman shopper, accompanied by two small children, turned angrily upon a timid little man behind her.

"Who do you think you are?" she snapped. "You just stop your shoving. I won't be pushed around by anybody!"

"Madam," replied the gentlemen meekly, "I'm so sorry. I'm being pushed around myself. I didn't intend to get in this elevator in the first place."

CIVILIZED VERSION

In Africa, some of the native tribes practice the strange custom of beating the ground with clubs and uttering wild, blood-curdling yells. Anthropologists call this a form of primitive self-expression. In America, we call it golf.

IN UNITY THERE IS STRENGTH

TRAPPED

"There are hundreds of ways of making money, but only one honest way," shouted the political candidate from his street-corner soap box.

"What's that?" asked his opponent in the crowd.

"Aha!" yelled the first. "I thought you wouldn't know!"

THAT'S WHAT INTERESTS HIM

Eight-year-old Johnny, the oldest of seven children, was sitting in the hospital waiting room. The nurse came and told him the stork had just brought him a little sister and asked if he would like to see her.

"No, thank you," said Johnny, "I've seen a lot of babies, but if it wouldn't be too much trouble, I sure would like to see that stork!"

DIFFERING VIEWPOINTS

In the blazing heat of the Sahara an Arab on camel-back came across an American tourist in Palm Beach shorts, with a camera and towel slung from his shoulder.

"Hi," said the Yank, "how far is it to the sea?"

"About 70 miles," said the Arab.

"Boy, oh, boy," murmured the tourist, moving off, "what a beach!"

LITTLE BY LITTLE

A prison inmate in a series of unfortunate happenstances had his teeth pulled, his appendix removed and his right arm amputated after a work mishap.

The warden visited him in the infirmary after the last accident and accusingly but with a twinkle in his eye:

"You can't fool me, Murphy, you are trying to escape from this prison piece by piece—"

MUST BE MANY RATS

A young mouse announced his engagement at lunch one day. "Tonight," said an older friend, "will decide whether you're a man or a mouse. If you kiss her tonight, you're a man. If you're afraid to assert yourself and put off the happy day, you're just a mouse."

"I guess I must be just a rat," said the young mouse sadly. "I kissed her last night."

CANDIDLY SPEAKING

A preacher called on one of his members—an elderly woman who was deaf. When she expressed regret that she could not hear his sermons, he modestly and sympathetically said, "Oh, you don't miss much."

She surprised him by replying, "So they tell me."

HOW'S THAT AGAIN?

Lawyer: "Now, sir did you or did you not, on the date in question, or at any time, previously or subsequently, say or even intimate to the defendant or anyone else, alone or with anyone, whether a friend or a mere acquaintance, or, in fact, a stranger, that the statement imputed to you, whether just or unjust, and denied by the plaintiff, was a matter of no moment, or otherwise? Answer me 'yes' or 'no.'"

Witness: "Yes or no, what?"

CHOICE

A famous maestro had a tough time deciding whether to marry a very beautiful but stupid girl or a rather painful looking creature who was blessed with a magnificent voice. Art triumphed. He married the soprano. The morning after their nuptials, he woke up, took one look at his bride, nudged her and shrieked, "For God's sake, SING."

WORKMANSHIP

"I'll make a new sport coat for you," agreed an overworked tailor, "but it won't be ready for thirty days." "Thirty days!" protested the customer. "Why, the Lord created the entire world in six days." "True," said the tailor. "And have you taken a good look at it lately?"

COULD BE WORSE

A Vaudville team broke up after a long and checkered career and, for several years, its two members lost track of each other. Finally one of them entered a dilapidated hash house on the lower East Side and recognized his waiter. "I don't believe it," he gasped. "You—a waiter—in this joint."

"True," replied his ex-partner with great dignity, "but I don't eat here."

WRONG ANSWER

Child: "Mommy, why doesn't daddy have hair on his head?"

"Daddy thinks a great deal, dear."

"Why do you have so much hair on your head, Mommy?"

"Shut up and eat your breakfast!"

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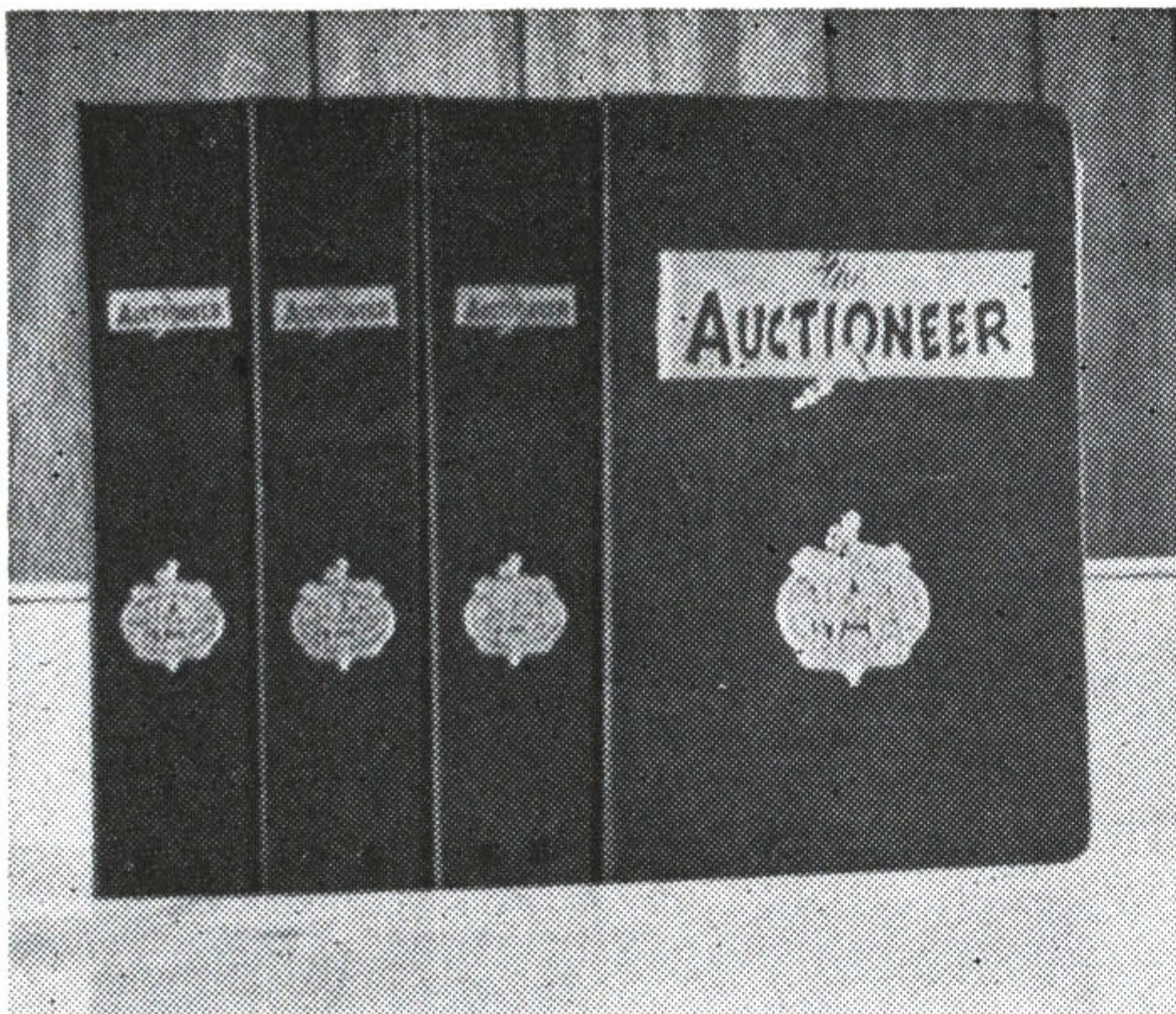
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What And Where At The Convention

Wednesday, July 14, 1965

- 10:00 A.M.—Meeting of Reception Committee
- 3:00 P.M.—Registration — Mezzanine
- 3:00 P.M.—Board of Directors Meeting (NAA)
- 4:00 P.M.—Officers and Directors Meeting (Auxiliary)
- 8:00 P.M.—Amateur Contest
Entertainment by Washington Indian Tribe

Thursday, July 15, 1965

- 8:00 A.M.—Registration
- 12:00 Noon—Luncheon — Official opening of Convention
- 6:00 P.M.—Chuck Wagon Dinner
- 7:30 P.M.—Fun Auction
- 9:00 P.M.—Square and Round Dancing
- 9:00 P.M.—Western College of Auctioneering—Alumni Reunion

Friday, July 16, 1965

- 8:30 A.M.—Registration
- 9:30 A.M.—Call To Order
- 9:30 A.M.—Panel Discussion (Women's Auxiliary)
- 12:00 Noon—Ladies Luncheon — Style Show — Annual Meeting (Ladies Auxiliary)
- 8:00 P.M.—Star Studded Variety Show — Dave Sobol Theatrical Agency

Saturday, July 17, 1965

- 8:00 A.M.—Breakfast Meeting, NAA Officers and Directors with State Association Presidents and Secretaries.
Breakfast Meeting (Ladies Auxiliary) New Officers and Directors
- 9:30 A.M. - 12:00 Noon—Call To Order — Addresses and Panel Discussions
- 1:30 P.M. - 4:00 P.M.—Annual Business Meeting
- 3:00 P.M.—Auxiliary President's Acceptance Address
- 3:10 P.M.—N.A.A. President's Acceptance Address
- 6:30 P.M.—Grand Banquet
Presentation of Awards
- 9:00 P.M.—Refreshments and Dancing



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