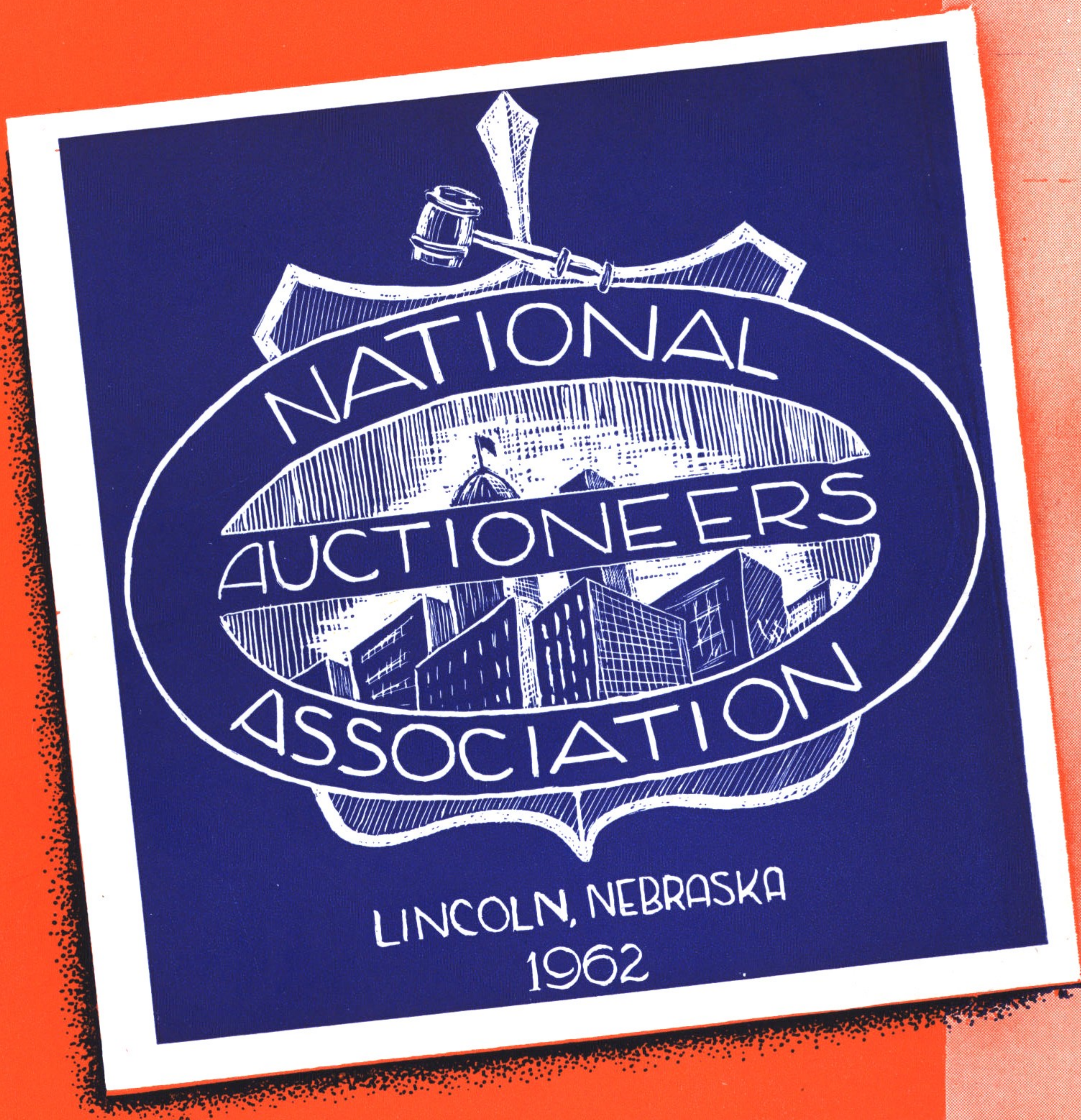


the AUCTIONEER



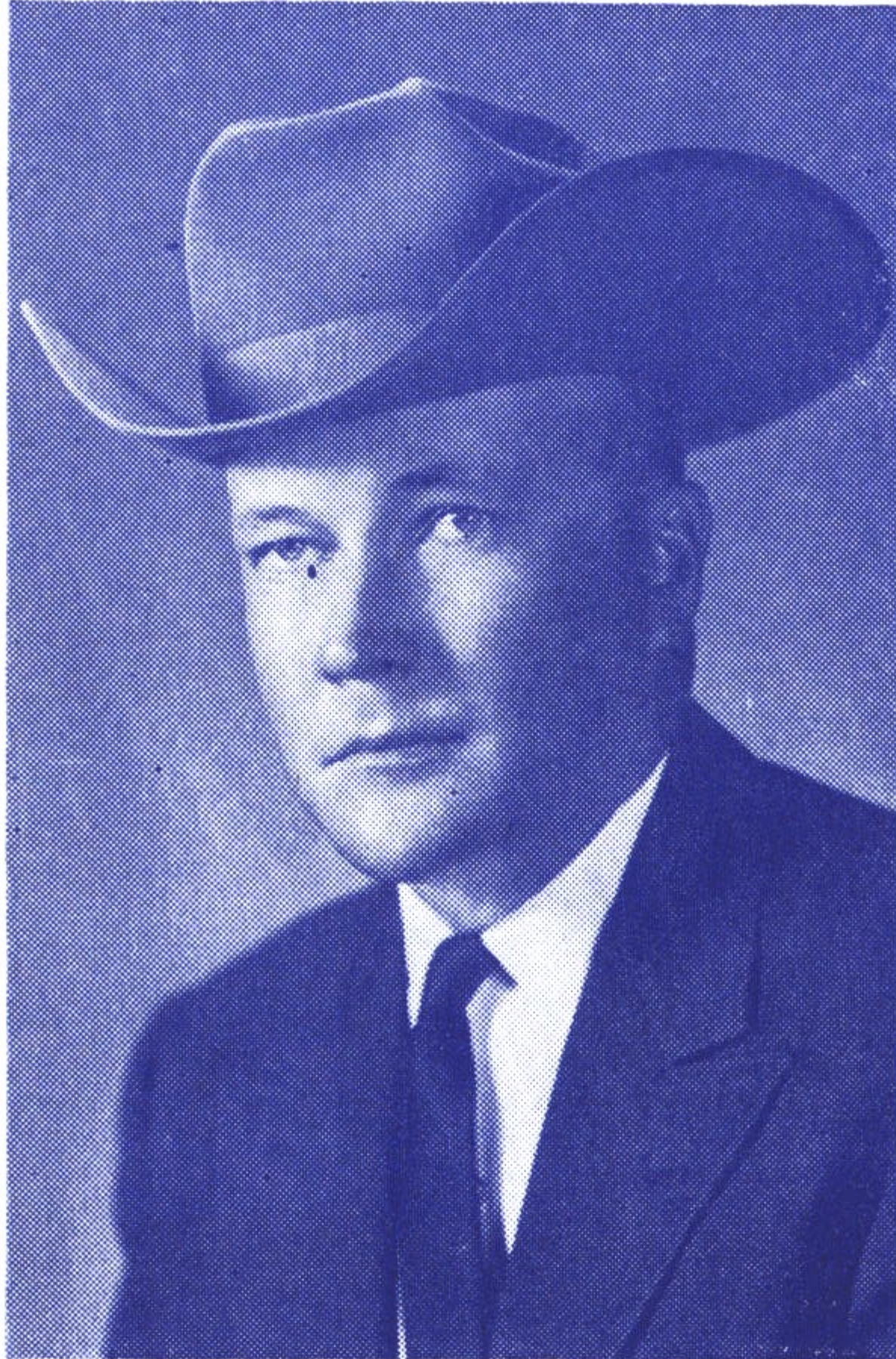
VOL. XIII
JULY

No. 7
1962

NATIONAL AUCTIONEERS CONVENTION

JULY 19-20-21, 1962

CORNHUSKER HOTEL, LINCOLN, NEBR.



“Months and months of planning and preparation will be climaxed this month in Lincoln with a convention that we are proud to present to the Auctioneers of the world. We’ve made plans for all of you, please be with us.”

Glen Helberg, President
Nebraska Auctioneers
Association

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort Indiana

EDITOR
Bernard Hart, Frankfort, Indiana

Contributing Editors
Col. "Pop" Hess, Worthington, Ohio;
Walter Carlson, Triumph, Minn., and
every member of the National Auctioneers
Association.

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

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

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

Subscription \$6.00 per year. Single copies 50 cents.

DISPLAY ADVERTISING RATES

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

Copyright 1962

National Auctioneers Association
All Rights Reserved

Published the 1st of each month
except August



**National Auctioneers
Association**

President
Charles Corkle, Norfolk, Nebr.

First Vice-President
J. M. Darbyshire, Wilmington, Ohio

Second Vice-President
Walter Britten, College Station, Texas

Secretary
Bernard Hart, Frankfort, Ind.

Treasurer
Henry Rasmussen, St. Paul, Nebr.

Directors
(Terms expiring 1964)
Carman Y. Potter, Jacksonville, Ill.
John L. Cummins, Cynthiana, Ky.
Irwin E. Murray, Ballston Lake, N.Y.
Fred S. Ramsay, Madison, Tenn.
Ray Sims, Belton, Mo.

(Terms expiring 1963)
Ernest Freund, Fond du Lac, Wis.
C. A. Morrison, Grants Pass, Ore.
Wendell Ritchie, Marathon, Iowa
E. Joseph Steiner, Silver Spring, Md.
Lyle D. Woodward, Denver, Colo.

(Terms expiring 1962)
C. B. Smith, Williamston, Mich.
Sam Lyons, Indiana, Pa.
Lewis G. Marks, Abingdon, Ill.
Ernest Niemeyer, Lowell, Ind.
John A. Overton, Albuquerque, N. M.

EXECUTIVE OFFICES
803 S. Columbia St. Frankfort
Indiana

PROGRAM
NATIONAL AUCTIONEERS CONVENTION

CORNHUSKER HOTEL
LINCOLN, NEBRASKA

JULY 19-20-21

WEDNESDAY, JULY 18, 1962

2:30 P.M.—Board of Directors Meeting

7:00 P.M.—Hospitality Hour

THURSDAY, JULY 19, 1962

9:00 A.M.—Registration Continued throughout the day
Coffee served by Nebraska Ladies' Auxiliary

10:00 A.M.—Meeting of Resolutions, Grievance and Auditing Committees

12:00 NOON—

Master of Ceremonies Col. E. T. Sherlock, St. Francis, Kas.

Past President of National Auctioneers Association

Group Singing of Star Spangled Banner

Pledge of Allegiance to the Flag

Welcome Hon. Bartlett E. Boyles, Mayor

Mr. James Ebel, Pres., Lincoln Chamber of Commerce

Address Hon. Frank Morrison, Governor of Nebraska

2:00 P.M.—Call to Order

2:05 P.M.—Invocation Col. Harris Wilcox, Bergen, N. Y.

2:10 P.M.—Introduction of Convention Chairman

2:15 P.M.—Greeting from Nebraska Auctioneer Association

..... Col Glen Helberg, President, Nebraska Auctioneers Assn.

2:40 P.M.—“A Great Profession” Col. Arthur W. Thompson,
Lincoln, Nebraska

3:00 P.M.—President's Address Col. Charles Corkle, Norfolk, Neb.

3:25 P.M.—“Need for Strong Associations” Col. Richard Dewees,
Kansas City, Missouri

3:45 P.M.—“Old and New Frontiers” Col Jim Magness,
Miller, So. Dakota

4:05 P.M.—“Sale of the Century” Col. Louis J. Marion,
Parke-Bernet Galleries, New York

4:35 P.M.—“Action - Auctions - Auctioneers” Mr. Clint Tomson,
Geneva, Ill.

5:00 P.M.—Adjourn

6:00 P.M.—Chuck Wagon Supper

6:30 P.M.—Entertainment by Mid-West Promenaders

8:00 P.M.—Fun Auction—

Auctioneers (Men and Ladies) with less than two years selling
experience under supervision of Col. Dick Kane and Col. Marvin
Grubaugh.

9:00 P.M.—Get Acquainted Dance—

Round and Square — Come as you are.

IN UNITY THERE IS STRENGTH

FRIDAY, JULY 20, 1962

9:00 A.M.—Call to Order — Continued Registration

9:05 A.M.—“My Trip to Russia” Col. Ernest Freund,
Fond du Lac, Wisconsin

9:45 A.M.—Auction Seminars

PIONEER ROOM

Opportunities in Real Estate Col Sam Lyons, Indiana, Pa.
Discussion of Booking, Selling and Closing of Real Estate Auctions
with Owen V. Hall, Celina, Ohio.

GEORGIAN ROOM

General Livestock Auction

“Auction Planning” by Col. Jack Halsey, Des Moines, Iowa
“Ring Work” by Ross Miller, Record Stockman,
Denver, Colo.

“Opening Remarks” and “Tempo” by Col. Carman Y. Potter,
Jacksonville, Illinois

10:45 A.M.—“Public Relations” Mr. Charles O'Rourke,
Vice President, Union Stock Yards,
Omaha, Nebraska

11:30 A.M.—“Today's Challenge” Mr. Bern Coulter,
Past President of Nebraska Stock Growers Assn.,
Bridgeport, Nebraska

11:50 A.M.—Adjourn

1:15 P.M.—Call to Order 1st Vice President, Col. J. M. Darbyshire,
Presiding Officer

1:20 P.M.—“Importance of Salesmanship” Mr. Jack Thompson
Vice President of National Bank of Commerce,
Lincoln, Nebraska

1:50 P.M.—“Industrial Auctions” Col. Herb Forke, Lincoln, Neb.

2:20 P.M.—“Freedom's Last Frontiers” Mr. Walter Slack
Omaha, Neb.

2:50 P.M.—“A Few Observations” Mr. Warren Cook, Norfolk, Neb.

3:15 P.M.—Auction Seminars

PIONEER ROOM

The Livestock Auction Market by Raymond Schnell, President of
NALAM, Dickinson, No. Dakota to be followed by Panel Discussion

GEORGIAN ROOM

Auction House Operation by Col. L. Dale Hanna, York, Nebraska,
followed by General Discussion

4:15 P.M.—Opening of Question Box
(Be sure you have your questions in)

5:00 P.M.—Adjourn

8:00 P.M.—Variety Show

IN UNITY THERE IS STRENGTH

SATURDAY, JULY 21, 1962

- 7:30 A.M.—Breakfast Meeting of National Officers — Directors with
State Association Presidents and Secretaries
- 9:00 A.M.—Call to Order
- 9:05 A.M.—“What Should Be Done to Advance the Auction Profession”
by Col Dean Fleming, Atkinson, Nebraska
- 9:25 A.M.—“Building Stronger Organizations”..... Wm. Swanson,
Secretary, Nebraska Real Estate Commission
- 10:15 A.M.—“Responsibilities of the Auctioneer” Col. H. B. Sager,
Bozeman, Montana
- 10:40 A.M.—“Business Liquidations” Col. Phil Goldstein,
West Roxbury, Mass.
- 11:05 A.M.—“Sellineering” Scott Crozier,
Mutual of Omaha
- 11:30 A.M.—(Memorial Service)
- 11:50 A.M.—Adjourn
- 1:30 P.M.—Opening of Business Session
- 1:35 P.M.—National Secretary’s Report Bernard Hart
Frankfort, Indiana
- 1:40 P.M.—National Treasurer’s Report Henry Rasmussen
St. Paul, Nebraska
- Auditing Committee Report
- 1:45 P.M.—Grievance Committee Report
- 1:55 P.M.—Resolutions Committee Report
- 2:10 P.M.—Election of Officers and Directors
- 2:30 P.M.—Acceptance Address of New Auxiliary President
- 2:40 P.M.—Acceptance Address of New N.A.A. President
- 2:55 P.M.—Recommendation of 1963 Convention Site by
Board of Directors
- 3:00 P.M.—Report of Board of Directors
- 3:30 P.M.—New Business to be considered by Board of Directors.
- 4:00 P.M.—ADJOURN
- 6:30 P.M.—Grand Banquet (Pioneer Room)
Cecil Emrich, Master of Ceremonies
Invocation by Mary Dworak, David City, Nebraska
Speaker—Doctor Vance Rogers, President Nebraska
Wesleyan, University of Nebraska

IN UNITY THERE IS STRENGTH

CONVENTION PROGRAM LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

Wednesday, July 18

- 7:00 P.M.—Auxiliary Officers and Directors Meeting
- 7:30 P.M.—Hospitality Hour

Thursday, July 19

- 9:00 Registration
 - Coffee and rolls served during general registration.
 - (Compliments of Nebraska State Auxiliary)
- 12 Noon—Joint Luncheon
- 6:30 P.M.—Chuck Wagon Supper
- 7:30 P.M.—Entertainment—Fun Auction
- 9:00 P.M.—Dance

Friday, July 20

- 9:00 A.M.—Coffee for Ladies (Compliments of Nebraska Ladies)
- 12:00 Noon—Ladies Luncheon and Style Show.
- 1:30 P.M.—Business Meeting
- 8:00 P.M.—Variety Show and Promenaders

Saturday, July 21

- 8:00 A.M.—Breakfast—New Officers and Directors
- 10:00 A.M.—Tour of Lincoln visiting various points of interest.
- 6:30 P.M.—Grand Banquet

YOUNG PEOPLES PROGRAM

Thursday, July 19

- 9:00 A.M. to 11:00 A.M.—Games for Children under 12
- 1:30 P.M.—Movie

Friday, July 20

- 9:00 A.M. to 11:00 A.M.—Games for Children under 12
- 3:00 P.M. to 5:00 P.M.—Coke Party
- 8:00 P.M.—Variety Show

Saturday, July 21

- 10:00 A.M.—Tour of Lincoln

ENJOY THE CONVENTION

By COL. B. G. COATS

1. Wear comfortable clothes. Older clothes are new to strangers. Never judge a book by its cover.
 2. Remember you are sitting more than usual. So, eat as sensibly as possible. A brisk walk around the block between sessions sometimes helps your body use up those rich convention meals.
 3. Don't try to crowd in shopping and sightseeing unless there's free time.
 4. Relax, and get as much from each speech as possible. Take just a few notes that will mean something when they are cold.
 5. If you are one of those people who must be doing something with your hands, sit on them.
 6. Don't wear new shoes. Blistered heels may be all you get out of the convention. Shoes don't show.
 7. For the good wife don't take your whole wardrobe. You will spend so much time deciding what to wear that you will be late getting to the sessions.
 8. Remember this is your chance to make new friends. So don't always sit with home folks.
-

CONVENTION CHAIRMAN C. O. Emrich

PROGRAM COMMITTEE

W. V. (Bus) Emrich—Chairman
Henry Rasmussen

James Martin
Ernie Sherlock

ENTERTAINMENT COMMITTEE

Dick Kane—Chairman
Dale Hanna
Ralph Kuhr
Marvin Grubaugh

Mrs. Bus Emrich
Mrs. Charles Corkle
Mrs. Glen Helberg
Mrs. Leon Nelson

PUBLICITY COMMITTEE

Ray Flanagan—Chairman
Leon Nelson

Glen Helberg
Henry Buss

RECEPTION COMMITTEE

Mr. & Mrs. Dick Grubaugh—Chairmen
Mr. & Mrs. Adolph Zicht
Mr. & Mrs. Dan Fuller
Mr. & Mrs. T. C. Jensen
Mr. & Mrs. Rex Young

Miss Francis Rasmussen
Miss Connie Rasmussen
Miss Mary Corkle
Miss Joan Corkle

The President's Letter

The National Auctioneer Convention, Lincoln, Nebraska, July 19-20-21 is but a few days away. No doubt you have already made your plans to attend. If not there is still time and I should like to emphasize how much your attendance can mean to you and how very much it will mean to all of us.

This is the one opportunity in 1962 for all Auctioneers to meet and discuss the various problems of the industry as well as to exchange ideas on the steps to be taken in promoting the Auction profession. In arranging the program the Committee has made a genuine effort to have something worthwhile for every Auctioneer regardless of the field in which he may be most interested. The speakers are experienced in their respective business or profession. The Ladies Auxiliary have planned a schedule of attractive events for the Ladies and young folks so it should be three unusual days for Auctioneers, their wives and families.

As this edition marks the close of the current year I wish to express my appreciation to the entire membership for the interest they have taken in the National Auctioneer Association. The steady growth in membership, even though we feel it should be more rapid, indicates the efforts state Association officers and a large number of individual Auctioneers are putting forth in calling attention to prospective members the need for a stronger organization.

It has been my privilege to attend quite a few state Association Conventions and I can say in all sincerity that we as Auctioneers are most fortunate in having highly qualified men devoting time and effort in the promotion of the Auction profession and in the building of better organization. I wish to thank them for their good help in making the National Association truly representative of the entire profession. Too, I would like for the National Officers and Directors with whom I have served know how grateful I am for their cooperation and good counsel.

To Bernard Hart, Secretary and Editor of the magazine "The Auctioneer" and to those who have been such faithful contributors we all owe a debt of gratitude. I especially wish them to know how very dependent I feel the Association is upon this interesting, well edited magazine for maintaining interest in the Association, its activities and the encouragement of young men to become better Auctioneers.

There is another group to whom my thanks are overdue — The Nebraska Auctioneer Association. They not only requested the Convention be brought to Nebraska during my term of office but have been working hard in preparing three days of interest and entertainment for you — I thank them as they join me in looking forward to seeing you at Lincoln, Nebraska, July 19-20-21.

Sincerely,
Charles Corkle

National Convention Important To Present And Future Auctioneers

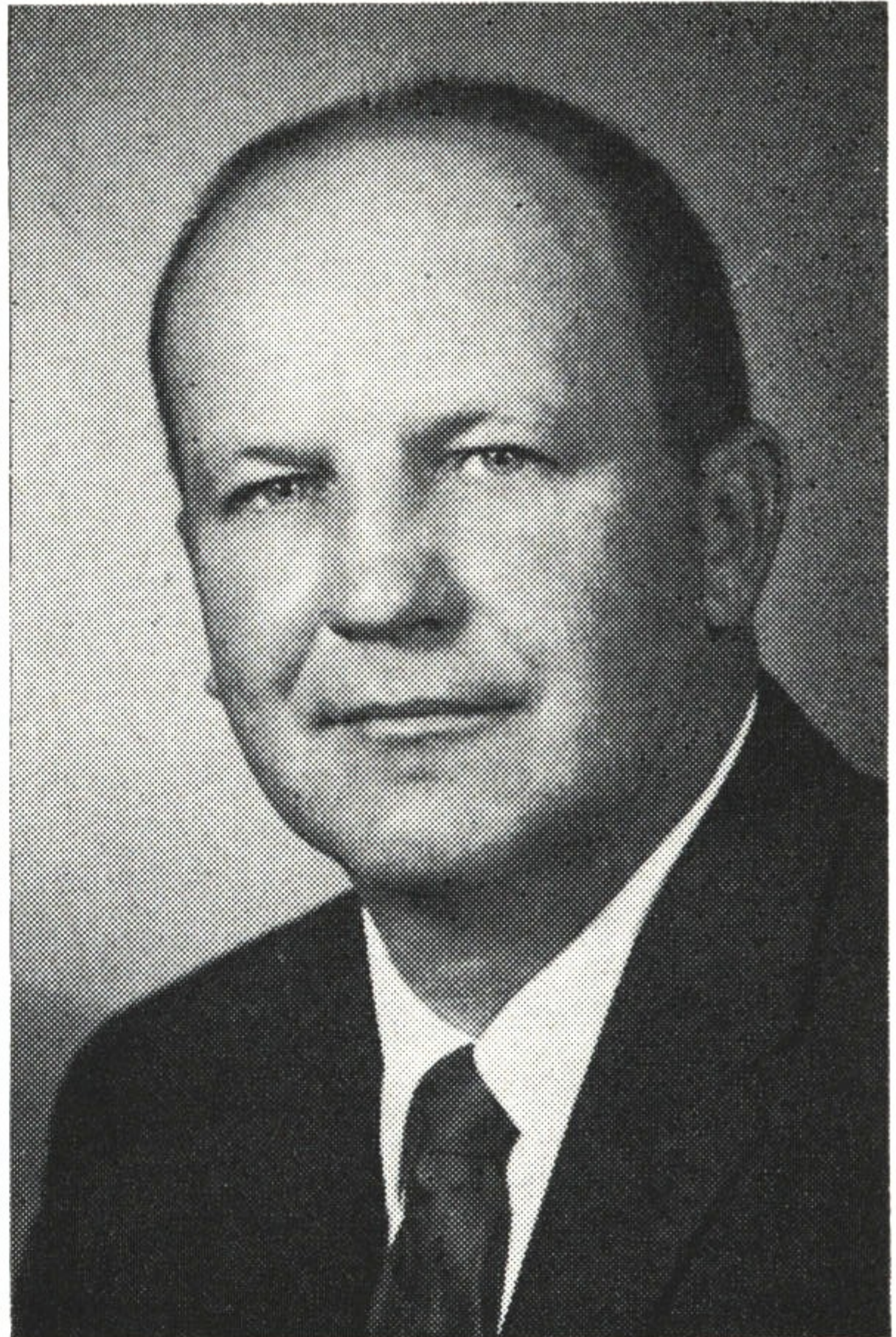
By COL. J. MEREDITH DARBYSHIRE

Auctioneers and their wives who attend our National Convention in Lincoln, Nebraska, July 19-20-21, will witness the most outstanding meeting in the history of our association. Our most capable and worthy President, Charles Corkle and his committee, have prepared a program which assures us of outstanding speakers throughout the convention.

Colonel Arthur W. Thompson pointed out in his article in the June issue the many places of interest which auctioneers can visit to and from their trek to Lincoln. I feel the convention in Lincoln this year is a tribute to Colonel Thompson, whom we all consider the Dean of American Auctioneers. His untiring efforts in 1952 and 1953 during his illness were very instrumental in getting outstanding and key auctioneers throughout America to join the National Auctioneers Association. He wrote personal letters in longhand to these auctioneers prevailing upon them to join the Association. This I know as I served as the Association secretary during this period.

The membership is now at an all time high. Auctioneers throughout America are turning to their State and National Associations for assistance in solving their problems. The new state auctioneers licensing laws has stimulated membership by prompting auctioneers to join their organizations. Through strong membership both in our State and National Associations auctioneers can be influential in securing favorable and keeping out unfavorable legislation.

In Lincoln, decisions will be made during the convention which will chart the course of our association to more challenging goals in the months and years ahead. Policy suggestions and resolutions from all members and state associations are weighed carefully by the Board of Directors. Our association is strictly a grass roots organization.



It is encouraging to see the high calibre young and qualified auctioneers in attendance at both our State and National Conventions. These men are the future leaders of our organizations. You will find in Lincoln young men eager to exchange ideas and experiences with you as well as the best qualified and experienced men in the Auction Profession willing to answer your questions and discuss your individual problems.

We owe it to ourselves, our families and to our fellow auctioneers to make the effort and plan to attend our National Convention in Lincoln on July 19, 20 and 21 and support our National Organization. Let's endeavor to build a stronger, larger, and more effective National Auctioneers Association, not only for ourselves, but for men who join our profession in years to come.

IN UNITY THERE IS STRENGTH

**IT'S A MUST FOR ALL AUCTIONEERS
TO ATTEND THE
NATIONAL AUCTIONEERS CONVENTION
AT LINCOLN, NEBRASKA
JULY 19-20-21**

THEOPHRASTUS, Eminent Botanical Scientist, said: "TIME IS THE MOST VALUABLE THING A MAN CAN SPEND." Spend your most valuable time at the National Auctioneers Convention, Cornhusker Hotel, Lincoln, Nebraska, July 19-20-21.

BENJAMIN DISRAELI, Famous Prime Minister of England, said: "EVERYTHING BEGINS WITH AN IDEA." At this Convention you will receive many ideas, from TOP NOTCH Auctioneers, that will enable you to improve your work in your chosen profession.

JOB, An Outstanding Character in the Old Testament, said: "HOW FORCIBLE ARE RIGHT WORDS." From the foremost Auctioneers attending this Convention, you will discover how forcible right words can be used.

A. LINCOLN, America's Great Civil War President, said: "IF WE NEVER TRY, WE SHALL NEVER SUCCEED." Try to be at this convention and learn from the Prominent Auctioneers in attendance, the best methods to succeed.

CONFUCIUS, Famous Sage of China, said: "IN ALL THINGS SUCCESS DEPENDS ON PREVIOUS PREPARATION." BE SURE TO ATTEND THIS CONVENTION, which will enable you to prepare yourself for further improvement in your chosen profession.

If the foregoing quotations will inspire us to greater efforts, we are bound to succeed.

Each auctioneer who attends this Convention will reap many benefits, which through the untiring efforts of our most worthy President, Col. Charles Corkle and his able assistants, in preparing what promises to be the best program of any National Convention.

We will see you in Lincoln, Nebraska at the Cornhusker Hotel, July 19, 20, 21.

Dan J. Fuller
Leon S. Nelson
Ray Flanagan
Auctioneers & Realtors
Albion, Nebraska

Life Memberships

For a good many years it has been the policy of this organization to publish the names of all members in "The Auctioneer" as their memberships are received or renewed. By so doing, every member is certain to get his name in "The Auctioneer" at least once each year. Several years ago it was called to our attention that the Life Members were never so honored. Therefore, each year in July, we have published the names of all the Life Members. We might add that life memberships are still available upon payment of a fee of \$100.00.

Following are the names of those who hold life memberships in the National Auctioneers Association as of June 15, 1962:

Colonel Tim Anspach, New York
Colonel Ray Austin, Ohio
Colonel Ken Barnicle, Missouri
Colonel William Boes, Pennsylvania
Colonel Jack D. Braddock, Ohio
Colonel Dean S. Bullard, Ohio
Colonel John A. Carr, Illinois
Colonel B. G. Coats, New Jersey
Colonel R. F. Crosser, West Virginia
Colonel Roy L. Crume, Indiana
Colonel J. Meredith Darbyshire, Ohio
Colonel C. B. Drake, Illinois
Colonel Robert A. Foland, Indiana
Colonel Arnold Ford, New York
Colonel John Freund, Wisconsin
Colonel John M. Glassman, Michigan
Colonel Jack Gordon, Illinois
Colonel Tom Gould, Minnesota
Colonel John T. Gray, Florida
Colonel W. H. Hale, West Virginia
Colonel Vince Hanson, Wisconsin
Colonel Walter Hiese, Wisconsin
Colonel Chester L. Hisel, Missouri
Colonel Frank J. Hollenbeck, Wisconsin
Colonel Egbert M. Hood, Indiana
Colonel Russell Kiko, Ohio
Colonel Maynard Lehman, Indiana
Colonel James Liechty, Indiana
Colonel Carl E. Marker, Florida
Colonel Lewis G. Marks, Illinois
Colonel Doyle L. Martin, Kentucky
Colonel R. V. Martin, Kentucky
Colonel V. I. Matthews, Missouri
Colonel Forest Mendenhall, No. Carolina
Colonel Fred Millspaugh, Indiana
Colonel H. B. Mushrush, Pennsylvania

Colonel William McCracken, Arizona
Colonel David Nicolls, Pennsylvania
Colonel James C. Patterson, Ohio
Colonel Bob Penfield, North Dakota
Colonel John Peterson, Iowa
Colonel Carman Y. Potter, Illinois
Colonel Fred Ramsey, Tennessee
Colonel Henry Rasmussen, Nebraska
Colonel John W. Rhodes, Iowa
Colonel Ray Roberson, California
Colonel Thomas C. Roberson, Tennessee
Colonel Joseph J. Ross, Indiana
Colonel Foster G. Sheets, Virginia
Colonel Garland Sheets, Virginia
Colonel E. T. Sherlock, Kansas
Colonel Don W. Standen, Ohio
Colonel Joseph Steiner, Maryland
Colonel Charles M. Taylor, Ohio
Colonel Lyle D. Thornton, Michigan
Colonel Tony Thornton, Missouri
Colonel Kenneth Travis, Texas
Colonel Jim Tindall, Florida
Colonel Eugene C. Waldrep, Alabama
Colonel R. A. Waldrep, Georgia
Colonel Lee Waldrip, Georgia
Colonel W. J. Wendelin, Texas
Colonel Garth W. Wilber, Michigan
Colonel Henry F. Wilber, Michigan
Colonel Harris Wilcox, New York
Colonel Clyde Wilson, Ohio

When a husband thinks he is smarter than his wife, then you can be certain he has a smart wife.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Tom Berry, West Newton, Pa.

1st Vice President

Mrs. Ernest Freund,
Fond du Lac, Wis.

2nd Vice President

Mrs. Tim Anspach, Albany, N.Y.

Secretary-Treasurer

Mrs. David Tracy, Pavilion, N. Y.

Historian-Parliamentarian

Mrs. Ernest Neimeyer, Lowell, Ind.

DIRECTORS:

Mrs. Charles Corkle, Norfolk, Nebr.

Mrs. Al Boss, Carroll, Iowa

Mrs. Owen Hall, Celina, Ohio

Mrs. Albert Rankin, Alger, Ohio

Mrs. C. B. Smith, Williamston, Mich.

Mrs. Harvey Baldwin, Denver, Colo.

Mrs. J. O. Lawlis, Houston, Tex.

Mrs. R. E. Featheringham,

Ashville, Ohio

Mrs. Walter Britten,

College Station, Tex.

Mrs. Earl White, Madisonville, Tex.

Auction Legislation Sparks Year Now Closing

By COL. POP HESS



CONVENTION TIME

Each year at this time, I have had the pleasure of writing my column for the July issue under the banner of convention time where Auctioneers throughout the land are welcome to attend the National Auctioneers Association Convention. This year all roads will lead to Lincoln, Nebraska, and the Nebraska State Auctioneers will be the host for this event. This is the home of many past and present outstanding Auctioneers that have added much progress of better sales held at auctions. Auctioneers and their families are welcome to be in attendance — both members or non-members are welcome. The membership represents all states with some from Canada.

CONVENTION DATES ARE JULY 19-20-21 AT LINCOLN, NEBRASKA

Down through the past 100 years, the Auction way of selling and the Auctioneer have been the most outstanding traditions of the land. This method is to convert property to cash. This is a business that each year handles a grand total which climbs into the billions and every dollar is called through the mouth and throat of a human being called the "Auctioneer." This convention will provide you, Mr. Auctioneer, with an opportunity to meet, discuss, and hear what is cooking in the land for better auctions and a more informed Auctioneer. If auctioneering is your business, regardless of state or location, you should be there from start to finish.

In this modern world we have today, all professions, laborers, or businesses have to meet. They must confront problems with knowledge and have the much needed know-how to be in business and be able to serve a public that is spending their money for investments such as a farm

or business for a set income. This buying public is more advanced and educated in bidding and purchasing than that of all times. The needed education for the Auctioneer of today is ground floor information that is acquired by testing with the results being discussed at the convention programs, coming from live Auctioneers direct on the front lines. If you want to be an Auctioneer in demand and keep in demand, I know of no school nor money spent that has as much to offer in three days as attending the National Auctioneers Association Convention held each year in July.

Speaking of Auctioneers meeting by states, the Ohio Auctioneers Assn. held their mid-summer meeting at Lima, Ohio, Sunday, June 10th, with a get-together the night before. This meeting brought out a fine attendance. At noon, the count of members was 168, and the Ohio Association has the earmarks of having a total of 200 members by the time of their next annual meeting held in January, 1963. A full detailed report of this June meeting will be found in the pages of this issue as reported by the Secretary, Richard Babb.

Much interest was created from panel speakers and questions were asked from the floor from the oldest to the youngest. The writer headed the list in years and was referred to as an old man, but when the air cleared on what to do and not to do as an Auctioneer by law, I was very happy to be too old to have to comply.

Since my last column following my May writing has brought to me many letters from Auctioneers all over the land, I noticed that most of the comments made were about State License Laws that have just come into action. In the June issue, we read of the Kentucky State Law that goes into effect as a law of the state of

IN UNITY THERE IS STRENGTH

Kentucky. While it differs in some ways from the recently listed Pennsylvania State Law, they wind up with about the same points that are going to raise many questions and can be contested by other organizations who are more depending on the Auction method of selling. For some time my thoughts were to devote this convention column in as I saw fit, but I found it would run into pages that could, if printed, crowd out many other items that should appear in this convention issue. However, I have what I had planned mostly all typed, and I will request that I be given about fifteen minutes time on one of the convention programs to deliver this in full over the loud speaker at the Convention.

For the past ten years, the trend and talk in all the state and national meetings is state or national law for Auctioneers. During all this time, I have weighed, thought, and consulted Auctioneers of all walks and locations, and I find the thinking is far fetching in many directions for and against. Therefore, I have put all the suggestions, all I have read and heard, into a boiling pot and have now drained off the brine that helps me to digest the results. Letters I have received run about ten to one opposed to any law regarding Auctioneers.

We find that in about every state cities and strong towns have established laws for Auctioneers to work under if they operate in their city limits. Yes, many are very unreasonable but they are there. Some states with counties and districts have written laws on auctions. This is true in Ohio and other states. Through their State and Federal laws they have tacked on license, taxes, permit fees, what you can and cannot do. Now all of these laws are on the books. To write a State Law by Auctioneers would be hard to over-ride what is already on the law books. As I see it, a State Law by Auctioneers would be just another law to confuse and break through, being unable to define the law. This can lead into courts and expensive lawyers.

So in this convention issue in this column, my suggestion is to the State and National Associations. In place of killing time trying to fight out the correct law on who can and cannot be an Auctioneer, throw

all forces and efforts to build up the largest all time membership into both your state and national. Then you can appear in protest to such laws that are now on the books in both City, State, or Federal that is unjust to the Auctioneer's free way of life.

If you will check the court records back 100 years, State or National, you will find very few court cases brought against any Auctioneer for bad faith or action in conducting a sale. They are very few and far between. When it was needed to curtail one by law, the states had the law all ready on the books to take care of it. However, there are many laws now on the State and City books and some can come through the Federal Government that can be set up more severe and unjust and can never be cured by Auctioneers having just another law to raise the cost. After all it is the State and Federal legislators elected to their high posts who vote to put these laws into effect and these men come from the community of every Auctioneer. Our voice will do more for the auction profession than any State or Federal Law by undecided auctioneers.

Within our fifty states, the total active Auctioneers runs into the thousands. Our state of Ohio will list right at 500 Auctioneers with at least 50% of them very active. If members were averaged by states, the count would probably average at least 200 active Auctioneers per state with a total of 10,000 active Auctioneers who operate as Auctioneers in demand. While this total can be much less than the actual figure, the point is, if each state would come up with the full membership of Auctioneers, the National with a background membership of 10,000, we can as Auctioneers do much more good pounding out unjust laws in both State and Federal that are now on or will be getting on as I see it now and well into the future.

With State and Federal Governments all looking for what to tax and control, the Auctioneer and his way of life is wide open for easy attack. On such doings as these, we with strong State and National membership behind us can cool Mr. Law-makers we send to our capital and Washington. He will think twice before he votes, as he knows back home how many folks he needs behind him to keep him on the throne to represent the folks of his state.

IN UNITY THERE IS STRENGTH

Yes, boys, as this old man sees it, we can build much more protection through a big membership to fight laws and enjoy much more results than we can by making laws to present Auctioneers from being or remaining Auctioneers. The world is law minded and we need laws—yes, let's keep them and thru power, correct or stop ones that some, for special interest, pass to please special interests. Let's go on record as law abiding Auctioneers and at the same time protect our coast lines from invasions of unjust laws.

Well boys, this is all for my Convention column of 1962, winding out some ten years in this publication. I wish you a great convention this year at Lincoln as this ends the current year and the next publication will be in September as everybody takes a rest through August. I will return next September with my column if so desired from the incoming officers for the next current year through to the July issue of 1963.

Thanks to all for your letters. I love you all whether we agree or don't agree. You know viewpoints were a great factor when the old boys in the early days of our nation wrote the Constitution. Many did not agree on every point, but when it came to battle to save the Constitution, they fought shoulder to shoulder to the finish.

THAT IS OUR UNITED STATES
OF AMERICA

Pop Hess

UNCLAIMED ITEMS AUCTION

NEW YORK—The Port of New York Authority auctions off thousands of unclaimed items lost in its terminals. Up for bids were an ice crushing machine, an electric messenger, a box of electric shavers, two wicker bar stools, a pair of pith helmets, Chinese popular records and a skin-diving outfit complete with air tank.



Promotional Items

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

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. **\$2.50 each**

DECALS—3 color, reversible, closing out @ **\$25c each.**

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

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana

Tennessee Auctioneers Hold Fourth Annual Convention

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

Sixty-three Auctioneers and their wives and children met in Nashville at The Holiday Inn, on June 3-4 for a very successful 4th Annual Convention.

The meeting was opened with Col. L. T. Dickens, of Manchester, giving the invocation. Col. Fulton Beasley, President, offered a warm welcome to the group. He also gave a description of the meaning of auction and divulged briefly in the explanation of the early auctions.

Col. E. B. Fulkerson, Jonesboro, gave the Secretary's Report and the reading of the minutes of the Fall Meeting.

Mr. Jess Safley of The Nashville Banner and the Chamber of Commerce extended a welcome to the Association from the City of Nashville.

Col. Jim McCord, Ex-Governor of Tennessee and Dean of Tennessee Auctioneers, of Lewisburg, gave some fatherly advice to auctioneers. He stated that the Auction Profession must carry the same dignity as that of a doctor or lawyer in their profession. During the years 1925-1940, he was hired by an importer and sold all Jerseys that were imported into the U.S. and Canada. He gave an explanation of why an Auctioneer is called Colonel. He closed his talk by stating that every Auctioneer should meet the responsibility of Citizenship, and be 100% U.S.A. Moral. Col. McCord retired in 1942 from the Auction field.

John Maddin, Investigating Attorney for the Tennessee Real Estate Commission, discussed "Laws Pertaining to Auctions and Auctioneers."

Col. George Kurtz, President of the Kentucky Auctioneers Association from Sturgis, Ky., was introduced by Col. Fred S. Ramsay, Madison. He spoke on the Real Estate Auction, stating that there is plenty of room for good Auctioneers and that Auctions Sales come from booking good sales on good contracts from Administrators, Executors and Lawyers. Col. Kurtz stated that "Real Estate is the mother that never dies."

Col. Fred S. Ramsay was introduced by Col. Fulton Beasley. Col. Ramsay's subject was "License Laws on National and State Levels." He also discussed the possibilities and progress that the Association was making toward having a state licensing law for Auctioneers. Thirty-eight counties in Tennessee now require a licensed Real Estate Broker.

Col. H. Jack Stewart of Mt. Juliet gave the affirmative initiation oath to new members. The morning session was adjourned at 11:50 A.M. for lunch.

The Convention reopened at 1:50 P.M. with Col. C. O. Rainwater of Jefferson City, chairman of the Nominating Committee, presenting the slate of Officers the Committee had selected. The following Officers were elected for the 1962-1963 year:

Col. Jim Stevens, Nashville, President; Col. Beeler Thompson, Corryton, 1st Vice President; Col. H. Jack Stewart, Mt. Juliet, 2nd Vice President; Col. Toxey T. Fortinberry, Memphis, 3rd Vice President; Col. E. B. Fulkerson, Jonesboro, Secretary and Treasurer.

DIRECTORS—Fulton Beasley, Franklin, 3 years; Col. Warren Easter, Alcoa, 3 years; Col. Fred S. Ramsay, Madison, 2 years; Col. C. B. Arnette, Murfreesboro, 2 Years; ;Col. Clyde White, Murfreesboro, 1 year; Col. Jim Stevens, Nashville, 1 year.

The Treasurer's Report was given by Col. E. B. Fulkerson, Jonesboro. A Panel Discussion proved to be very informative; the Panelists and their subjects were as follows:

Qualification of a Ringman—Col. C. O. Rainwater, Jefferson City.

Antiques—Col. C. B. Arnette, Murfreesboro.

Livestock at Auction—Col. Eugene Hargis, Murfreesboro.

Importance of Creating the Right Image—Col. Toxey T. Fortinberry, Memphis.

The Fall meeting sight was discussed to some extent and a committee was appointed to decide the location and time. The

business meeting adjourned at 3:45 P.M. with all Auctioneers and their wives and children gathering in front of The Holiday Inn to inspect and enjoy the music of the famous Dutch Street Organ, direct from Holland, which was so graciously presented through the courtesy of Col. C. B. Arnette of Murfreesboro. Immediately following this entertainment, Col. Jim Stevens, Master of Ceremonies of the Fun Auction, opened the auction with each Auctioneer selling an item of his own selection, with the net proceeds reaching \$151.50.

The evening entertainment was by Jimmy Sanders, famous magician, doing his magic tricks. Col. Ralph Masengill, Morristown was the principal speaker at the Grand Banquet. The introduction and inauguration of new Officers and Directors was performed by Col. G. S. Gordon, Shelbyville. The Convention was adjourned at 9:00 P.M. Attendance and interest in the program were the greatest of any Convention thus far.

The Convention was attended by three visitors, Mr. and Mrs. Richard Sheppard of Goodlettsville, and Miss Martha Kurtz, of Sturgis, Ky., full time Auctioneer and Secretary of the Kentucky Auctioneers Association.

The "more pay for less work" idea has a counterpart in "more profits for less goods."

Rex Young Speaks At Iowa Summer Meeting

By Col. Lennis W. Bloomquist

The Iowa Auctioneers Association held its 14th Spring Meeting at the Tallcorn Hotel in Marshalltown, Iowa, on Sunday, April 29, with registration at 11 AM and luncheon at 12 noon. After the banquet, all were entertained by the lovely, identical, Hudek Twins of Pocahontas, Iowa, who danced and sang.

Colonel Rex Young of Plattsmouth, Nebraska, gave an interesting talk on "Fifty Years of Selling From One Address." Our main speaker for the afternoon was Mel Hansen, world traveler of Omaha, Nebraska, who spoke on the "Key to Salesmanship and What I Would Look for in Hiring an Auctioneer."

Last but not least on our program, was a talk by Colonel Charles Corkle, Norfolk, Nebraska, President of the NAA, inviting all to attend the National Convention at Lincoln, Nebraska in July.

The Directors and Officers present at the Iowa meeting were:

President, Col. Mike Bloomer of Glenwood; Vice President, Col. Irving Leonard of Elkader and Directors Col. Jay Arnold of Mallard, Col. William F. McDonell of Hopkinton, Col. Loren Albrecht of Wall Lake, Col. Glen Anderson of Gowrie, Col.

(Continued on Page 16)

WE NEED TWO (2) YOUNG MEN

Married family men preferred, must be honest and have good background. A five year contract with salary and bonus if you can qualify. We guarantee you to be a top auctioneer if you can last five years with the C. B. McCarter Auction Company. We will help you establish your own business at the end of five years.

We need help. Be at the National Convention in Lincoln and we will talk it over.

C. B. McCarter

C. B. McCarter Auction Company, Sevierville, Tennessee

Wisconsin Group Takes Important Forward Steps

By. COL. JOE W. DONAHOE

A large and enthusiastic crowd was in attendance at the Association of Wisconsin Auctioneers state meeting in Oshkosh, Wisconsin, on June 5th and 6th.

Fifty-seven auctioneers and their wives registered the first afternoon for the informal dinner and social hour on the evening of June 5th. This evening was spent at Roxy's Nite Club adjacent to the convention headquarters at the Raulf Hotel. After a very pleasant meal, the evening was spent in renewing old acquaintances and dancing.

Wednesday's program was held in the Hotel Raulf and a very educational program was presented for those attending, which numbered in excess of eighty for the day program. The Wisconsin Association was honored to have our National President, Charles Corkle, present a very inspirational talk to the group.

A very tasty noon luncheon was served by the hotel and an interesting talk on public relations was delivered by John Paige, Vice President of the Wisconsin Telephone Co.

During the business meeting, it was voted to require membership in both state and national associations, beginning with expirations of present memberships. An annual award to be known as "The Auctioneer of the Year" was instituted and is to be awarded to the auctioneer contributing the most during the year for the good of the Association. A surprise move on the part of the directors bestowed the first award and presented an engraved plaque to Col. Joe Donahoe of Darlington, Wisconsin, past President and present Secretary-Treasurer.

Licensing and the new sales tax were very much in debate during the session and considerably more interest in the affairs of the association was indicated this year than in the past.

To lead the association for the coming year, the following were selected as Officers and Directors: E. J. MacNamara



Col. Joe W. Donahoe

of Lancaster, President; Ernie Kueffner of Hartford, Vice President; Joe Donahoe, of Darlington, Secretary-Treasurer; John Freund of Omro, Director; Art Doede of Rosholt, Director; Wayne Huntziger of Cashton, Director.

By an indication of hands during the meeting, their will be a very sizeable delegation at the National Convention in Lincoln.

REX YOUNG SPEAKS

Tallman of Fort Dodge, Col. Arnold Hexom of Waverly, Col. Warren Collins of Jesup, and Col. R. L. Muench of Ionia.

At the business meeting, it was brought up to have the old time Auctioneers in the business to give talks on the different phases or kinds of auctions for the younger members of the organization.

The meeting was well attended, and it was stated that the Annual Fall Meeting will be held at Council Bluffs, Iowa.

Press Time Report

Col. Jim Wilson Dies From Heart Attack

Col. Jim Wilson, Youngstown, Ohio, died of a heart attack on May 16. He was 46 years old. Surviving are his wife, a son and a brother.

Col. Wilson was a very active member of the National Auctioneers Association, attending nearly all the national conventions and had been a participant in several convention programs. He was also a past president of the Youngstown Real Estate Board.

Market Auction Gets Off To Good Start

Cleveland Union Stock Yards, Cleveland, Ohio, became the newest member of the terminal livestock markets to add the auction method of selling to their operations. The first auction in the 81-year history of the terminal yards brought generally strong prices for a volume of livestock that exceeded all expectations.

Auctioneer Herbert A. Bambeck of Dover, O., chanted for bids on 1,050 adult cattle and 150 calves before an audience drawn from three states.

It was probably the largest cattle auction ever held in the state, according to James P. Carpenter, stock yards president. Auctioning of cattle only will continue every Wednesday afternoon in the market's yielding to popular demand for competitive bidding.

"Private treaty" has been the traditional terminal market sales method, in which buyers negotiate privately with sellers. In either event, the price is about the same because experienced buyers know what cattle are bringing at major markets from day to day.

Private treaty sales will continue on cattle every day but Wednesday, and on all other livestock every day. If the cattle auction continues to prove successful, hog and lamb auction days may be added.

The auction sale volume compared with 1,998 cattle sold at the yards Monday and 330 Tuesday. Weekly volume ranges from 2,000 to 2,400 cattle.

Gun Overshoots And Breaks Up Auction

MARKET LAVINGTON, England—Auctioneer George Austin was about to sell a set of matched chairs at an open-air auction on a farm when a 25-pound high-explosive shell fell in a field a few hundred yards away with a terrific blast.

Two hundred startled persons rushed for cover. The shell brought down a power line, shattered windows in two nearby buildings and showered stones and earth on a farm shed.

The shell had been fired from an Army artillery range a mile away from the village. An Army spokesman said, "It was on a correct line of flight but overshoot by about 2,000 yards. A board of inquiry has been convened."

Mrs. Howarth Dies

Mrs. Clara B. Howarth, Wharton, New Jersey, passed away June 11, at Dover General Hospital. Death followed a long illness. Her husband, Col. Fred W. Howarth, is a member of the National Auctioneers Association.

Auctioneer Killed In Auto Collision

Dan W. Linehan, 40, prominent auctioneer and horseman, of Adrian, Michigan, was killed in a head-on traffic collision May 27. He is survived by his wife, eight minor children, his parents, four brothers and a sister.

**MAKE RESERVATIONS
NOW FOR N. A. A.
ANNUAL CONVENTION
AT THE
CORNHUSKER HOTEL
JULY 19 - 20 - 21
Lectures — Seminars
Panel Discussions
Entertainment — Banquet
Featured Attractions
Fellowship
LINCOLN, NEBRASKA**



This is the group that attended the Kansas Auctioneers Convention at Emporia, June 3. This is not all that were there as a few were camera shy and hard to corral.

Kansans Hold Successful Convention At Emporia

It rained, rained, and then rained some more, but that did not keep Auctioneers from the state of Kansas from having a successful 1962 convention. They convened at the Broadview Hotel in Emporia, on June 2 and 3.

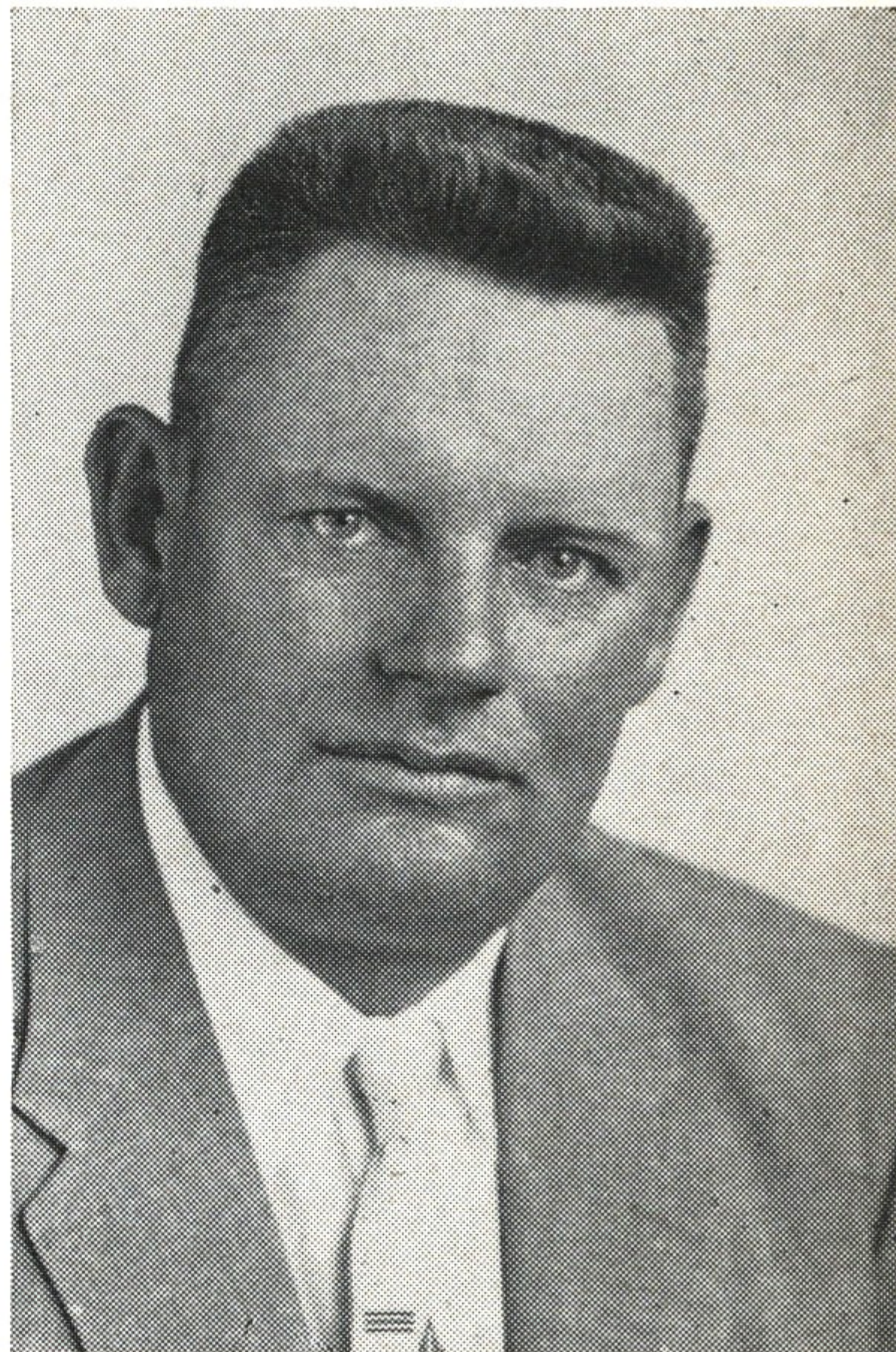


Col. Carson E. Hansen

A very good crowd turned out from all sections of the Sunflower State to take part in and witness a very interesting program. On Saturday evening, the officers held their business meeting and the real program got under way the following day. The forenoon was spent in the introduction of those present, the secretary and treasurer's reports, the welcome to Emporia by the Mayor, and the various committee meetings.

Col. Ken Barnicle, immediate past president of the Missouri Auctioneers Association, was the guest speaker following the luncheon. During the afternoon short talks were made by Charles Corkle and Bernard Hart, President and Secretary respectively of the National Auctioneers Association.

Reports of the various committees were heard and approved and Beloit was chosen as the site for the 1963 state convention. In the election of officers, Col. Carson Hansen of Beloit was chosen as



Col. W. O. Harris

President; Col. Paul Hurst of Valley Falls, Vice-President; Col. Dick Brewer of Mount Hope was re-elected Secretary and Treasurer. Retiring President, W. O. Harris of Wetmore was named to a three-year term on the Board of Directors. Other members of the Board of Directors are: Col. Booth Brown, of Liberal; Col. Foster Kreitz of Clay Center; Col. Jack McVicker of Garden City; Col. Fred Sherlock of St. Francis; Col. William Crites of Junction City; Col. Wilson Hawk of Effingham; and Col. Lawrence Welter of Manhattan.

Bob Gadberry, Vice President of the Fourth National Bank in Wichita, Kansas who spoke on "Shoes That Pinch" was the speaker following the evening banquet. The out-going and incoming presidents also gave brief remarks.

Much credit for the success of the meeting was due to the efficient work of convention chairman, Jack Sheets and the officers in charge.

New And Renewal Memberships Are Plentiful In Past Month

Several state meetings during the past several weeks resulted in a total of 208 memberships being received during the period from May 16 to June 15. The states of Nebraska, Kansas, Tennessee and the recent addition of Wisconsin, requiring NAA membership as a qualification for State membership was largely responsible for this good number. This was 30 more than we received during the corresponding period a year ago.

Following is a list of those memberships received during the above named period, the asterisk indicating a new member:

Bill Randolph, Indiana
Charles L. Bennett, Missouri
Henry Berman, Massachusetts
Carl N. McNeil, Virginia
 ***Dick Shelburne, Virginia**
Don Reeves, Arkansas
Neil Bolton, North Carolina
 ***Hugh H. James, Illinois**
Victor Kent, New York
Floyd L. McCaskill, Illinois
A. B. Chatfield, Iowa
E. M. Schaeffer, Indiana
Hubert L. Jones, Indiana
Forrest J. Bouse, Indiana
Eugene Frederick, Illinois
Harold Ellingson, North Dakota
 ***Frank Pazkowski, North Dakota**
 ***Harold W. Fregien, North Dakota**
 ***Paul D. Norgaard, North Dakota**
 ***C. W. Shelton, Kentucky**
 ***William D. Sullivan, Kentucky**
 ***John Patton, Jr., Kentucky**
E. I. Thompson, Kentucky
 ***Ted Krehbiel, Kansas**
Marvin Freeze, Michigan
 ***Emil F. Iwanski, Illinois**
 ***Charles M. Bullock, Indiana**
Cecil E. Bradley, New Mexico
Lee Harnisch, Wisconsin
John F. McLean, Tennessee
 ***Richard L. Smith, Colorado**
 ***Clifford O. Dablon, North Dakota**
 ***Elmer E. Galusha, Nebraska**
Dick Brewer, Kansas
Lawrence Welter, Kansas
 ***Donald A. Dain, Kansas**

Merle Van Winkle, Kansas
Booth Brown, Kansas
Jack Sheets, Kansas
Glenn Applegate, Kansas
Fred Hiett, Kansas
Fred Sherlock, Kansas
Leo Crawford, Kansas
Willis Darg, Kansas
C. W. Crites, Kansas
M. L. Stebbins, Kansas
Sanford Hughes, Kansas
 ***Ed Reimer, Kansas**
Joe O'Grady Jr., Kansas
W. O. Harris, Kansas
Ivan L. Long, Kansas
Don Evertson, Kansas
Al Warner, Kansas
 ***Dale E. Petersen, Kansas**
Jack McVicker, Kansas
Paul A. Hurst, Kansas
Wilson Hawk, Kansas
Eugene Cole, Kansas
Charles M. Macy, Kansas
Dale Clayton, Kansas
Foster Fretz, Kansas
Carson E. Hansen, Kansas
Gene Watson, Kansas
 ***Norman O'Bryan, California**
 ***Jerry Carpenter, Nebraska**
Don Conyers, Nebraska
Marvin Larson, Nebraska
Dick Shea, Nebraska
 ***Jerry Kelly, Nebraska**
 ***William Wirges, Nebraska**
Frank Ballweg, Nebraska
C. E. McClurg, Nebraska
Dick Kane, Nebraska
John Gallaway, Nebraska
Stacy McCoy, Nebraska
Wilbur Brell, Nebraska
Billy B. Day, Nebraska
Leon Nelson, Nebraska
Ray Flanagan, Nebraska
Dan J. Fuller, Nebraska
 ***William M. Cromwell, Nebraska**
John T. Ryan, Nebraska
Tom Johnson, Nebraska
Scott Barr, Nebraska
Dean Fleming, Nebraska
 ***Albert Christen, Nebraska**

- *Rex Brown, Nebraska
- Rex Young, Nebraska
- Ralph Kuhr, Nebraska
- C. C. Gannett, Nebraska
- Mac Wondra, Nebraska
- August Runge Jr., Nebraska
- John W. Klein, Nebraska
- Wallace O'Connell, Nebraska
- Roger Woods, Nebraska
- Duane Jensen, Nebraska
- Pete Fowlkes, Nebraska
- Adolph Zicht, Nebraska
- Albert Helzer, Nebraska
- Edward Morris, Nebraska
- Judy Schueler, Nebraska
- Harry Sanders, Nebraska
- *J. B. Murphy, Nebraska
- Mylen Wegener, Nebraska
- L. Dale Hanna, Nebraska
- C. O. Emrich, Nebraska
- W. V. Emrich, Nebraska
- Mack P. Cosgrove, Nebraska
- Charles Corkle, Nebraska
- Henry Buss, Nebraska
- Glenn Schwartz, Nebraska
- *Herschel H. Buckley, Nebraska
- James Martin, Nebraska
- Marvin Grubaugh, Nebraska
- *G. E. Robinson, Nebraska
- Merlin Grossnicklaus, Nebraska
- Ronald Woodward, Nebraska
- Glen Helberg, Nebraska
- Dick Dolan, Nebraska
- William Blank, Nebraska
- Dick Grubaugh, Nebraska
- John Thor, Nebraska
- John E. Badye, Nebraska
- Frank B. Smith, Nebraska
- Frank D. Diercks, Nebraska
- R. E. Connealy, Nebraska
- *Charles Radil, Nebraska
- Don Jensen, Nebraska
- Don Zicht, Nebraska
- Merlin Nixon, Nebraska
- Les Cornwell, Nebraska
- Gary Heusel, Nebraska
- *Bob Williams, Nebraska
- Paul Bergman, Nebraska
- *Bob Crockett, Ontario
- W. F. Shepherd, Indiana
- Paul W. Lawton, Vermont
- Paul R. Page, Kentucky
- Chester K. Bell, Wisconsin
- Charles Hoover, South Dakota
- N. R. Clark, Illinois
- Ralph H. Shively, Indiana
- John T. Denton, Kentucky
- *Earl E. Winner, Michigan
- *Clifford Gorrell, Ohio
- *F. B. Gorrell, Ohio
- Don E. Fisher, Ohio
- William Hanzel, Illinois
- *Ernest S. Tomaini, New Jersey
- R. W. English, Wisconsin
- Joseph W. Donahoe, Wisconsin
- Donald Poller, Wisconsin
- Walter Digoski, Wisconsin
- Lester Bue, Wisconsin
- E. J. MacNamara, Wisconsin
- John Johnson, Wisconsin
- James Gavin, Wisconsin
- *Orvil Stern, Wisconsin
- Ernie Kueffner, Wisconsin
- Russell Schroeder, Wisconsin
- Myron Wilcox, Wisconsin
- Myrle Lloyd, Wisconsin
- Don Lloyd, Wisconsin
- Arold Peterson, Wisconsin
- *Pat Riley, Wisconsin
- *Joe Schreiber, Wisconsin
- Ray Gevelinger, Wisconsin
- Ernest Freund, Wisconsin
- Earl Clauer, Wisconsin
- Wayne Huntzicker, Wisconsin
- Robert Brandau, Wisconsin
- Art Doede, Wisconsin
- Harold Gavin, Wisconsin
- Jim Appleman, Wisconsin
- LeRoy Teske, Wisconsin
- Bill Jones, Wisconsin
- *Gib Suemnicht, Wisconsin
- Clarence Rhyner, Wisconsin
- *Pat O'Brien, Wisconsin
- James D. O'Brien, Wisconsin
- Arnold Kohlmetz, Wisconsin
- John W. Reilly, Wisconsin
- Leo Sullivan, Wisconsin
- *A. A. Graff, Wisconsin
- Bernard P. Day, New York
- Stephen A. McDonald, New York
- Elmo Peppers, Georgia
- *William Krause, Pennsylvania
- *Raymond H. Patterson, Pennsylvania
- C. G. Skiles, Kansas
- Herman Rabe, Kansas
- William A. Booher, Tennessee
- E. B. Fulkerson, Tennessee
- Bill Hall, Tennessee
- Jin Stevens, Tennessee
- H. Jack Stewart, Tennessee
- Charles B. Arnette, Tennessee
- E. R. Hargis, Tennessee
- Frank Lee Walden, Tennessee
- G. W. Clark, Tennessee

C. B. McCarter, Tennessee
Carl Edd McCarter, Tennessee
Claude White, Tennessee
G. S. Gordon, Tennessee
*Bill Daniel, Tennessee
R. F. Hamilton, Indiana
Bernard Hart, Indiana

Ten Years Ago In "The Auctioneer"

The June, 1952, issue of "The Auctioneer" announced that all plans and preparations were complete for the N.A.A. Convention to be held at Minneapolis, Minnesota.

Sale of the Tama Sales Company by C. C. Yerkes, Tama, Iowa, to Col. John W. Rhodes, LeGrand, Iowa, brings to an end 50 years of successful auctioneering by Col. Yerkes. Col. Yerkes began his career as an auctioneer in Vinton in 1902 by crying his first sale for his father. On April 17, 1906 he began his first sale in Tama, which was a merchandise sale which he conducted alone. On Sept. 17, 1906, he moved to Tama. His first farm sale was in Columbia township, Tama county. For nearly 45 years he conducted a sale of some kind every Saturday around Tama.

Yerkes was an auctioneer in the big horse-shipping days when western horses were brought to Iowa. The Tama Sales Company, one of the oldest companies in Iowa, is a tribute to the hard work and successful auctioneering of Col. Yerkes. Col. John Rhodes, (editor of "The Auctioneer" in 1952) who took over the sales company on June 7, 1952, is no stranger to most auctioneers. He has been crying sales for seven years, three in central Iowa.

A benefit auction on the 4-H club fair grounds east of Mankato, was the highlight of the third annual convention of the Minnesota State Auctioneers. Gas ranges, electric toasters, wrist watches and power mowers were included among the merchandise donated by the merchants of Minnesota. Members of the auctioneers association took turns in selling the articles. That evening, following the sale, a banquet, with Col. Jack Major, Paducah, Ky., as speaker, was held. Awards were presented to N. W. Peterson, for being the oldest auctioneer present, and to Orville

Schroeder, for being the youngest auctioneer present. Recipient of the award for traveling the greatest distance was B. Everett Johnson. Col. Wm. Felton accepted the St. Peter trophy on behalf of the I.O.O.F., and will present it at a later date to the home at Northfield, Minn.

Paul F. Bockelman stated in "The President's Message" that this will be his last message as the President of the NAA. "I wish to state that it has been a pleasure as well as an honor to serve in this capacity. I have spent considerable time in helping organize state organizations and am proud to state that we now have a state organization in North Dakota and we will have a state organization in South Dakota."

Col. Don Hoffman reversed the traditional role of a man and a jail when he auctioned off the Kaycee, Wyoming, jail. Kaycee's famed "cracker-box" jail, which held horse thieves in the early days and a variety of criminals since then, sold to the highest bidder when Donald E. Hoffman, a Kaycee auctioneer, dropped the hammer and sold the building to Arnold Lund for \$60.00. This was one jail that had been broken into. In the early days a man robbed a grocery store and saloon at Kaycee and broke into the jail and laid low for a few days until he thought the situation had cooled off. When he was found, the culprit strenuously objected to being taken to the jail in Buffalo. Sale of the jail was ordered by city officials of Kaycee, who are making plans for a new cement block jail of a little larger proportions. The jail sale was held following the successful Powder River community sale in Kaycee, at which Don Hoffman and Bill Leibee handled the selling.

Fallout Shelters To Be Auctioned

OAKLAND, Calif. — Nine fallout shelters, originally priced between \$2,400 and \$3,600, will be auctioned off by the Living Circle Fallout Shelter Co.

Vice-President Mario de Gennaro said "it seemed like a good idea" when the company went into business 15 months ago — but the firm has made only one sale.

White Elephant Auction Boosts Swimming Pool Fund

BOWMAN, N. D.—The Tri-County Swimming Pool Fund is \$2,132.00 richer following a White Elephant sale. This made a fine addition to the fund and brings the total to \$17,100.00.

The sale consisted of articles of many kinds, contributed by many families of Bowman and the surrounding area. Bob Penfield got the auction under way at 11:30 a.m. with a truckload of merchandise on Main Street. Following introductory remarks, Ray Lorenz, the Mayor of Bowman, took over the job of selling the first item which was a small bicycle. This went to Charles Bowman for \$27.50. After a careful examination of the worn bearings, smooth tires and bent fender on the bicycle, Mr. Bowman redonated it to the sale with the remark that, considering the good cause for which the item was given, he felt he hadn't paid enough.

The entire sale was conducted in a spirit of enthusiasm, good-will and good-humor.

At 1:00 p.m. the sale began at the Quonset building on the Fair Grounds and continued until 11:30. Many of the articles put up for sale were new or in good condition and people were happy for the opportunity of buying them. The crowd that attended was not large but in it were many enthusiastic bidders. Some went home feeling they had made some good buys, all went home feeling they had experienced a good time and had helped along a worthwhile community project.

Among hundreds of articles donated were a three year old filly, a baby Hereford calf, a yearling Shetland pony, a lamb, a like new gas heater, new blankets, sweaters, stockings, hardware supplies, tires, as well as many gallons of paint and anti-freeze, lamps, pictures, lawnmowers, etc. Many of the new articles were contributed by local merchants. The Shetland pony was given by L. B. Penfield of Lemmon, S. D., and the Hereford calf by the Henry Bradac Ranch of Marmarth. L. B. Penfield is the grandfather of the auctioneer known around Bowman as "Bob."

The local Girl Scouts, under the leadership of Mrs. Malcolm Stewart, operated the lunch counter at the sale and made available fine homemade cookies and cake and hot coffee. Proceeds from their sale will be contributed to the Swimming Pool Fund.

The Swimming Pool Committee and those responsible for the sale, Ray Roehr and Bus Patterson, are sincerely grateful for the services donated by Bob Penfield, the auctioneer and Merle Clark, his assistant, Mr. Herb Pittsley and Harold Davis, Mrs. Harold Davis and Mrs. Bob Penfield who did the clerking and the bookkeeping. The success of the sale, in a large measure, was due to their fine cooperation and efficient services.

Sincere appreciation is also felt for the many families and merchants that made contributions and to those men who worked hard hauling merchandise to the sale and the Boy Scouts who assisted in advertising and picking up articles at the homes.

Tollway Infields Sold At Auction

Two Illinois Tollway interchange infields of about 10 acres each were auctioned for private business purposes. They are the areas surrounded by pavements of the interchanges of East-West Tollway and Illinois 31 north of Aurora and of Northwest Tollway and Illinois 25 north of Elgin.

The toll highway commission voted to have Samuel L. Winternitz & Company handle the auction at 10 a.m. June 26, in the Kane County Courthouse in Geneva.

Tollway Chairman, Charles M. Burgess, said the infields might be desirable sites for motels, medical centers, printing plants or other businesses.

Local Zoning restrictions would control types of business to be set up.

There are a lot of men in this world who started at the bottom—and stayed there.

IN UNITY THERE IS STRENGTH



(Top) Mayor Ray Lorenz of Bowman, N.D., sells first article in fund raising sale.

NAA member Bob Penfield, Bowman, N.D., conducts White Elephant sale to raise funds for swimming pool in his home town. Col. Penfield is a firm believer in lending his talents wherever and whenever needed. We cannot help adding that he has been responsible for six new NAA members from North Dakota the past year, and this accounts for a goodly per cent of the entire North Dakota membership.

The Honor Roll

Each year the July issue of "The Auctioneer" publishes the names of those who were responsible for adding two or more members to our roster during the past year.

In the year of 1961-62, only 22 members of the National Auctioneers Association sent in two or more new members. The total number gained through other members this years totals 228 sent in by 102 members with 79 responsible for one new member each.

As we all know, these numbers are disgraceful and should be remedied by this time next year. If more people from the NAA, which incidentally consists of approximately 1742 members, would join and work with the ones whose names appear on the Honor Roll, we are sure we would break our goal of 2,000 members in no time. It is because there weren't enough people ambitious enough this year that we did not reach our goal.

It may be interesting to compare this year's figures with the figures of 1957. Even as far back as July, 1957, 25 members had added two or more members to the NAA. When we finally jumped to a very low of 35 members who brought in two or more members last year, the names on the Honor Roll should have been climbing higher this year. Let's all remember our

slogan, IN UNITY THERE IS STRENGTH, and work together this coming year to bring about more strength.

Following are the names of those who thought enough of their organization to build it up as much as they could:

Walter S. Britten, Texas
Q. R. Chaffee, Pennsylvania
V. K. Crowell, Oklahoma
Richard W. Dewees, Missouri
Robert Gerhart, Indiana
Phil Goldstein, Massachusetts
Jack Gordon, Illinois
Bill Hagan, Montana
Dale Hanna, Nebraska
R. E. Knotts, Ohio
Dale Millum, California
Ernest Niemeyer, Indiana
Paul L. Owens, Idaho
Bob Penfield, North Dakota
Guy Pettit, Iowa
Carman Y. Potter, Illinois
Fred G. Quick, Illinois
Theo. A. Romerhausen, Indiana
Romaine Sherman, Indiana
Garth W. Wilber, Michigan
Harris Wilcox, New York
Clyde Wilson, Ohio

The above list is accurate to the best of our ability. Many of our new members come through State Auctioneers Associations and in most cases it is not possible nor practical to designate credit to an individual.

Established 1948



Class Rooms, Dormitory and Dining Room at Rocky Mountain College. A Co-Educational Institution. Specializing in Market Selling in the Heart of the Livestock Industry. Comfortable table arm chairs.

Western College of Auctioneering

Box 1458, Billings Montana

Our Graduates Are Our Best Advertisement

Classes limited to 30 Men.

Four Terms a Year.

March, June, September, December

**Terms in January and May
at Meridian, Miss.**

**Every Student is an Individual.
Graduates selling in 39 States, and
all Provinces of Canada.**

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. Freeman Smith—Long Island
Col. Eugene C. Waldrep—Birmingham

ARKANSAS

Col. William J. Massey—Jonesboro
Col. Herman P. Peacock—Winchester
Col. Brady L. Wooley—Little Rock

CALIFORNIA

Col. Bill Arnold—Grover City
Col. Tom Caldwell—Ontario
Col. Keith Cullum—Chino
Col. Elmer Damron—Norwalk
Col. Don Doris—Turlock
Col. James Gibson—Alameda
Col. Harold Henry—S. San Gabriel
Col. R. W. "Bob" Main—Garberville
Col. Ray Roberson—Grover City
Col. Morris Schwartz—Hollywood
Col. Chester Shough—Midway City
Col. E. V. Wing—Gerber

COLORADO

Col. Natte E. Austin—Greeley
Col. F. Harvey Baldwin—Denver
Col. Ed. Gibson—Denver
Col. Herman W. Hauschildt—Denver
Col. Howard Roland—Grand Junction
Col. C. W. Rosvall—Denver
Col. Howard Shults—Grand Junction
Col. Vergil G. Vaughn—Bayfield
Col. Lyle D. Woodward—Denver

CONNECTICUT

Col. Billie Fitzpatrick
Col. Richard K. Mather—Granby

DELAWARE

Col. Crawford Carroll—Dover
Col. Riley Jefferson—Lincoln

DISTRICT OF COLUMBIA

Col. Ralph A. Weschler—Washington

FLORIDA

Col. Joseph F. Sedmera—Lakeland

GEORGIA

Col. Paul E. Baker—Adairsville
Col. John A. Hamilton—Baxley
Col. Laslie L. Lucas—Rome
Col. Elmo Peppers—Rockmart
Col. R. A. Waldrep—Gainesville

HAWAII

Col. Louis L. Stambler—Honolulu

IDAHO

Col. Ed H. Bryce—Meridian
Col. Irvin Eilers—Kimberly
Col. Jim Messersmith—Jerome
Col. Paul L. Owens—Boise

ILLINOIS

Col. Wes Chapman—Seneca
Col. Harry A. Chrisco—E. St. Louis
Col. Gordon Clingan—Penfield
Col. J. W. "Jim" Cushing—Coal City
Col. W. P. "Bud" Drake—Decatur
Col. John H. Dieken—Pecatonica
Col. Clayton Dykema—Morrisonville
Col. William L. Gaule—Chatham
Col. Michael M. Gordon—Chicago
Col. Ray Hudson—Morrisonville
Col. Charles E. Harris—East St. Louis
Col. Eugene S. Hopper—Aurora
Col. A. R. McGowen—Oak Lawn
Col. J. Hughey Martin—Colchester
Col. W. Virgil Meador—Fairfield
Col. Melvin R. Penning—Forreston
Col. Carman Y. Potter—Jacksonville
Cols. L. Oard & Lloyd Sitter—Anna
Col. Tom Sapp—Springfield

INDIANA

Col. Charles Bagby—Indianapolis
Col. R. C. Foland—Noblesville
Col. Leo Grindley—Ft. Wayne
Col. Robert L. Harrison—Monticello
Col. Hubert Jones—South Bend
Col. Russell Kruse & Son—Auburn
Col. Amon H. Miller—Evansville
Col. Harold D. Parker—LaPorte
Col. L. W. "Bill" Porter—Brownsburg
Col. Earl Ray—Tangier
Col. Herman V. Ream—Peru
Reppert School of Auctioneering—Decatur
Col. Lewis Smith—Cicero

IOWA

Col. Bart Bielenberg—Schleswig
Col. Lyle Erickson—Cresco
Iowa School of Auctioneering—Ames

KANSAS

Col. Donald L. Day—Council Grove
Col. Paul J. Doss—Wichita
Col. J. B. Hickerson—Wichita
Col. Fred Hiett—Topeka
Col. Jack McVicker—Garden City
Col. Jack D. Sheets—Wellington
Col. E. T. Sherlock—St. Francis
Col. Frederick E. Sherlock—St. Francis

BOOSTERS FOR "THE AUCTIONEER"

KENTUCKY

Carter Realty Auction Co.—Scottsville
Cummins, Renaker, Whalen &
Smith—Cynthiana
Col. Frank St. Charles—Lexington
Col. James W. True—Lexington

MAINE

Col. George A. Martin—Kennebunkport
Col. Gardner R. Morrill—Harrison
Col. Clifford L. Swan—Portland

MARYLAND

Col. Robert H. Campbell—Annapolis

MASSACHUSETTS

Col. Henry A. Berman—Worcester
Col. Phil Goldstein—West Roxbury
Col. John A. Hilditch—Southville
Col. Abe Levin—Lunenburg
Col. William F. Moon—North Attleboro
Col. Frank "Honest Chuck" Onischuk
—Westminster

MICHIGAN

Col. Richard Brodie—Almont
Col. John M. Glassman—Dowagiac
Col. Charles J. Kinsey—Farmington
Col. Lester M. Koploy—Detroit
Col. Garth Wilber—Bronson

MINNESOTA

Col. Fred W. Radde—Watertown

MISSOURI

Col. Ken Barnicle—Ellisville
Col. Cletus Metzger—Hayti
Missouri Auction School—Kansas City
Col. Jerry D. Popplewell—Amity

MONTANA

Col. Wm. J. "Bill" Hagen—Billings
Col. John A. Hatch—Hall
Col. R. J. "Bob" Thomas—Billings
Western College of Auctioneering—Billings

NEBRASKA

Col. W. V. "Bus" Emrich—Norfolk
Col. Rod Gillespie—North Platte
Col. John W. Heist, Beatrice
Col. Gerald E. Miller—Hartington
Col. Harry Rasmussen—St. Paul
Col. Rex Young—Plattsmouth

NEVADA

Col. Gill White—Fallon

NEW HAMPSHIRE

Col. Edward G. Dean—Nashua
Col. Merle D. Straw, Jr.—Seabrook

NEW JERSEY

Col. B. G. Coats—Long Branch
Col. Ralph S. Day—Leonora

Col. Andrea Licciardello—Swedesboro
Col. Frank W. Mountain, "The Amiable
Auctioneer"—Frenchtown
Col. John R. Potts—Neshanic Station
Col. Herbert Van Pelt—Readington

NEW MEXICO

Col. Elmer Bunker—Albuquerque
Col. Monroe Goree—Roswell
Col. John Overton—Albuquerque
Col. Eddie Potts—Albuquerque
Col. W. T. "Wag" Wagner—Farmington

NEW YORK

Col. Tim Anspach—Albany
Col. Tim W. Anspach—Albany
Col. Paul W. Calkins—Peru
Col. Arnold Ford—Rome
Col. Clarence Foss—East Aurora
Col. Victor Kent—Hinsdale
Col. Donald W. Maloney—Syracuse
Col. William Maloney—Syracuse
Col. Pete Murray—Ballston Lake
Col. Kenneth Rice, Hamburg
Col. Ben Schwadron—Queens Village
Col. David H. Tracy—Pavilion
Col. Richard C. Tracy—Dansville
Col. Richard Tydings—Greene
Col. Sidney White—New York City
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Basil Albertson, Sr.—High Point
Col. Neil Bolton—Winston-Salem
Col. Coyte D. Carpenter—Claremont
Col. Ben G. Hoffmeyer—Charlotte
Col. Turner Kees—Hickory
Col. Bill J. Martin—Hildebran
Col. Forrest A. Mendenhall—High Point
Col. Robt. (Red) Mendenhall—High Point
Col. A T. Morris—Durham
Col. Hugh Simpson—Union Mills
Col. Kenneth W. Teague, Burlington

NORTH DAKOTA

Col. Bob Penfield—Bowman

OHIO

Darbyshire & Associates, Inc.—Wilmington
Col. O. L. Lansaw—Middletown
Col. Clem Long—Dayton
Col. Mearl Maidment—Bowling Green
Col. Millard F. Merrill—Dayton
Col. John W. Moler—Dayton
Col. George Roman—Canfield
Col. "C" Garth Semple—Milford
Smith-Babb-Seaman Co.—Wilmington

BOOSTERS FOR "THE AUCTIONEER"

Col. Carl V. Stahl—Toledo
Col. Clyde M. Wilson—Marion
Col. Jim Wilson—Youngstown
Col. Lou Winters—Toledo

OKLAHOMA

Col. Lewis W. Campbell—Wyandotte
Col. Buck Cargill—Oklahoma City
Col. V. K. Crowell—Oklahoma City

OREGON

Col. Virgil R. Madsen—Halsey
Col. C. A. Morrison—Grants Pass
Col. Virgil Munion—Roseburg
Col. S. J. Frey—Sweet Home

PENNSYLVANIA

Col. Tom D. Berry—West Newton
Col. Q. R. Chaffee & Son—Towanda
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. J. M. Hoffer—Bellwood
Col. Ralph W. Horst—Marion
Col. J. Omar Landis—Manheim
Col. Marlin J. Reifern—Fredericksburg
Col. Oliver M. Wright—Wexford

RHODE ISLAND

Col. Max Pollock—Providence

SOUTH DAKOTA

Col. Reginald R. Oakley—Silver City

TENNESSEE

Col. J. Robert Hood—Lawrenceburg
Col. H. C. "Red" Jessee—Morristown
Col. C. B. McCarter—Sevierville
Col. Ken Travis—Dresden

TEXAS

Col. Dub Bryant—Big Spring

Col. Wayne Cook—Dallas
Col. Russell de Cordova—Mexia
National Auction Institute—
College Station

Col. Earl S. White—Madisonville
Col. K. L. Espensen—Tyler
Col. J. W. Foust—Lubbock
Col. Tom Jeffreys—Andrews
Col. W. J. Wendelin—Henderson
Texas Auction Co. (J. O. Lawlis & Son)
Houston

WASHINGTON

Col. Bob Berger—Pasco
Col. Hank Dunn—Kennewick
Col. Bill Johnson—Seattle
Col. Robert F. Losey, Sr.—Renton
Col. Marion L. Pierce—Yakima
Col. Orville Sherlock—Walla Walla

WEST VIRGINIA

Hale's Auction Service—Williamson

VIRGINIA

Col. Willie T. Catlett—Lynchburg
Col. Harry D. Francis—Newport
Col. David H. Gladstone—Norfolk
Col. J. E. Sutphin—Newport

WISCONSIN

Col. Joseph W. Donahoe—Darlington
Col. Fred C. Gerlach—Brookfield
Col. W. C. Heise—Oconto
Col. Willard Olson—Delavan

WYOMING

Col. Richard A. Mader—Gillette

ELSEWHERE

The Ladies Auxiliary to the
National Auctioneers Association

THE MEMBERS SAY . . .

Dear Col. Hart and Fellow Auctioneers:

I have a long established auction house in Ft. Wayne (Ind.) and have averaged three auctions a week for the past four years. We sell household goods, antiques, automobiles, settle estates, etc.

I look forward to getting "The Auctioneer" each month as I sure get a lot of good out of the different articles and I hope to make it to the Convention. I am enclosing one of my blank checks showing the NAA insignia which brings many compliments. I think it dresses up the checks and adds prestige to my business.

I am having insignia cuts made for use on all my bills, envelopes and business cards. I think we should all use this insignia and be glad for the privilege. I didn't realize how great a number of influential people would notice this, especially in dealing with estates for the banks.

Try the cuts, fellows, they look good and add lots of prestige to your business, also, it makes good advertising in the telephone directory. Good business can be every one's through united support of NAA.

Yours truly,
Leo Grindley
Ft. Wayne, Ind.

News From The McCarter Family

EDITOR'S NOTE—Since the McCarter family from Sevierville, Tenn., has made so many friends at our National Conventions, we are passing on a letter from them that we feel will be of interest to all who know them.

* * *

Well, I missed church this morning. I guess I don't go when my good wife doesn't.

In one of the news articles (enclosed) you will see where another auctioneer moved into Sevier County. Little Guy Quincy McCarter was born and did his first bid calling the 30th of April, promptly at 12 noon. He weighed 8 pounds 1½ ounces and looks like an Irishman. I suppose Guy Pettit and Q. R. Chaffee will send him a \$1,000.00 bill for their name sake. You know, we haven't called them or dropped them a letter. My wife and I thought since these two great men had meant so much to us, we would name our boy G. Q. after both of them. I suppose we will call him Guy, but he already has a big send off after these outstanding individuals. We just hope that Guy Quincy will grow-up and have the honesty and integrity of these two men.

At this time we are thinking deeply and are heart-broken over the passing of C. B. Smith and our loving friend, Tom Berry, and some other great auctioneers. It will be hard for us younger auctioneers to step into their shoes. I can never be the kind of man I believe C. B. Smith and Tom Berry were. They both meant much to me and my family all respected these great men. Their big kind heart was set on helping others. I well remember the first convention Edd and I attended at Buffalo, New York. These two men, C. B. Smith and Tom Berry, along with our other outstanding leaders at this convention welcomed Edd and I so kindly we can never forget their great hospitality and great personalities. There at the convention at Buffalo, N. Y., I said as long as the good Lord lets me live and gives me voice and auction sales, I would never miss another convention. We have attended every convention since the Buffalo convention and our family looks for-

ward from one year to the next to our great conventions. We just don't book sales for two weeks each July, but we sure book them solid most of the time. We started back selling full time on the 24th of February and have sold 34 real estate sales this spring. We have felt better this spring than we have in years. We have been able to go about 16 hours a day, but we don't do any hard lifting or any ditch jumping. Sometimes, we feel like we could, but Dr. Charles Zirkle warned me and I've taken heed.

It seems as though our family has had lots of sickness, but we have taken it lightly because we see others that are more burdened. You know our son, Edd, got both bones broken in his left leg 14 weeks ago. He has a steel pin in his leg from his knee to the ankle and probably will not walk much for 12 months. Edd still does more than any man we have. He takes great interest in our business. He is handicapped, but we can hardly replace Edd. He is plain spoken like his dad and is strictly business. He keeps our advertising straight and makes a lot of appointments, etc. We are truly proud of Edd. Our leading citizens compliment Bonnie and I continuously for such an outstanding 19 year old young man. Edd has never taken a drink, smoked a cigarette, or given us any trouble in any way. The keys are his to 5 automobiles and trucks, but he never goes even to the store without telling Bonnie or me when he thinks he will be back.

Now, Doc, our second son is good and is a fast bid caller and can carry on a sale just as good as his dad or better in some ways. He is in school work up to his eyes, but he puts 4 to 6 hours a day in our auction business. All the older folks think the world of Fred "Doc" McCarter. You will often find him carrying on a conversation with some older person on the street in Sevierville, Tennessee. He gets along well with his teachers at school.

Now, we don't mean to brag on our big family, Bernie, but Bonnie and I are truly proud of everyone of our little McCarters. Everyone is equal with us and we keep them in Church and Sunday School. Glenda, our oldest daughter, is 15 and she is as-

IN UNITY THERE IS STRENGTH

sistant secretary at Henderson Chapel Baptist Church and takes great interest in church work. She has made the honor roll at high school all this year and furthermore, she is the best Auction Clerk we have ever had. She never stops you in the fastest sale, and you can bet your bottom dollar the money comes out to the penny. Bonnie, my dear wife, is a good auction clerk, but she is getting old and will soon retire. I certainly want to take care of her because I could have traveled this United States over and would have never found a better wife. Bonnie is only 36 and is still as pretty to me as when she was sweet 16. We were married on Bonnie's birthday 20 years ago last February 28th. I was only 19 when we were married. I made the statement the other day, at times in the first days of our auction business, my little wife was the only one who seemed to stick with me. We have always lived in a way to have friends.

I had better tell you a few more of our troubles. We don't write often, Bernie, and when we do, we are loaded. Our son, Lee, 13 years old, got his two front teeth broken off with a baseball bat last Monday at school. The dentist said if they had been broken another thickness of newspaper, the nerve would have been damaged and would have had to be pulled. The good dentist capped his teeth with two silver caps, which will wear until he is 16. They look good and he sold as usual last Saturday in a 4 hour auction of personal property. All of our boys and girls have a calf or two here on our Mt. Valley Farm and we are a contented country auction family and you can bet your bottom dollar this country auction family will head for Lincoln, Nebraska, in July, if the good Lord is willing. I suppose we will drive our new 1962 Pontiac red wagon. Bonnie and I may come by plane. Anyway we are planning on a great convention in Lincoln, Nebraska.

Bernie, we are going to complain again. We are not complaining for our sake in the auction field, but for auction's sake in the future. Bernie, we have a lot of so called auctioneers and some of them could be leading auctioneers. I saw about 6 sales advertised in last week's papers in East Tennessee that had no kind of an auction license. We have some cheap auctioneers that are taking sales for

any figure, they care nothing for the auction business whatsoever. They sometimes set me down. I am the highest priced auctioneer in these parts and sell more than all of the rest. Now, we have some good auction companies, and I don't mean to knock any good reliable auction company, but we need to do something to protect our business. Now here in Sevier County, real estate is as easily sold at an auction as selling popcorn at a county fair. But 50 miles away some communities condemn the auction of real estate. Why? I can answer that! One cattle auctioneer took a sale and didn't have any kind of contract. He told the owner he would charge 5 per cent if the sale was conformed. The sale wasn't conformed and that community doesn't want any more real estate auctions. This auctioneer is one of the best of our Dairy Cattle auctioneers and we love him dearly. We believe him to be honest, but he is absolutely on the wrong trail to success in real estate. I guess I'm a little hard and I've never worried about competition. I went into competition with a king that only sold the big easy sales.

We sell all kinds of property, on dead-end roads and all. We know our locations and we know our values pretty well. I hope that the auctioneers that read this take it for what it's worth. I say this for real estate auction's sake. Any young or old auctioneer, the C. B. McCarter Auction Company will truly be your friend, if you practice ethical methods of selling real estate. If any auctioneer wants to get into the real estate auction, you should notify the C. B. McCarter Auction Company and we will help you in at least 6 of your first real estate sales. We shall use our good name for you and if you follow our example you can build a real estate auction business. One of the most outstanding auctioneers in this country came to me for advice and from his broken heart told me he took a sale where the property was high and set a price and flunked on his first sales.

Now auctioneers, don't get me wrong like a lot of auctioneers have, just remember if you can deliver the goods you will be a success, but you cannot work for nothing and give good auction service. We sell real estate high at auction and leave it until the buyer is proud he bought at auction and most everytime is offered a

profit in a C. B. McCarter Auction Company Sale.

Well, Bernie, I didn't know I would say all of this, but you don't just get into the auction business by accident. We got a phone call from Mr. Kayler this Sunday evening. He has valuable business property in Pigeon Forge, Tennessee. He lives 40 miles away. We don't look at property to sell on Sunday except on this kind of occasion, and I will only meet him at 3 P.M. and will if necessary drive to Oak Ridge to write the contract. I told him I was not too good to trade on Sunday, but I looked at property only in his case on Sunday. He said over the phone, "C. B., you were recommended to me to be a fine honest man and you have my respect." I will sell his property and I do respect Sunday. We will drive by a sale we have next week this afternoon. We just don't have many calls to look at property on Sunday. For auctioneers, Sunday was set aside as a day of worship and rest and it should be respected as our Lord's day. You auctioneers that read this may not want to see us in Lincoln, Nebraska, but we will be there anyway. I'm really easy to get along with.

Now, Bernie, we are sending you some good publicity and bad, but we are what we are and we can prove ourself to be honest.

Just a hard hitting auctioneer that has been over the roughs.

C. B. McCarter
From the Smokey Mt. Hills

Ohioans Have Large Turnout At Lima

Members of the Ohio Auctioneers Association enjoyed their most successful summer meeting June 10 at the Holiday Inn Motel in Lima, Ohio. An extremely large crowd of Auctioneers and their wives from throughout Ohio were present.

The forenoon was spent in business meetings of both the Auctioneers and the Auxiliary, but at the noon hour they taxed the facilities to capacity, as all enjoyed luncheon together. Immediately following, the "Derby Dolls," nationally known quartet of Lima, provided entertainment.

The afternoon program was one in which everyone took part and it was educational for all. It consisted of a Moderator-Panel type discussion on the following subjects: General Qualifications of an Auctioneer; How to Get Started in the Auction Business; How to Exist and Expand in the Auction Fields, and Making the Public Auction Minded and Maintaining Their Confidence.

Introducing each subject were: Col. Gene Slagle, Col. John Watson, Col. J. M. Darbyshire, and Col. Homer Pollock, respectively. Don Stafford served as Moderator.

Questions from the floor were plentiful and the meeting continued past the proposed adjournment time.

COME TO NEBRASKA IN JULY National Auctioneers Association

And

Ladies Auxiliary NATIONAL CONVENTION JULY 19 - 20 - 21

**The Convention will be "headquartered" at the
famous CORNHUSKER HOTEL, Lincoln, Nebraska.**

MAKE YOUR RESERVATIONS NOW!

Total Membership At 1742

For A New Record High

Eighty members were added to our roster during the period from May 16 to June 15 so that on the latter date we had reached another all time high figure of 1742 members.

By means of comparison, this is 181 more than a year ago at the same date but only 55 more than our previous high mark on December 31, 1961. At that time we had 1687 active members.

Those states with the larger memberships followed the trend of again accounting for most of the increase. The top eight states in the membership standing accounted for 71 of the 80 members that were added the past month.

Nebraska moved into second place this past month dropping Illinois and Ohio to third and fourth, respectively. This was the only change among the leading states although there were some other changes farther down the list.

We have made one last effort from this office to bring the total membership to 1800 by June 30, which closes our fiscal year. We will give you the final figures for the year at the National Convention.

Following is the membership tabulation by states as of June 15, 1962:

Pennsylvania	163
Nebraska	133
Illinois	132
Ohio	122
Indiana	107
Kansas	84
Wisconsin	80
Kentucky	71
Iowa	61
New York	59
Tennessee	58
Michigan	56
Missouri	50
California	44
Montana	43
New Jersey	36
Texas	35
Colorado	31
Virginia	31
Oklahoma	29

North Carolina	26
Massachusetts	25
North Dakota	22
Georgia	21
Florida	20
Minnesota	18
Maryland	17
Oregon	14
Wyoming	14
Washington	13
Arkansas	12
West Virginia	12
New Mexico	10
South Dakota	9
Louisiana	8
Alabama	7
Idaho	6
Vermont	6
Arizona	5
South Carolina	5
Connecticut	4
Rhode Island	4
Delaware	3
Maine	3
Nevada	3
New Hampshire	3
Alaska	2
Mississippi	2
Utah	2
Hawaii	1
Dist. of Columbia	1

FOREIGN

Canada	18
Australia	1

TOTAL 1742

Contentment has few merits. It is acquired by one who schools himself to be satisfied with what he has, but at that point ambition dies and buries progress with it. The auctioneering profession has never been advanced by contented Auctioneers. Auctioneers who are never contented always attend their National Convention.

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: Brad L. Wooley, 7017 Hillwood Dr., Little Rock
Secretary: James W. Arnold, Howard Dr., Magnolia

Colorado Auctioneers Association

President: Lyle D. Woodward, 2942 S. Cherry Way, Denver 22
Secretary: H. W. Hauschildt, 2575 S. Broadway, Denver 10

Idaho Auctioneers Association

President: Harvey Iverson, Gooding
Secretary: Paul L. Owens, 2900 Main St., Boise

Illinois State Auctioneers Association

President: Charles Knapp, Cissna Park
Secretary: Theodore W. Lay, Girard

Indiana Auctioneers Association

President: Russell Kruse, R.R. 2, Auburn
Secretary: Maynard Lehman, 406 Center St., Berne

Iowa State Auctioneers Association

President: F. E. "Mike" Bloomer, R. R. 3, Glenwood
Secretary: Lennis W. Bloomquist, RFD 2, Pocahontas

Kansas Auctioneers Association

President: Carson E. Hansen, Beloit
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: George Kurtz, Sturgis
Secretary: Martha Kurtz, Sturgis

Auctioneers Association of Maryland

President: John Miller, Jr., 120 W. North Ave., Baltimore
Secretary: Barr Harris, 875 N. Howard St., Baltimore

Massachusetts Auctioneers Association

President: William F. Moon, RFD 1, North Attleboro
Secretary: Edmond R. Valladoa, Route 6, Mattapoisett

Michigan Auctioneers Association

President: Glenn Casey, 702 E. Grand River, Williamston
Secretary: Stan Perkins, Rt. 2, Swartz Creek

Minnesota State Auctioneers Association

President: Hubert Pinske, Arlington
Secretary: Frank A. Sloan, 1711 Olson Highway, Minneapolis 5

Missouri State Auctioneers Association

President: Ralph Stark, Lexington
Secretary: Roger Hollrah, 2795 Zumbahl Rd., St. Charles

Montana Auctioneers Association

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

Nebraska Auctioneers Association

President: Glen Helberg, 310 Boyd Ave., North Platte
Secretary: Dick Dolan, Box 364, North Platte

New Hampshire Auctioneers Association

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

New Jersey State Society of Auctioneers

President: Frank Schurich, Fairlawn
Secretary: Ralph S. Day, 183 Broad Ave., Leonia

New York State Auctioneers Association

President: Arnold Ford, 13 Martin Dr., Rome
Secretary: Donald W. Maloney, 518 University Bldg., Syracuse 2

Auctioneers Association of N. Carolina

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

North Dakota Auctioneers Association

President: F. E. Fitzgerald, 1206 N. First St., Bismarck
Secretary: Gerald Ellingson, Edgely

Ohio Association of Auctioneers

President: Emerson Marting, Rt. 3, Washington C. H.
Secretary: Richard Babb, 232 N. South St., Wilmington

Oklahoma State Auctioneers Association

President: V. K. Crowell, P.O. Box 8776, Oklahoma City, 14
Secretary: Bryan Blew, Box 203, Cherokee

Oregon Auctioneers Association

President: Marvin Ruby, 345 W. Baseline Rd., Hillsboro
Secretary: Mrs. Lane Sudtell, 3915 Silverton Rd., Salem

Pennsylvania Auctioneers Association

President: R. M. Stewart, Box 37, Armagh
Secretary: Kenyon B. Brown, Box 388, Doylestown

South Carolina Auctioneers Association

President: C. E. Cunningham, P. O. Box 749, Greenwood
Secretary: Boyd Hicks, Greenwood

Tennessee Auctioneers Association

President: Jim Stevens, 1315 Gallatin Rd., Nashville
Secretary: E. B. Fulkerson, Rt. 4, Jonesboro

Texas Auctioneers Association

President: Wayne Gibson, 1005 Nall Lane, Bryan
Secretary: K. L. Espensen, 1109 Powers, Tyler

West Virginia Auctioneers Association

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

Virginia Auctioneers Association

President: Richard C. Wright, Bridgewater
Secretary: Frank D. Sale, R. 1, Radford

Association of Wisconsin Auctioneers

President: E. J. McNamara, Box 287, Lancaster
Secretary: Joseph H. Donahoe, 706 Harriet St., Darlington

Wyoming Auctioneers Association

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

THE LIGHTER SIDE . . .

GOOD ENOUGH

Customer, entering music store— I would like very much to get a copy of "The Stolen Rope."

Proprietor — I am afraid I don't know of such a song. Is it something very new?

Customer — Oh no, they tell me it is quite old. Why it goes tum-tum-pety-tum—

Proprietor—My dear madam, you mean "The Lost Chord."

Customer—Oh, that's it. I got the name slightly mixed.

IN WALTZ TIME

A band leader who played over 2,000 dance dates was asked: "What have you had the most requests for?"

Replied the maestro, "Where's the men's room?"

HOW TO ACQUIRE WISDOM

The late Simon Bolivar Buckner used to tell a story of an old resident in his Kentucky home who was celebrated for his wisdom.

"Uncle Zeke," a young man once asked, "how does it come you're so wise?"

"Because," said the old man, "I've got good judgment. Good judgment comes from experience—well, that comes from poor judgment."

GOLDEN OPPORTUNITY

The barmaid was a flirtatious piece, and the tall Texan private was right down her alley. The MP had left the bar for a moment, and the barmaid cuddled up to the Texan and murmured, "Here's you chance, big boy." "You said it," agreed the private enthusiastically, and drank the MP's beer.

REAR EXIT

He went to his girl's house, and as he went up the steps, he was confronted by her little brother.

"Hi junior," he said. "Is your sister expecting me?"

"Yes, I think she must be."

"What makes you think so?"

"She just left a few minutes ago."

WASTED EFFORT

A film actor was disappointed at not being asked to make a speech on the occasion of his retirement from films. As he said to a friend: "What makes it worse, old man, is that I spent three hours in the make-up department having a lump put in my throat."

DIRECTIONS

"I have an appointment with the general manager this afternoon. Where can I find him?"

"Follow the corridor until you come to a sign reading 'Keep Out.' Go through that door and continue until you see a sign saying 'Positively No Admittance.' Enter that passage and walk straight ahead. There will be a poster reading 'Quiet.' Then yell for him."

HELPFUL

Customer—Could you tell me if it's raining outside?

Waiter—Sorry, sir, this isn't my table.

TALENT

Bob—Can you do anything that other people can't?

Herb—Why, yes, I can read my own handwriting.

PSEUDONYM

A woman went into the cemetery manager's office: "I can't find my husband's grave. I know he's buried here."

"What's the name?" asked the manager.

"Thomas Jackson," she replied.

Referring to his card index, the manager said, "Madam, we have no Thomas Jackson. We just have an Elizabeth Jackson."

"That's him," she said. "Everything's in my name."

COPY CAT

Niece (in picture gallery): "Auntie, this is the famous 'Angelus' by Millias."

Aunt: "Well, I never! That man had a nerve to copy the calendar that has hung in our kitchen 10 years!"

IN UNITY THERE IS STRENGTH

INSTRUCTIONS

Football Coach: "And remember that football develops individuality, initiative and leadership. Now get in there and do exactly as I tell you."

"DIG" THIS

Duffer—Sonny, you've been following me around for an hour. You'll never learn how to play golf by watching me.

Sonny—I ain't watchin' you, mister. As soon as you dig up 10 more worms, I'm going fishing.

HELPFUL

I ordered a dozen oranges but you only sent me ten.

Part of our service, ma'am. Two of them were bad so we saved you the trouble of throwing them away.

THE GOLDEN PAST

Who remembers the Good Old Days when a juvenile delinquent was a kid who owed a few cents on an overdue library book?

RIGHT TO THE POINT

An elementary school teacher gave her small charges a lecture on the merits of brevity and then asked them to write a sentence or two describing something exciting. One of them promptly submitted the following! "Help! Help!"

PROTECTION

"Mommy," said the little boy at the beach, "may I go in to swim."

"Certainly not," she replied. "The water is much too deep."

"But daddy is swimming."

"Yes dear, but he's insured."

VERBAL WARFARE

"My fiance is getting out of the Army soon, and he's telling everybody at camp that he's coming home to marry the most beautiful girl in the world."

"That's too bad, honey, after you two have been engaged for so long."

NOT AN AUCTIONEER

Wife to husband packing to leave for convention: "How much trouble are you going to get into at this convention—mink stole or box of candy?"

COLD CALCULATIONS

A drunk was sitting in a bar busily scribbling figures on some paper. The bartender was curious and asked what he was doing.

"Well, itsh like thish," said the lush. "My wife ish on a diet and she tol' me she'sh losing four pounds a week. She did weigh 168 and if my figures are correct, I'll be rid of her completely in 14 months."

FAST THINKER

A doctor agreed to meet his wife, then was called out on emergency. He pinned a note on his office door telling her when to meet him, but she couldn't read it. With a touch of brilliance, she thought, the wife took it to a druggist friend. "Can you read this?" she asked.

"Just a moment," the druggist said, disappeared into his dispensary, returned quickly, set a package on the counter, and announced "That'll be \$6.95."

INTUITION

Wife—I didn't like the looks of that secretary you hired this morning. I just fired her.

Husband—What? Without even giving her a chance?

Wife — No — without giving you a chance.

LINE OF DUTY

News item in an Iowa newspaper: "Local police are puzzled over the finding of a car parked in a lonely neighborhood containing a full case of Scotch whiskey. So far they have found no trace of the owner, but Captain Grady is working on the case."

WHO'S DRIVING WHOM?

There are more men than women in mental hospitals, which just goes to show who's driving whom mad.

GRASS ROOTS QUOTES

A woman will look into a mirror any time except when she is about to pull out of a parking space.

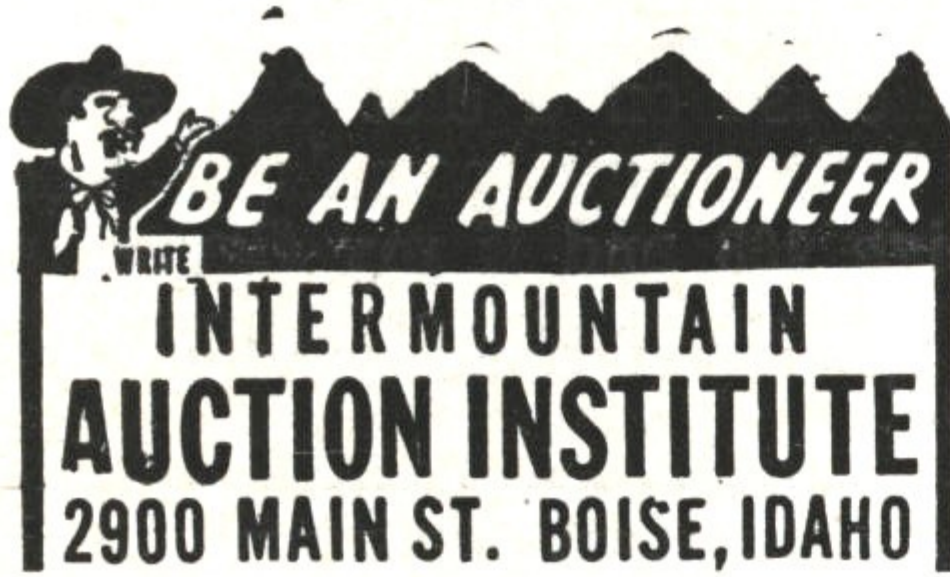
TOLERANT MIDDLE AGE

Another thing we notice about middle age is that its idea of the young set is anything up to forty.

IN UNITY THERE IS STRENGTH

An Auctioneer who talks to himself and narrates his experiences using the personal pronoun "I" soon has a tired audience.
—Col. B. G. Coats

The success of an Auctioneer is not measured in the number of sales he has, but in the number of people he serves.
—Col. B. G. Coats



LEARN AUCTIONEERING

Two week term, or home study.
Nationally recognized, diploma.
Free Catalog!

MISSOURI AUCTION SCHOOL

1330 Linwood Kansas City 9-X43, Mo.

PERSONALIZED

Business Forms Add Prestige,
Get New Business.

Get our prices on all types of personalized business forms in snap-out carbon form as well as checks, sales books and Auction Contracts.

BERNARD HART

803 S. Columbia St., Frankfort, Ind.

Learn Auctioneering At Home

Nelson Auction School

16800 Whitcomb
Detroit 35, Michigan

Home Study Course \$37.50
(With Recordings)

Residential Classes 87.50

555 Auction Sayings \$2.00

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

Nationally Recognized School

● FOR SALE ●

Livestock Auction Market in Central Indiana. Approximately 10,500 sq. ft. under roof, modern in every way. This is strictly a consignor's market, has done no country buying nor guaranteeing. A good going business. Contact:

HERMAN STRAKIS, REAL ESTATE BROKER AND AUCTIONEER
3333 W. Troy Ave. — Phone CH 4-8063 — Indianapolis, Ind.

MAKE MONEY SELLING ANTIQUES at your sale, or put a few items in each house or estate sale. A few choice items help to bring buyers to the sale, therefore, all items bring a better price as well as the profit from your own items.

We have a good selection of antique items and have shipments arriving from Europe regularly. A few items we stock are Cranberry Glass, Mary Gregory, Copper Lustre, Bisque, Gaudy Welsh, Mason's Ironstone, Brass candlesticks, Staff. dogs, etc. Write:

BOB NEWTON, Auct., 2022 E. Perkins Ave., Sandusky, Ohio

GOING!

GOING!

GONE!!



Why Lose Out on the ***BIG PROMOTIONS...***

Profitable deals won't wait for anyone. They must be cashed in on *fast*... or they're usually gone. But you don't have to pass up promotions because you lack the finances or facilities. Do as so many of your fellow auctioneers are doing. Turn over your leads to us for negotiating mutually profitable arrangements. You'll expand your operation...and your income!

There's no work on your part. Just telephone us, at our expense, whenever you hear of a plant or commercial enterprise that has ceased operation or is up for sale. Give us full particulars. We'll purchase the plant or sign it up for an auction sale...and pay you well for your lead. Our service is at *your* service!

LEAD\$ MEAN DEAL\$



LET'S WORK TOGETHER!

CHICAGO OFFICE
38 S. Dearborn St.
STate 2-5908

W. SAMUEL L. WINTERNITZ & CO.
★ WE MAKE CAPITAL OF IDLE ASSETS
AUCTIONEERS • LIQUIDATORS • APPRAISERS • SINCE 1894

DETROIT OFFICE
1160 National
Bank Bldg.
WOodward 1-0969

WHAT AND WHERE AT THE CONVENTION

WEDNESDAY, JULY 18, 1962

- 2:30 P.M.—NAA Board of Directors Meeting
- 7:00 P.M.—Ladies Auxiliary Officers and Directors Meeting
- 7:30 P.M.—Hospitality Hour

THURSDAY, JULY 19, 1962

- 9:00 A.M.—Registration (coffee served by Nebraska Ladies Auxiliary)
- 10:00 A.M.—Meetings of Resolutions, Grievance and Auditing Committees
- 12:00 Noon—Luncheon—Welcome by Mayor—Address by Governor
- 2:00 P.M. to 5:00 P.M.—Meeting
- 6:00 P.M.—Chuck Wagon Supper
- 6:30 P.M.—Entertainment by Mid-West Promenaders
- 8:00 P.M.—Fun Auction
- 9:00 P.M.—Get Acquainted Dance

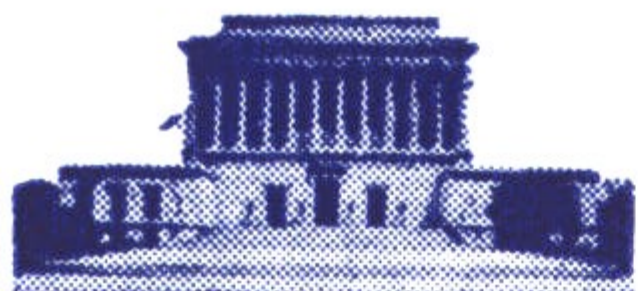
FRIDAY, JULY 20, 1962

- 9:00 A.M.—Continued Registration
- 9:00 A.M. to 5:00 P.M.—General Meeting
- 12 Noon—Ladies Luncheon and Style Show
- 1:30 P.M.—Auxiliary Business Meeting
- 8:00 P.M.—Variety Show and Promenaders

SATURDAY, JULY 21, 1962

- 7:30 A.M.—Breakfast Meeting—
NAA Officers and Directors with State Association
Presidents and Secretaries
- 8:00—Breakfast Meeting —
Auxiliary Officers and Directors
- 9:00 A.M. to 12:00 Noon—General Meeting
- 1:30 P.M. to 4:30 P.M.—General Business Meeting
- 6:30 P.M.—Grand Banquet—Presentation of Awards—
Address by Dr. Vance Rogers,
Nebraska Wesleyan University

Compliments of:



Missouri Auction School

1330 LINWOOD BLVD. KANSAS CITY 9, MO.