

VOL. XIX NO. 7 • JULY 1968

THE auctioneer



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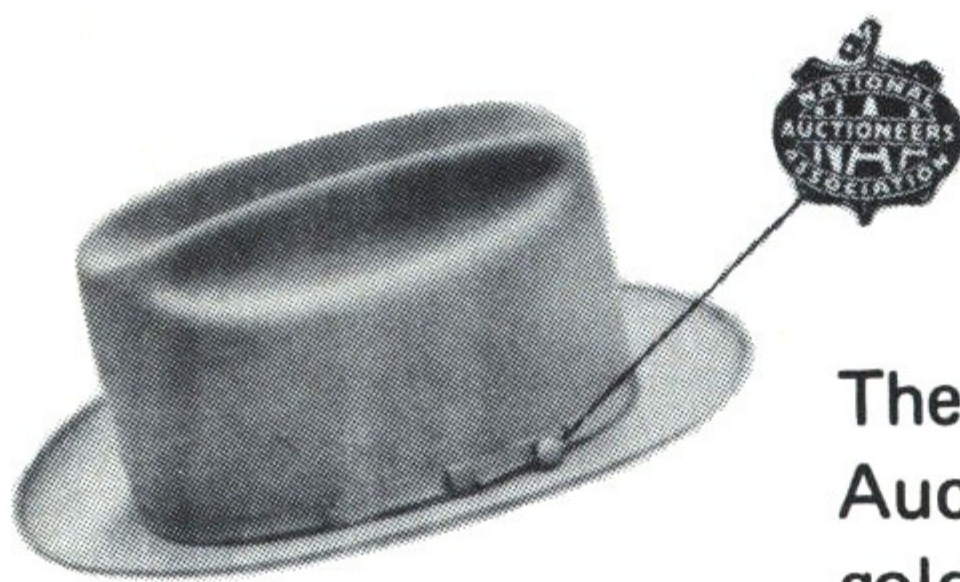
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EDITOR

Bernard Hart, Lincoln, Nebraska

Contributing Editors

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

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

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3277 Holdrege St.
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Convention An Opportunity To Insure A Better Future

By CHARLES CORKLE

This is the first time that the National Auctioneers Association, which has already gained stature as an organization outside of the profession, has staged a Convention in the Southwest. The location affords many who have previously found it inconvenient to attend to do so this year.



"What does the future hold for me?" is a question which many young men representing every business and profession, including those seeking a place in the Auctioneering field, may be asking in this period of rapidly changing conditions.

Let them all be assured, however, that even though they may feel confronted with many first time problems, the same question has been asked many, many times before, not only by Auctioneers but by those in every walk of life.

Perhaps never in the history of our country have the opportunities been greater for those with the most possible

knowledge of their profession, some natural ability, a willingness to work and accept responsibility than is presented by the demand for goods and services of our over two hundred million Americans.

In the auction business knowledge is gained in several ways. Experience, of course, is a great teacher but equally important is the knowledge gained from the experience of others, who through their great desire to see the Auction Method continue to grow in our competitive enterprise system are kind enough to relate them to others within the profession.

It is doubtful if there is ever a more appropriate time or opportunity than at a National Auctioneers Association Convention to be held at the Sheraton Oklahoma Hotel, Oklahoma City, Oklahoma, July 10-11-12-13. The June issue of the "Auctioneer" presents the program.

The topics and the men who have been invited to discuss them indicate the genuine thought and effort on the part of the Convention Committee to have an event interesting as well as educational for every Auctioneer regardless of the field on which he is already specializing or just now attempting to establish himself.

The men on the program have each gained recognition for his ability in his chosen field. Few who have read the program will hesitate to say that no Auctioneer regardless of the length of time he has been in the business can attend and fail to return home just a little better equipped and with greater pride in his profession.

Too, it should be remembered that neither the National Auctioneers Association nor the Annual Conventions are

only for the well established Auctioneer. Rather, the future success of the establishment of values by the Auction Method is dependent upon every Auctioneer regardless of how many or how few sales he may make in the course of a year.

Every Auction regardless of its size is important to some one. The knowledge, effort and the manner in which it is displayed by the Auctioneer play an important part in his future success and to an even greater degree to the growing acceptance of the Auction Method by the general public.

Reference to the Convention program is not to convey the idea that it is simply a continuous lecture program. Those who have attended previous Conventions will be quick to assure you that there will be much of interest for every

member of the Auctioneers' families. There will be time for meeting and visiting with Auctioneers from every section of the country. It might be added without detracting in the very least from the speakers on this or any previous Convention program that these short visits during breaks in the program have resulted in very valuable exchanges of information regarding the Auction business.

Remember one of the most important factors in the success of any Convention in addition to an outstanding program is the number who avail themselves of the opportunity to attend. Those who attend will, like others before them, return home with greater confidence in themselves and a higher appreciation of their profession.

* * * * *

CONVENTION TIME

It's here again - that feeling of excitement, the anticipation of meeting and enjoying old friends and making new ones. Where else in this Country can you talk to others in the same profession, hear men who have made it in the profession tell and show you how to do it?

Let's look at it from another standpoint. Don't we owe a debt to our profession, and what better way to help ourselves, our fellow auctioneer, and our profession than to attend what is the largest assembly of auctioneers under one roof in the world!

The knowledge we have of our business has been gained from Auctioneers in many States. Oftimes your problem was solved many years ago if you only knew the man that solved it!

Anyhow you owe it to yourself, your family - your business, to take a week or two, and you'll be a better auctioneer, a more rested auctioneer with a fresh outlook on your service to your fellow man!

You can't take it with you, so enjoy the trip, you'll never get another chance at it. Why not get the most out of it.

If you don't attend your State and National Convention, you are missing a chance at fellowship and knowledge that's worth more than financial gain. However, that too will follow if you'll go listen, and use whatever you learn that will modernize or elevate your service.

See you in Oklahoma City!

JOHN A. OVERTON

Convention Registrations

1958 Through 1967

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

STATES	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967
	(Buf- falo)	(Den- ver)	(Louis- ville)	(Hous- ton)	(Lin- coln)	(Cincin- nati)	(Des Moines)	(Spok- ane)	(Phila- delphia)	(Chi- cago)
10,										
Alabama	4	4	1	1	0	0	1	0	0	0
Alaska	0	0	0	0	0	0	0	0	0	0
Arizona	0	0	0	0	0	2	0	0	0	0
Arkansas	0	1	5	9	2	2	10	3	3	18
California	0	2	1	1	1	0	0	6	0	4
Colorado	0	47	7	10	13	2	11	8	3	7
Connecticut	0	2	0	0	0	0	0	0	5	0
Delaware	0	1	1	1	1	1	1	1	2	1
Florida	0	0	0	0	0	7	0	0	2	4
Georgia	5	5	1	0	0	2	0	2	0	1
Hawaii	4	4	3	3	3	3	3	3	3	2
Idaho	0	2	0	2	3	2	6	22	0	1
Illinois	14	35	44	39	36	37	36	12	23	91
Indiana	32	19	48	19	26	51	31	41	17	46
Iowa	20	25	20	17	32	24	111	22	19	42
Kansas	2	40	15	23	34	4	18	15	5	9
Kentucky	8	1	40	22	9	33	10	6	8	11
Louisiana	0	3	0	7	2	0	2	0	0	0
Maine	0	0	0	0	0	0	0	0	0	0
Maryland	3	4	6	4	2	6	2	0	10	3
Massachusetts	5	2	5	3	3	7	4	1	19	4
Michigan	19	15	18	9	20	30	22	6	15	17
Minnesota	1	3	11	1	2	6	11	0	0	0
Mississippi	0	0	0	0	0	0	0	0	2	0
Missouri	7	20	17	21	37	11	30	8	10	20
Montana	0	4	7	2	2	2	0	33	2	2
Nebraska	4	47	17	26	109	16	46	19	7	29
Nevada	0	0	0	0	0	1	0	0	0	0
New Hampshire	1	0	2	0	0	0	0	0	0	0
New Jersey	8	6	9	4	5	8	6	4	19	7
New Mexico	2	7	2	2	2	2	2	2	2	2
New York	46	11	20	10	12	18	17	7	26	18
North Carolina	2	0	5	4	2	10	5	4	14	17
North Dakota	1	4	1	0	14	3	12	19	2	8

Ohio	42	45	74	26	35	123	38	17	43	44
Oklahoma . .	0	0	2	1	8	4	8	10	4	3
Oregon	2	3	2	1	2	0	1	12	0	1
Pennsylvania	38	12	46	18	24	64	25	20	122	36
Rhode Island	0	0	0	0	0	0	0	0	0	0
South Carolina	1	2	2	4	1	10	4	1	6	6
South Dakota	2	2	0	0	9	10	16	6	3	6
Tennessee . .	11	14	30	36	22	25	23	4	12	9
Texas	2	4	14	37	11	6	11	14	5	7
Utah	0	1	0	0	0	0	0	0	0	0
Vermont . . .	2	0	0	0	0	0	0	0	0	0
Virginia	8	0	2	2	1	13	3	1	13	11
Washington .	1	1	0	4	1	1	5	47	4	8
West Virginia	1	1	6	1	0	4	0	0	5	3
Wisconsin . . .	26	36	39	29	24	24	38	20	23	49
Wyoming . . .	0	6	0	7	6	0	0	2	0	0
Canada	8	2	5	5	5	0	1	8	2	1
Totals	334	439	528	411	528	574	570	405	460	548

Ed Foreman



Ed Foreman, Las Cruces, New Mexico, has accepted an invitation to address the National Auctioneers Association at its Annual Convention in Oklahoma City. Foreman will speak the evening of July 13,

following the Grand Banquet.

Foreman was born and raised on a farm near Portales, New Mexico. He knows the meaning of hard work and the value of a dollar having worked his way through New Mexico State University at Las Cruces, and graduating with honors as a Civil Engineer.

After college he worked in the West Texas-New Mexico oil fields as a rough-neck and roustabout. He later worked as a sales engineer for a small manufacturing company he helped start. He served in the U. S. Navy and following his discharge from active duty he returned to Odessa, Texas, and entered the drilling fluids business.

Ed Foreman has served in the United States Congress during and after which he has made more than 500 speeches in 49 states. He talks on free enterprise and Americanism. He has been the recipient of many honors including being named one of the Ten Outstanding Young Men in America, by the United States Junior Chamber of Commerce, in 1964.

* * * * *



Best Yet For Kansans In 13th Annual Meet

Attendance records were established at the 13th Annual Convention of the Kansas Auctioneers Association, held at Manhattan, May 25-26. For the first time they broke the 100 figure when that many persons sat down for the noon luncheon on Sunday.

It was a very good crowd that assembled Saturday evening for the Buffet Luncheon and entertainment by the Cloverleaf Swingers, a Manhattan square dancing group. For the second successive year, what had been planned as pool-side festivities had to be moved inside on account of rain.

A Fun Auction completed the evening's entertainment and the total received was almost triple that of a year ago.

President Lawrence Welter called the convention to order the following morning and presented Marvin Mayers, immediate past president, as Convention Chairman. Alex Goldberger of Ag-Press was the first speaker on the program, his topic being, "Auctioneers—World's Greatest Salesmen."

"Selling to the Highest Bidder" was the subject assigned to veteran agriculturist, Joe Smerchek of Manhattan. Following introduction of those present, Bernard Hart, Secretary of the NAA, spoke briefly concerning status and goals of the NAA including the plans for a permanent home. Later in the day a sum of \$275.00 was voted to be applied toward the Building Fund.

One of the most interesting subjects of the day was regarding real estate transactions. J. Robert Wilson, local Abstractor and Attorney, explained the many legal requirements in the conveyance of title to real estate and answered many questions concerning this subject.

A very outstanding musical group, the Dukes and Duchesses of Wamego, Kansas, entertained during the Luncheon

period. Their extraordinary talents were praised by all in attendance. Speaker was Don K. Spalding, President of the St. Joseph (Mo.) Livestock Exchange, his subject being, "Competitive Marketing."

Gene Watson, Hutchinson, led off the afternoon program, speaking in regard to auction management and related subjects. A panel discussion with Fred Sherlock, St. Francis, as moderator, completed that portion of the program.

Wilson Hawk, Effingham, was elected president for the coming year and Joe Gingerich, Hutchinson, was elected vice president. Dick Brewer, Mt. Hope, was re-elected Secretary-Treasurer.

John Collins, Garden City, and Larry Lagasse, Concordia, were elected to three year terms on the Board of Directors along with retiring president, Lawrence Welter. Leo Crawford, Longford, was elected to complete the unexpired term on the Board of Joe Gingerich.

* * * * *

Auction Adds \$37,000 To Mennonite Fund

NEW HAMBURG, Ont.—Bargain hunters with bulging purses swelled this tiny community's population of about 2,500 to nearly 25,000 for the second annual Ontario Mennonite Auction Relief Sale—and they left more than \$37,000 in their wake.

The record total left members of the sale's sponsors, the Mennonite Central Committee, surprised and smiling.

"The sales far exceeded expectations of the committee," sale committee chairman Edward Wiens said.

Proceeds of the sale, he said, will be used for relief work in India, Vietnam, and other needy countries.

* * * * *

Never gauge a man's caliber by the shots he can handle.

Tennessee Auctioneers Meet in Gatlinburg

Tennessee Auctioneers met for their 10th Annual Convention in Gatlinburg, Tenn. on June 9-10. Ninety-nine registered during the afternoon for this occasion, which was the largest attendance in the history of the Association. A President's Reception was a most enjoyable affair and was followed by the Annual Grand Banquet in the Pearl Room of the Riverside Motor Lodge. President, Col. John "Skeets" Eskridge of Lawrenceburg, introduced Col. Jim Stevens, Nashville, who presided as Convention Chairman.

Mr. Ross Speilman of State Farm Insurance, Murfreesboro, Tenn., spoke on "Bones For Success"—the wish bone, desire; the jaw bone, to ask questions and the backbone, courage and determination to succeed.

Col. George Miller, Jr. and Col. Bill Jackson won inscribed gavels as first and second prize winners in the Bid Calling Contest.

The following were elected to serve as officers of the T.A.A. for 1968-1969:

President

Col. Ralph P. Masengill, Sr.,
Morristown

1st Vice President

Col. Lloyd C. Nevels, Jackson

2nd Vice President

Col. Albert J. Durham, Murfreesboro

3rd Vice President

Col. Kenneth H. Robertson,
Morristown

Secretary-Treasurer

Col. E. B. Fulkerson, Jonesboro

Directors

Col. John "Skeets" Eskridge,
Lawrenceburg

Col. Frank Walden, Madison

Col. Billy Howell, Madison

Col. Haskell Ayers, LaFollette
Col. C. B. Arnette, Murfreesboro
Col. William H. Collier, Waverly

The items used for the N.A.A. Fund Auction were donated by Col. R. W. Dewees, President of the Missouri Auction School and sold for the total of \$162.50.

An inscribed T.A.A. Gavel was presented to the retiring president, Col. John "Skeets" Eskridge.

An Officers and Directors Breakfast for the newly elected and retiring Officers was held at Shoney's Restaurant, Monday morning.

SPECIAL!

Tennessee Auctioneers Association have Fund Auction for N.A.A. Building Fund. The articles sold were donated by Col. R. W. Dewees, of The Missouri Auction School. Some items sold as high as \$20.00 and a pad of clerking sheets went to the high bidder at \$4.00. All items in the entire carton sold for \$162.50.

The Barn Burner of the night was offered by Col. Buford Evans, owner and operator of, "The Nashville Auction School". Col. Evans offered paid tuition for a course of two weeks in auctioneering training which was auctioned by Col. Evans and brought \$100.00. The entire amount was donated to the N.A.A. Building Fund, making a total of \$262.50 donated to this project by the Tennessee Auctioneers Association and Col. Evans.

A report on the Tennessee Auction Commission was given by the Executive Secretary of the Commission, Mrs. Ruby B. Huff. A Question and Answer Period followed with Commissioneers, Col. Clive Anderson, Sr., Col. William H. Collier and Col. H. C. Jessee.

The first showing of "New Horizons in Outer Space", presented by The Auction Jets provided educational laughter for the entire group. The Rocket Jet was in orbit about 20 to 30 minutes demonstrating future activities of Auctioneers in the space age.

Col. Bob Keller, Pulaski; Col. Beeler Thompson, Knoxville; Col. Al. Durham, Murfreesboro; Col. Ralph Masengill, Sr., Morristown; each gave a 10 minute talk on phases of various kinds of auctions. Col. C. O. Rainwater, Jefferson City, gave the affirmation membership to the new members.

After the business meeting the Auctioneers adjourned for the Fun Auction which was conducted by Col. Kenneth H. and Colonelette Fay Robertson of Morristown. They were assisted by Col.

Larry R. Anderson, Camden, Tenn. The Fun Auction was one of the most successful held by the Tennessee Auctioneers Association.

E. B. FULKERSON, Secretary

* * * * *

Dale G. Brown Heads Arkansas Group

Dale G. Brown, Fort Smith, is the new president of the Arkansas Auctioneers Association. He succeeds James Wilson, Hot Springs. Other officers are: Fred Hiatt, Rogers, Vice President; and Monroe Robinson, Magazine, Secretary-Treasurer.

Members of the Board of Directors are: Jimmy Irwin, West Memphis; J. D. Meredith, Pocahontas; Jim Wilson, Hot Springs; Oscar Farnam, Benton; and Al Murphy, Hot Springs.

* * * * *

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The Ladies Auxiliary

Dear Auxiliary Members:

Seems only a short while ago that we were preparing for the National Convention in Chicago, and now here it is almost July again! Much has happened since that last Convention. One event which George and I are particularly proud of was the graduation of our two sons from the Missouri Auction School, last December, 1967. They have been helping since and are both enthusiastic and adept at their work. They have both joined our great NAA and State Auctioneers organizations.

We're already looking forward to our trip to Oklahoma City, as are many auctioneers all over the country. We look forward to seeing all our old friends again and of course hope to make many new ones.

Remember! NAA Conventions are "family affairs" with planned events for all ages so everyone plan to attend! See you there!

* * * *

The biggest adjustment a bride must make is getting used to being whistled for instead of at.

* * * *

LAST CALL: CONVENTION '68 of the N. A. A. !

Are you getting excited? Got your bag packed? Had your car tuned? Checked the bus schedules? Made your plane reservation? **TIMES FLEETING!** Convention '1968 of the N. A. A. starts July 11 at Oklahoma City, Ok!

Can't give you even an "Oklahoma guarantee" that you'll have a good time—but if you don't—'twon't be our fault! Y'all better come!

We'll be looking for you! LAST CALL!

ALMA CROWELL

Ladies Auxiliary 1968 Committees

NOMINATING COMMITTEE

Mrs. George Cravens, Williamsville, Illinois
Mrs. James A. Wilson, Hot Springs, Ark.
Mrs. John A. Overton, Albuquerque, N. M.

AUDITING COMMITTEE

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Mrs. Bob Penfield, Bowman, N. D.

GRIEVANCE COMMITTEE

Mrs. Dean Fleming, Atkinson, Nebr.
Mrs. B. L. Wooley, Little Rock, Ark.

* * * * *

Mother: "Well, children, what have you been doing while I've been shopping?"

Child: "Oh, Mommy, we've been having so much fun! We've got Granny's hearing aid up to 50,000 watts and you should see her nose glow!"

* * * *



The occasion is not nearly as solemn as it appears. Mrs. Henry Buss, Secretary-Treasurer of the Ladies Auxiliary to the Nebraska Auctioneers Association, presents a check in the amount of \$250.00 for the NAA Building Fund. to NAA President, Ralph Horst. Don Werner (Right), president of the Nebraska Auctioneers Association is standing by. This all took place at the Nebraska State Meeting, May 5.

Sotheby's Canadian Auction Gets \$46,940

TORONTO, Ont.—Michael S. Reford, a tall, rangy geophysicist from Lucerne, Que., bid successfully for several items from his grandfather's Canadian collection—including a watercolor of Montmorency Falls for \$1,100—which was auctioned by Sotheby's of Canada at Simpson's.

As a young boy, Reford regularly visited his industrialist grandfather, Robert W. Reford, who, before his death in 1951, had built up one of the most notable Canadiana collection of watercolors, maps and drawings in Canada. From that estate, Sotheby's of Canada held the first of three auctions, disposing of 93 items for a total bid of \$46,940. A top price of \$3,500 was bid by Old Print Shop, New York City, for 12 prints of early Canada.

Peter Wilson, chairman of Sotheby's of London, who is known as the fastest gavel in the West, cleared the auction lot

in record speed of an hour. Calmly, quietly, he thumped the final bids, not with his own historic gavel, but with a makeshift one fashioned for him in Simpson's home furnishing department.

In Simpson's furniture department, cleared to accommodate 1,000 bidders and watchers, the bidding was confined chiefly to regular areas where a pen, a head or a cautious finger would indicate increased bids to the auctioneer. Individual collectors and museum and gallery representatives kept the bids lightly tossing. "Yours, sir," or "To you, sir," was the auctioneer's decorous indication of the final bid.

Among the Sotheby officials who moved quickly through the audience to pick up auction cards was the Earl of Westmorland, a Sotheby director. On the podium with Peter Wilson was David Mitchell, manager of Sotheby's Canadian operation and Marcus Linell, vice-president of Parke-Bernet Galleries, Inc.

* * * * *

The test of courage is to be in the minority; the test of tolerance is to be in the majority.—R. Edinger

**THE LADIES AUXILIARY TO THE
NATIONAL AUCTIONEERS
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Auction Gets \$300,000 Above Appraised Value

As a result of an auction sale conducted at the Sherman House in May, three parcels of residential properties located on the south side of Chicago were sold for more than \$1,500,000.

Lester R. Winternitz, president of the S. L. Winternitz & Co., Chicago auction firm, announced that this sale set some sort of record in taking less than 45 minutes for the actual auction of all three properties, and in producing selling prices considerably in excess of the appraisals determined by the Chicago Real Estate Board.

"This sale is most significant to realtors in the Chicago area," Winternitz stated, "because this auction did realize a total of \$323,000 over the minimum bids established by the Real Estate

Board. Open competitive bidding for real estate property produces an equitable result for both the seller and the buyer, and often exceeds the value anticipated in expert appraisals."

The first parcel consisted of a 7-story building containing 102 furnished apartments with appraised value of \$485,000. The Walton Realty Co., Chicago, was the highest bidder at \$569,000.

Walton was also the successful bidder on another 7-story unit consisting of 113 furnished apartments in two buildings, and appraised at \$349,000. The final price was \$550,000.

The third parcel included two 5-story buildings with 82 unfurnished apartments and was appraised at \$430,000. It was sold at auction for \$468,000 to the buying group headed by Eugene Joseph, who was represented by attorney Theodore Fields.

Winternitz reported further, "This sale has stimulated a great deal of interest among realtors who previously had not considered a public auction as a means of obtaining high bids for their properties. We have long contended and proved that when buyers and sellers meet in open bidding, the true market value of real estate is usually realized."

* * * *

Georgia Auctioneers Now Have State Ass'n.

The second meeting of the newly formed Georgia Auctioneers Association, Inc. was held June 10, 1968, at the Davis-House Restaurant in Atlanta. A Dutch Lunch was followed by the meeting at which Col. George E. Collins was the guest speaker.

Auctioneers from all sections of Georgia gathered to elect officers and approve the petition for charter and, in this way, pledged their full support to help insure a brighter future for their new organization. This charter was signed June 13, in DeKalb County, Georgia, with the following men as officers: President, Col. Warren Waldrep,

IN UNITY THERE IS STRENGTH •

Atlanta; Vice-President, Col. Paul Baker, Adairsville; and Col. George Hand, Atlanta, Secretary-Treasurer.

Much credit is due Col. George Hand in his many, many hours of correspondence, outlining, and planning to further promote the "Auction" way of life in the State

of Georgia. I'm sure that Col. Hand, and the other officers would like to hear from other auctioneers and State organizations any ideas or suggestions they may have.

* * * * *

Beware of compliments, they are like perfume—to be inhaled, not swallowed.

LADIES AUXILIARY CONVENTION PROGRAM

SHERATON OKLAHOMA HOTEL OKLAHOMA CITY, OKLAHOMA

July 10, 11, 12, 13, 1968

Auxiliary Chairman - Mrs. Glenn Jones, Wapanucka, Oklahoma
Co-Chairman - Mrs. Bill Turnbow, Oklahoma City, Oklahoma

Wednesday, July 10, 1968

3:00 PM	Registration - Foyer
4:00 PM	Officers & Directors Meeting - French Suite
8:00 PM	Amateur Contest - Oklahoma Room

Thursday, July 11, 1968

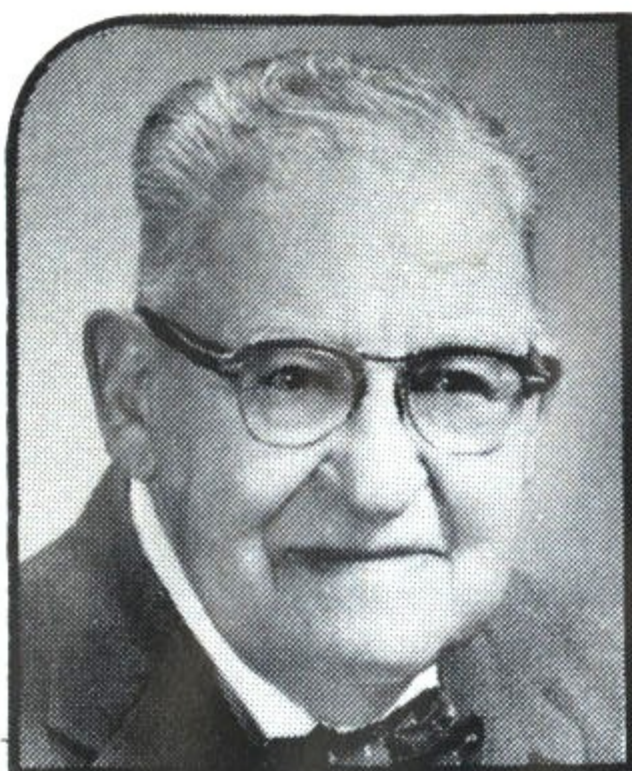
8:00 AM to 5:00 PM	Registration - Foyer
12:00 Noon	Luncheon - Antique-Baroque Rooms
6:00 PM	Chuck Wagon Dinner - Antique-Baroque Rooms
7:30 PM	Fun Auction - Florentine Room

Friday, July 13, 1968

8:30 AM	Registration - Foyer
12:00 Noon	Ladies Luncheon - Oklahoma Room
2:00 PM	Fashion Show - Business Meeting Everests Random Galleries Narrated by Margaret
8:00 PM	Indian Dancers - Florentine Room
9:00 PM	Western Dance

Saturday, July 14, 1968

8:00 AM	Breakfast for the New Officers & Directors - Oriental Room
9:00 AM - 12:00 Noon	Bus Tour Lincoln Park Zoo Cowboy Hall of Fame
6:30 PM	Grand Banquet & Awards - Convention Ballroom
9:00 PM	Dancing



Pop's Ponderings

Convention An Aid In Meeting Requirements

By COL. POP HESS

Date of writing, June 3; Location, my home, 401 Ontario Avenue, Bellefontaine, Ohio.

As you noticed in our June issue our editor and staff made reports from my home base regarding my new experience. After living for 88 years, I spent my first time in a hospital and in the hands of a specialist, a surgeon of bladder and kidney, as one might say, "the water-works of the human body."

My stay in the hospital was 28 days and from it I saw, heard and experienced all that goes on in a large, busy hospital. To write it all would take more space than the coming convention.

I am happy to report that I am improving and will have my ear close to the ground July 10 through 13 when our NAA will hold the GREATEST ANNUAL CONVENTION OF ALL TIME.

* * * * *

June 11—Yesterday I reported to my surgeon at Springfield, Ohio, for a final check-up. I have been released as OK and am very happy about the report.

Our Annual Convention is getting close and I will await with much interest on the progress to date on our goal of larger service by the NAA and a top figure in membership.

Be A Builder!!!

The National Auctioneers Association is working toward an important project - OWNERSHIP OF ITS HOME. This is being financed through the donations of its members. Surely, every auctioneer is interested in this monument to the auction profession.

A Building Fund has been established. Add your name to this growing list of "BUILDERS" by sending your contribution now.

Send your remittance, designated "BUILDING FUND", to:

NATIONAL AUCTIONEERS ASSOCIATION

3277 Holdrege Street, Lincoln, Nebraska 68503

My travels for the summer of 1968 will be very limited. But the latch string on the door is there for you to pull any old time. Then we can talk and discuss all things in common for auctioneers.

My best wishes to all my readers and a rewarding future as an auctioneer. The business is awaiting you and it's up to you to be able to meet the requirements to be an auctioneer in demand.

* * * * *

Nebraska Land Sale Nears Half Million

In what has been described as the largest real estate auction in Butler County, Nebraska, three farms and two smaller land parcels were sold for a total of \$471,070. The properties were from the estate of the late Dr. J. M. McNally, Bellwood, Nebraska.

One parcel of 308 acres brought \$620 per acre which is thought to be a record price for dry land in the area. Another half-section brought \$465 per acre and a quarter-section sold for \$531 per acre.

A cabin with river frontage sold for \$37,000 and an adjoining land parcel of approximately 17 acres brought \$9,350.

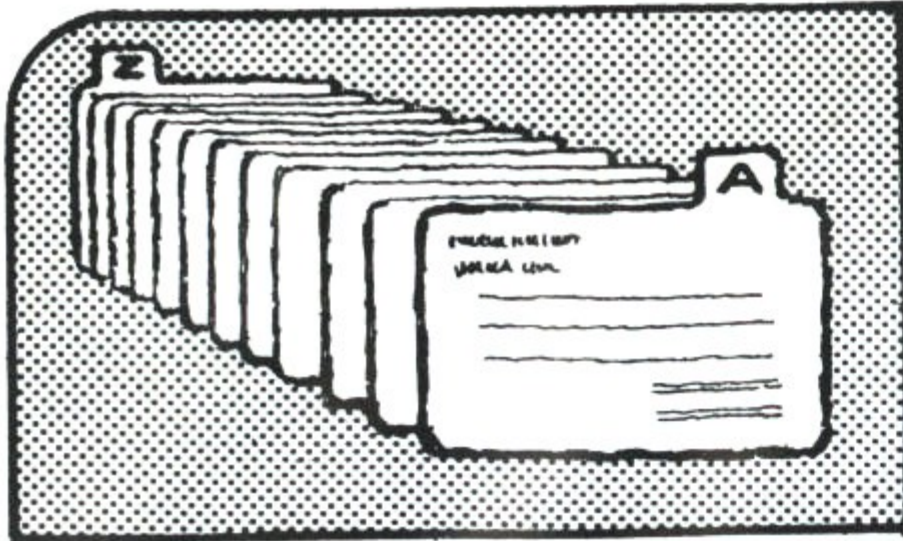
The auction was held June 1 in the Bellwood Fire Hall. A prize of \$25.00 was offered to the person who guessed closest to the selling figure and 194 persons made guesses.

Dick and Marvin Grubaugh, prominent Butler County auctioneers, conducted the auction. Both these men are active in their State and National Auctioneers Association. Dick is a past president of the Nebraska Auctioneers Association and Marvin is currently 1st Vice President of that group.

* * * * *



Winners of the 1968 auctioneers' contest at the North Dakota Auctioneers Convention are, from the left: Harold Ellingson, Edgeley, Champion; Truman Kongsle, Herried, S. D., Reserve Champion; and Bob Penfield, Bowman, Runner-up.



Membership

*Memberships processed
May 16 through June 15.*

- B. E. Gregory, Texas
Jasper D. Petefish, Iowa
Robert Deveau, Canada
Ray Petch, Montana
Ron Torgerson, Montana
Michael Coolidge, Montana
Roy L. Slayton, Missouri
Omer Bonney, Oregon
*Dwight D. Miller, Indiana
J. E. Morris, Florida
William Towler, Arkansas
C. P. Lunt, New York
*William Vosburgh, New York
John R. Potts, New Jersey
*Glen Newman, Kansas
Art Roberts, Kentucky
*Wayne W. DeWeese, Kentucky
*Johnny F. Norman, Georgia
*George F. VanDeree, New Jersey
John Flynn, New Jersey
Martin Higgenbotham, Florida
W. B. Hall, Florida
*David A. Lewter, Texas
*Conrad Mroczek, Washington
*William B. Cloes, Washington
Wes Wendt, Washington
Marion Pierce, Washington
William Filiatreau, New York
Bill Dennis, Texas
Richard Kane, Nebraska
J. D. Campbell, Indiana
Johnnie T. Taylor, Kentucky
Thomas F. Bingham, Idaho
Foster Kretz, Kansas
*Joe Bauman, Kansas
*Otha C. Mass, Jr., Iowa
James A. McCall, Alabama
Raymond Kreves, Ohio
Calvin Vinson, Ohio
Harrison L. Casto, Arkansas
*Ted L. Mann, Utah
*Thomas L. Smith, Missouri
*Lorne M. Best, Michigan
B. F. Mick, Oklahoma
W. E. Caswell, Ohio
*Ralph Hughes, New Jersey
Armon Wolff, North Dakota
Frank Quillen, Delaware
Robert Arnold, Missouri
Walter Roat, Michigan
Nihla A. Hunter, California
*Irwin Holcomb, Illinois
Andy A. Focht, Missouri
*John E. Coxon, New York
*Curt Christopher, New York
*Marvin L. Smith, New York
*Robert Spoor, New York
*A. Mae Paquette, New York
*Richard Wengenroth, New York
*Gene Clark, Kentucky
Harry Eiler, Nebraska
Nino Damilano, Illinois
J. R. Seastrunk, Arkansas
John Hall, South Dakota
Louis Marion, New York
*Danny J. Wiles, Oklahoma
J. W. Reynolds, North Carolina
*Gerald Hall, New Jersey
E. Allen Nixon, New Jersey
Arlie K. Drake, West Virginia
*Edward J. Trainor, Ohio
Lee Allen May, Ohio
Charles R. Nicholas, Kentucky
Richard Roberts, Texas
Rex Anderson, Nebraska
James Martin, California (Life)
*Bud Mercer, Ohio
*Eugene Hopper, California
*Norman M. Menzies, Massachusetts
David Weaver, Pennsylvania
*Philip Stephen, Pennsylvania
Sam Lyons, Pennsylvania
Homer Sparks, Pennsylvania
Emmett Mateer, Pennsylvania
Leo Jesion, Pennsylvania
Russell Kehr, Pennsylvania
Ray Ebersole, Pennsylvania
George Deibert, Pennsylvania
John Breidigan, Pennsylvania
Joe Coccia, Pennsylvania
John Ensminger, Pennsylvania

George Worrell, Kansas
 Tes Augustine, Kansas
 Wilson Hawk, Kansas
 Clifford Reese, Kansas
 Duane Gugler, Kansas
 Milton J. Woody, Kansas
 Roy E. Wood, Kansas
 John G. Collins, Kansas
 *Ron Gingerich, Kansas
 Joe E. Gingerich, Kansas
 *Ralph C. Heidrich, Kansas
 Willis A. Darg, Kansas
 Ed Reimer, Kansas
 *Glen O. Jones, Kansas
 Elmo F. Steffen, Kansas
 Paul A. Hurst, Kansas
 Marvin Mayers, Kansas
 Donald J. Godwin, Kansas
 *Carl J. Ellison, Texas
 Jim Fulbright, Arkansas
 Bill S. Brown, Ohio
 *Paul H. Riley, Oklahoma
 *Raymond Allen, New York
 Ernest Damron, West Virginia
 E. M. Nelson, Massachusetts
 Robert L. Neff, Indiana
 R. M. "Dick" Brewer, Kansas
 *Eldon Thorman, Kansas

Wayne Aeschliman, Kansas
 Sanford Hughes, Kansas
 Earl Roderick, Kansas
 Ray Gerbitz, Kansas
 Bob L. Jessup, Kansas
 Larry G. Lagasse, Kansas
 Gerald Zimmer, Kansas
 W. R. Simpson, Kansas
 L. E. "Gene" Watson, Kansas
 Ted Krehbiel, Kansas
 Al Warner, Kansas
 C. W. "Bill" Crites, Kansas
 Wayne E. Willett, Kansas
 *W. E. "Bill" Bredemeier, Kansas
 Lawrence Welter, Kansas
 Leo Crawford, Kansas
 George A. Warren, Kansas
 Rex B. Newcom, Kansas
 *Orval Free, Oklahoma
 *Earl W. Whitehurst, Kansas
 *Robert Kotylnycki, New Jersey
 *Jerome D. Reitman, New Jersey
 *Raymond H. Goetsch, Oklahoma
 James H. Godbee, Oklahoma
 William Hannan, West Virginia
 Joe Combs, Arkansas
 Joe Atchley, Oklahoma
 Harold Steggs, Nebraska



1968 officers of the North Dakota Auctioneers Association. Seated, from the left: Charles Wilkes, Park River; Norman Aldinger, Cleveland; Lester Lein, Harvey. Standing: E. R. Wagner, Bismarck; Harold Ellingson, Edgeley; Bob Steffes, Arthur; Bob Penfield, Bowman.

*Donald S. Sinclair, New Jersey
 Waylan C. Dean, Tennessee
 Fred Williams, Arkansas
 *Ralph Jeselsohn, Florida
 *Norman Amtmon, New Jersey
 John W. Heist, Nebraska
 Earl W. Kinney, Montana
 Errol Fritz, Montana
 *Jerry Ellis, Montana
 *Charles A. Fandrich, Wisconsin
 Del Stroupe, Wisconsin
 R. A. Thiel, Wisconsin
 *Erwin L. Stewart, Wisconsin
 Ernest G. Kueffner, Wisconsin
 George H. Felton, Wisconsin
 John R. Spies, Wisconsin
 Ray Gevelinger, Wisconsin
 Robert Brandau, Wisconsin
 Walter A. Zeck, Wisconsin
 Harold Gavin, Wisconsin
 Jim Gavin, Wisconsin
 Ernest C. Freund, Wisconsin
 Eldon F. Schraepfer, Wisconsin
 *Bert L. Penfield, North Dakota (Life)
 Charles J. Fischer, South Dakota
 Rodney Johnson, Nebraska
 Ward H. Reesman, Nebraska
 *Robert Mallory, Illinois
 Rex E. Lyons, Indiana
 Paul Robbins, Arkansas
 *Merrill A. Picquet, New York
 *Clarence E. Murphy, California
 Harold Siegel, Nebraska
 Ken Ramsey, Kentucky
 W. V. Emrich, Nebraska
 William Blank, Nebraska
 Charles Tharp, Nebraska
 Frank Tharp, Nebraska
 *Lionel Verble, Missouri
 Archie D. Moody, South Carolina
 V. R. Shimerka, Nebraska
 Al Cunningham, Nebraska
 *Irvin Weintraub, New Jersey
 *James J. Vitanza, New Jersey
 Chuck Wieland, Montana
 *W. J. "Bill" Harrison, Alberta
 Leo Rychecky, Nebraska

* Denotes new members.

* * * * *

She: I just broke my glasses. Will I have to be examined all over again?

Doctor: No, just your eyes.

Post Office Auction Attracts News Media

An auction of unusual interest was the selling of the Casanova, Va., building that housed the Post Office and the adjacent Village Store. The post office, with its national laurels for beautification, went on the auction block as well as the contents of the store.

Antique and bargain hunters from many miles came to the sale which included such prized items as spool cabinets, iron stoves, wooden kegs, and other things which were a part of the early day general store. Newspapers and TV cameras covered the sale which they termed a "classic auction."

Auctioneers were Stan Haworth, Warrenton, Va., and Ronald Tull, Anandale, Va., both of whom are members of the Virginia and National Auctioneers Associations.

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South Dakotans Enjoy A Good Convention

South Dakota auctioneers continued their series of successful conventions with their sixth annual meeting, held this year at the Sheraton-Johnson Hotel in Rapid City. A very good attendance was recorded and an interesting program was presented.

At the "Early Bird Party" Friday evening, a special initiation program was conducted by Col. Dick Payne, Yankton. The humor that accompanied this portion of the program was one of the highlights of the convention.

A business meeting was held on Saturday morning which consisted of reports of the Secretary, Treasurer, Auditing Committee and Grievance Committee. Discussion took place on auctions of state owned property and it was decided to send a letter of recommendations on this subject to the proper officials.

Darrell Hoar of the Black Hills Packing Co., addressed the group on the subject of "Enthusiasm" just before the recess for noon. His talk was both humorous and constructive.

Bernard Hart, Secretary of the National Auctioneers Association, reported on the progress of the NAA Building Fund and the approaching National Convention in Oklahoma City.

Col. Don Werner, Thedford, Nebr., covered the subject of "Selling at a Livestock Auction Market." Col. Werner told of his earlier experiences in this field when one man sold 10, 12 and 14 hours with no relief and without the aid of a public address system in certain seasons when the livestock runs were heavy. He pointed out the changes that had taken place over the more than 20 years he had been active in the field as well as the differences in markets in the sandhills area as compared with those in a farming area.

Col. Dean Fleming, Atkinson, Nebr., gave a very descriptive talk on, "Selling Real Estate at Auction." He pointed out

the importance of not overlooking details that while small were most important and stressed the necessity of thoroughness from time of listing the property to final settlement.

Bob Peterson, Aurora, was elected president for the coming year and Charles Fischer, Long Lake, was elected Vice-President. Gilbert Wagner, Reliance, was re-elected Secretary-Treasurer. Joe Beck, DeSmet; and Dale McPherson, Rapid City, were elected to three year terms on the Board of Directors. Brookings was chosen as the site for the 1969 meeting with the dates being June 13-14.

Saturday evening's events included a Banquet, an address by Ed Glasgow, Rapid City, a Fun Auction and a dance. It was a well rounded program and much praise is due the retiring President, Fred McFarland, Sturgis.

* * * * *

Get Year-round Returns From Your Annual Dues

Old-timers can remember when the family car was a seasonal wonder. It got stored in the barn when the first snowflakes fell, and stood under wraps until the dirt roads hardened in the spring. While the Model T was jacked up, useless, so was Grandpa's investment. To him that was just another fact of life, like putting money in a harrow and using it only two or three times a year. We moderns don't follow his example and let our cars and other equipment lie fallow: we know too much about depreciation and return on investment.

But not completely across the board! Every organization has its share of inactive members, whose flagging interest between conventions almost matches the hibernation of Grandpa's car. They say goodbye when they check out of hotel headquarters, then withdraw as completely as if they were stand-

ing on blocks beneath a hayloft. Their dues investment is tied up, too.

Of course, they continue to get association mailings, plus the value of services which are rendered all around the year. But their withdrawal from personal participation in organization affairs cheats them of enjoyment from belonging.

Zest flows from activity, from doing things with people. It is generated by a lively correspondence with fellow members and headquarters. It is a by-product of creative thought and discussion, as committeemen experience every year. They draw maximum satisfaction from the purposeful nature of their exchanges. Comparing the latter with social club involvements, they can agree with the Eighteen Nineties Newporter who commented, "Work is pleasure: pleasure is work."

Your membership, like your 1968 car, is for year-round performance. Don't let it rust for lack of use.

* * * * *

Old Airplanes Bring \$300,000 at Auction

Thirty antique aircraft sold for approximately \$300,000 in an auction at Santa Ana, Calif., late in May. Top seller was a Sopwith Camel that brought \$40,000.

One purchaser paid \$96,000 for six World War I fighters. The same man paid \$1,900 for a World War I ambulance.

The planes were part of a collection assembled by two movie stunt flyers, Frank Tallman and the late Paul Mantz. The auction was held at the Movieland Air Museum.

* * * * *

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Located in friendly downtown Los Molinos, Calif., only place of its kind in a 40 mile radius. Ideal climate, year around business.

20' diameter, power driven, revolving selling platform for easy display of group furniture; 20' x 50' auction platform; 8' x 40' loading dock, seats 170 people in chairs with plenty out of the way standing room.

Auctions every Friday at 7:30 P.M. Commissions, 20% and 25%. Built on honest dealings and has respect of the community. Wish to sell to a reliable auctioneer for full price of \$28,500, complete and operating. Can assume loan of \$8,500 at 7%.

This is an ideal family operation

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Phone (916) 384-2302



Washington State Has Enthusiastic Meeting

Members of the Washington State Auctioneers Association gathered at the Chinook Hotel in Yakima, May 19, for an afternoon and evening of real fellowship. A good attendance was recorded and the round table discussions proved to be educational as well as entertaining.

Bernard Hart, Lincoln, Nebr., was a special guest at the meeting. National Convention proved to be an interesting subject and much interest in attending the Oklahoma City event was expressed. Possibilities of a Group Plan plane trip to Oklahoma City met favorable response and a committee was appointed to explore this further and report to the membership.

An important item of business was the approval of staging a Western Auctioneers Convention, next summer. Washington auctioneers will sponsor the event which will probably be held at

Spokane, and auctioneers from the states of California, Oregon, Idaho, Montana, and other western states will be invited. Wes Wendt, Granger, was appointed Chairman of this event.

From the attitude of those meeting in Yakima, it looks as though the Washington State Auctioneers Association is definitely on the move. Bob Losey, Renton, is president of the group, and Bud Chapman, Seattle, is Secretary-Treasurer.

* * * * *

A Corpsman's grandmother sent him a new shirt for his birthday. Unfortunately the shirt had a size 14 collar and the Corpsman had a size 16 neck.

He dutifully wrote her: Dear Granny, Thanks a heap. I'd write more, but I'm all choked up.

* * * * *

Most traffic problems are caused by suburban, urban and bourbon drivers.

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NATIONAL AUCTIONEERS ASSOCIATION CONVENTION

The SHERATON-OKLAHOMA Hotel
Oklahoma City, Oklahoma

July 10-11-12-13, 1968
Convention Chairman—V. K. “Doc” Crowell

PROGRAM

Wednesday, July 10, 1968

2:00 P.M. to 7:00 P.M. - Registration, Cotillion Lounge
3:00 P.M. - Board of Directors (NAA) Meeting

NAA OFFICERS

President: Ralph W. Horst Marion, Pa.
1st Vice President: Bob Penfield Bowman, N. D.
2nd Vice President: Jim Messersmith Jerome, Idaho
Secretary: Bernard Hart Lincoln, Nebr.
Treasurer: Henry Rasmussen St. Paul, Nebr.

BOARD OF DIRECTORS

Ken Barnicle Ellisville, Mo.
Paul W. Calkins Peru, New York
Warren Collins Jesup, Iowa
John L. Cummins Cynthiana, Ky.
Morris Fannon Pennington Gap, Va.
Dean W. Fleming Atkinson, Nebr.
Edwin B. Fulkerson Jonesboro, Tenn.
Vernell Johnson Hartford, S. D.
Russell E. Kehr Hanover, Pa.
Russell Kiko Canton, Ohio
John A. Overton Albuquerque, N. M.
Fred Quick Aurora, Illinois
Fred Sherlock St. Francis, Kansas
Si Williams Caldwell, Idaho
Brad L. Wooley Little Rock, Ark.

8:00 P.M.—Amateur Contest—Sons and Daughters of Auctioneers,
Ed Vierheller, Master of Ceremonies, in the “Oklahoma” Room.



It's that time again. We have been looking forward to this year's convention in Oklahoma City since we were in Chicago last July. I would like to urge all auctioneers who can possibly attend to do so. It will certainly be worth your time and expense to be in attendance at this National Meeting. According to the program in the June magazine Bernie and the fellows in Oklahoma have come up with an outstanding three days of work and entertainment.

We will be there with the Auctioneer Hats and Blazers as well as our magnetic signs and will be looking forward to seeing all you men once again.

There is still a lot of hot weather ahead for this summer so order your milas straw hats now. We have a large supply in stock of both summer and winter Auctioneer Hats and the Flannel Blazers with either the Auctioneer Emblem or the National Realtor Emblem.

The "Auctioneer" Hats.....\$11.95 plus 4% sales tax

The "Auctioneer" Blazers.....\$35.00 plus 4% sales tax

We will be looking forward to seeing you all at the Convention.

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N. C. 28208

See preceding and following
pages for ordering information.

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OVER AGAIN...**



This attractive EMBOSSED SIGN is your answer to the age-old problem of how to advertise your business on your personal car without applying a permanent sign to your car door. Held in place by thousands of gripping magnets imbedded in special backing, this sign will not scratch or marr the surface of your car door in any way, and can be put in place and removed in a matter of seconds.

SPECIAL CONVENTION OFFER

10% discount on all signs ordered at Convention or received by August 1, 1968.

We are offering the following sizes — one for cars and one for trucks — in red and black colors (see preceding page for color illustration):

CARS — 8" x 20"

1 SET(2)—\$22.00 @ \$11.00 each—2 SETS(4)—\$40.00 @ \$10.00 each
6 SETS(12)—\$108.00 @ \$9.00 each

TRUCKS — 16" x 20"

1 SET(2)—\$30.00 @ \$15.00 each—2 SETS(4)—\$56.00 @ \$14.00 each
6 SETS(12)—\$156.00 @ \$13.00 each

When ordering send only typewritten copy (two lines), number of sets, and size. Also send full amount plus 4% sales tax, and we will ship postage paid. Shipment will be made within 10 days from receipt of order.

Come by and visit with us at the Convention. We will be set up near the registration desk.

COLONEL W. CRAIG LAWING

5521 Belhaven Blvd. — Charlotte, N. C. 28214

Thursday, July 11, 1968

8:00 A.M. to 5:00 P.M. - Registration - Cotillion Lounge

- 9:00 A.M. Breakfast - Oklahoma State Auctioneers Association—"Sunset" Room
- 10:00 A.M. Meeting of Auditing Committee—"Adriatic" Room North
Meeting of Grievance Committee—"Adriatic" Room South
Meeting of Resolutions Committee—"Oldtimers" Room North
- 12:00 Noon Luncheon—"Antique" and "Baroque" Rooms,
Special Guest, Dewey Bartlett, Governor of Oklahoma
Group singing of The Star Spangled Banner
Pledge of Allegiance to the Flag
Invocation—
Introduction of Convention Chairman
Greetings from Oklahoma State Auctioneers Assn. . . . Col. Orval Free,
President, Oklahoma State Auctioneers Assn.
Welcome to Oklahoma Hon. Dewey Bartlett

RECESS

- 2:00 P.M. Reconvene in "Florentine" Room
President's Address—Col. Ralph W. Horst
- 2:30 P.M. "Building For The Future" Col. B. L. Wooley, Little Rock, Arkansas
- 3:00 P.M. "The American Way of Life" Calvin D. Johnson, Special Consultant
on Public Affairs, NEW HOLLAND, Div. of SPERRY RAND CORP.
- 4:00 P.M. Special Business Meeting (Adoption of By-Laws)
- 4:30 P.M. ADJOURN
- 6:00 P.M. Buffalo Barbeque—"Antique" and "Baroque" Rooms
- 7:30 P.M. Fun Auction—"Florentine" Room

Friday, July 12, 1968

- 8:30 A.M. to 5:00 P.M. - Continued Registration - Cotillion Lounge
- 9:30 A.M. CALL TO ORDER - "Antique" and "Baroque" Rooms
"Bid Calling Seminar" Col. Paul Calkins, Peru, N. Y., Leader
- 10:30 A.M. "Ring Men, Their Use and Duties" Col. George Shults, Enid, Okla.
- 11:00 A.M. "Auctions of New Furniture" Col. L. M. Boatwright, Marion, Ind.
- 11:30 A.M. "Furniture Auction Markets" Col. Russell Kehr, Hanover, Pa.
- 12:00 Noon RECESS

- 1:30 P.M. CALL TO ORDER—"Antique" and "Baroque" Rooms
 "Opening the Auction". Col. Warren Collins, Jesup, Iowa
- 2:00 P.M. "Registered Livestock Auctions and Their Future"
 Col. Ray Sims, Belton, Missouri
- 2:30 P.M. "Livestock Auction Markets". Col. C. O. Emrich, Norfolk, Nebr.
- 3:00 P.M. "Selling Heavy Equipment". Col. L. H. Nelson, Jr., Amarillo, Texas
- 3:30 P.M. "Selling the Horse Auctions". Col. Ike Hamilton, West Monroe, La.
- 4:00 P.M. "Real Estate the Auction Way" Col. Delbert Winchester, Enid, Okla.
- 5:00 P.M. ADJOURN
- 8:00 P.M. Entertainment by "The Edwards Indian Dance Troup"—"Florentine" Room
- 9:00 P.M. Dancing to "Bill Boyd and The Buckshots", Western Band,—
 "Florentine" Room

Saturday, July 13, 1968

- 8:00 A.M. Breakfast Meeting of National Officers and Directors, with State Association Presidents and Secretaries as Guests in the "Sunset" Room.
- 9:30 A.M. CALL TO ORDER—"Antique" and "Baroque" Rooms
 "The Values of Salesmanship". Col. Grover Howell, Dallas, Texas
- 10:30 A.M. "
- 11:00 A.M. "Benefit Auctions Can Benefit You"—Col. John Fishdick, Eagle River, Wis.
- 11:30 A.M. "Farm Equipment Auction" Col. Mylon Wegener, Humphrey, Nebr.

RECESS

- 1:30 P.M. "Memorial Service Recognizing Deceased Members"—"Florentine" Room
 Business Meeting—"Florentine" Room

GENERAL BUSINESS MEETING

Reading of the minutes of the previous meeting
 Consideration of financial statements and reports
 Report of Auditing Committee
 Report of Resolutions Committee
 Report of Grievance Committee
 Consideration of other business
 Report of Nominating Committee
 Election of Officers
 Election of Directors
 Acceptance Address of New Auxiliary President
 Acceptance Address of New NAA President
 Announcements from the Board of Directors

- 4:00 P.M. ADJOURN
- 4:10 P.M. 1967-68 Officers and Directors Meeting—"Oriental" Room
- 6:30 P.M. GRAND BANQUET—Presentation of Awards—"Antique" and "Baroque"
 Rooms—Speaker, Mr. Ed Foreman, Las Cruces, N. M.
 Dancing—Al Jennings, jazz band.

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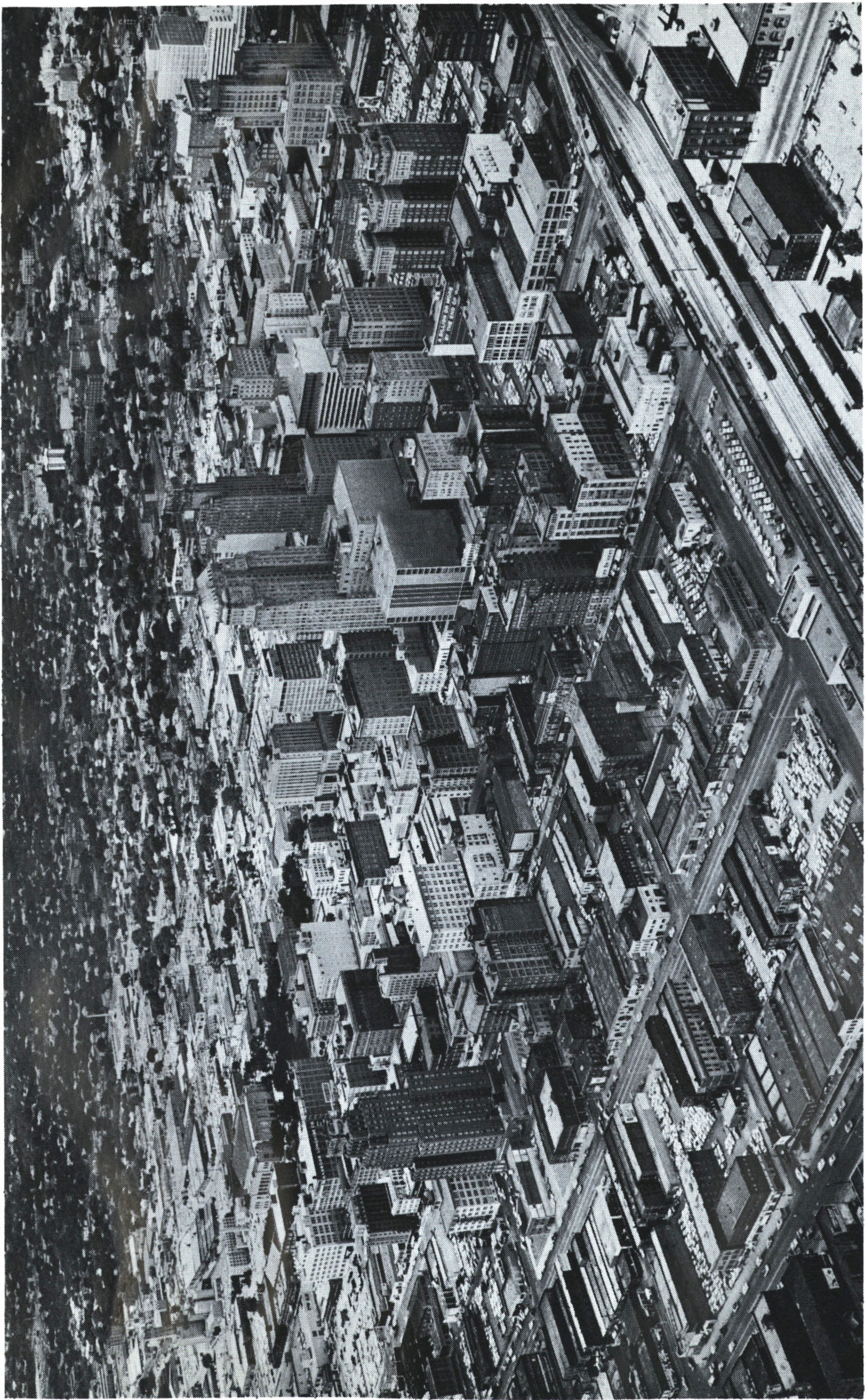
ENTERTAINMENT COMMITTEE

Doc Crowell, Oklahoma City, Okla.

Wayne Casteel, Lucien, Okla.



Al Jennings is a master musician of jazz. He has played with the greatest names in music—Bunny Berigan, Red Nichols, The Andrews Sisters, Russ Morgan, Harry James. They will furnish music for our Saturday night Convention Dance.



Visible for miles is the imposing skyline of Oklahoma City, which is dominated by two forty story skyscrapers. Oklahoma City is indeed a big city big in energy and size. It covers 650 square miles of area, making it the nation's largest city.

Grover Howell Heads Texas Auctioneers

Grover Howell, Dallas, was elected President of the Texas Auctioneers Association at the annual meeting held June 14-15 at the Continental Houston Hotel in Houston. Named to the post of 1st vice president was Bob Askew, Houston, and Henry Storey, Brownwood, was elected 2nd vice president.

Dub Bryant, Big Spring, is the newly elected Secretary-Treasurer. J. O. Lawlis, Houston; Donald Patterson, Plainview; and Michael Morrow, San Antonio, were elected to three year terms on the Board of Directors.

J. O. Lawlis and Ed H. Broline, San Antonio, are the retiring president and secretary-treasurer, respectively.

Principal speaker of the day was Walter S. Britten, Bryan, Tex. Col. Britten described in brief the over-all importance of the auction profession, the acceptance by the public of selling

and buying at auction and the futures offered in the field. Bernard Hart, Secretary of the NAA, told of the progress of the NAA, especially since moving the headquarters to Lincoln, Nebr. He also gave the highlights of the coming National Convention at Oklahoma City, and it was indicated that a large number of Texans would be in attendance.

Saturday afternoon was devoted to a discussion of a proposed license law. A sample law was presented and explained. It was the opinion of those attending that several changes be made in the original draft and a special membership meeting be called in September to again review the proposal and decide if it should be presented to the state legislature.

A Fun Auction was held on Friday evening and it was the opinion of the group to donate the entire proceeds to the NAA Building Fund. A Banquet on Saturday night closed the convention with an initiation of the new officers. It was voted to hold the 1969 convention in Lubbock.



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Larry Otten, El Paso, Texas, (second from left) and Braddock Ogle, Phoenix, Ariz., watch as the buyer of the Flamingo Motor Hotel at Yuma, Ariz., presents check for down payment to the seller. This came at the close of an auction, held June 8, at which time Cols. Otten and Ogle of the Braddock & Company real estate auction firm had sold the property for \$600,000. Both auctioneers are graduates of the Missouri Auction School and are members of the National Auctioneers Association.

The Complainer

Mr. Auctioneer, I got complaint.
 You sell my wife, something which ain't
 worth the price she pay in your store.
 And now by gosh I'm good and sore.
 You see yesterday, when home she come
 her arms full of junk, and a clock on
 the bum,
 a cracked dish and other things so what
 I do
 I sit down and write to you.

My wife watches for every sale
 she makes them all never fail.
 Sits and watches with her eye
 till she finds something she can buy.
 She buys anything, some don't work.
 And to our house she adds more dirt.
 But worse of all, she spend whole pay
 check.

I think some day I'll wring her neck!

My daughter has joined my wife
 and she too, has gone out of my Life.
 The only female left is my mother-in
 law.

If she goes, that's the last straw.
 When I come home from work: No
 wife, no supper,
 this time I'm hurt. By gosh, I don't
 know what to do.
 So I sit down and eat a can of stew.

When my wife come home, I give her
 well.
 She stayed to the last thing, you had
 to sell
 but one good thing, you don't have
 credit card.
 I'm so mad, I throw everything in the
 yard.

My wife she sits down and she cry just like rain from the sky.
I tole her plenty time before not to go near your store, but I might as well talk to wood—to talk to her does no good.

Now, Mr. Auctioneer, I ask you.
Just what am I gonna do.
Nothing works that I try.
Should I walk out and say goodbye.
I hate to do something rash.
Maybe I should let you sell this trash
Wait! I found something worth some money.
The feuds over, I'm calling my wife honey,
Send me a notice of your next sale.
My wife, daughter and I will be there never fail.

P. S. My Mother-in-Law—too.
Author unknown
Submitted by E. P. Gillespie, N. J.

\$600,000 At Auction For Arizona Motel

An auction of the Flamingo Motor Hotel in Yuma, Ariz., saw Tom Hallahan, Buena Park, Calif., pay \$600,000 to be the high bidder and new owner of the property.

The property consisted of 4.2 acres of land, 82 rooms, a swimming pool, shuffleboard court, four rentals, restaurant, cocktail lounge and all furnishings.

Selling took place in the dining room

of the Hotel with NAA members, Brad Ogle, Phoenix, Ariz., and Larry Otten, El Paso, Tex., conducting the auction.

* * * *

Most political speeches are like steer horns. A point here, a point there, and a lot of bull in between.

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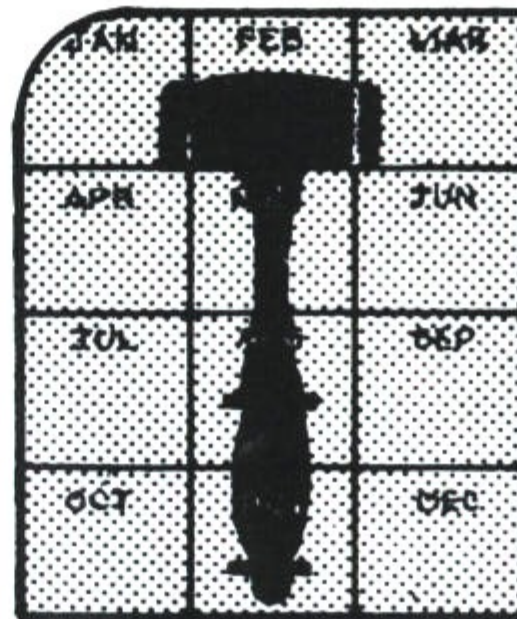
WEAVER'S AUCTION
2332 E. Melrose, Walla Walla, Wash. 99362



Bud Chapman, Seattle, Wash., auctioneer with his sound truck as he was selling one of the 105 houses for the Port of Seattle. These houses had to be moved from their present location to make room for the expansion of the Seattle airport. Mr. Chapman, who is Secretary-Treasurer of the Washington State Auctioneers Association, was associated in the selling by auctioneers Bob Losey, Art Lee and Bill Cloes, all WSAA members in the Seattle area. The houses sold far in excess of their appraisal and it proved a lucrative venture for the auctioneers.



Remember these? If you lived before the days of P. A. systems, you will. Virgil Scarbrough, Quincy, Ill., demonstrates an early day megaphone.



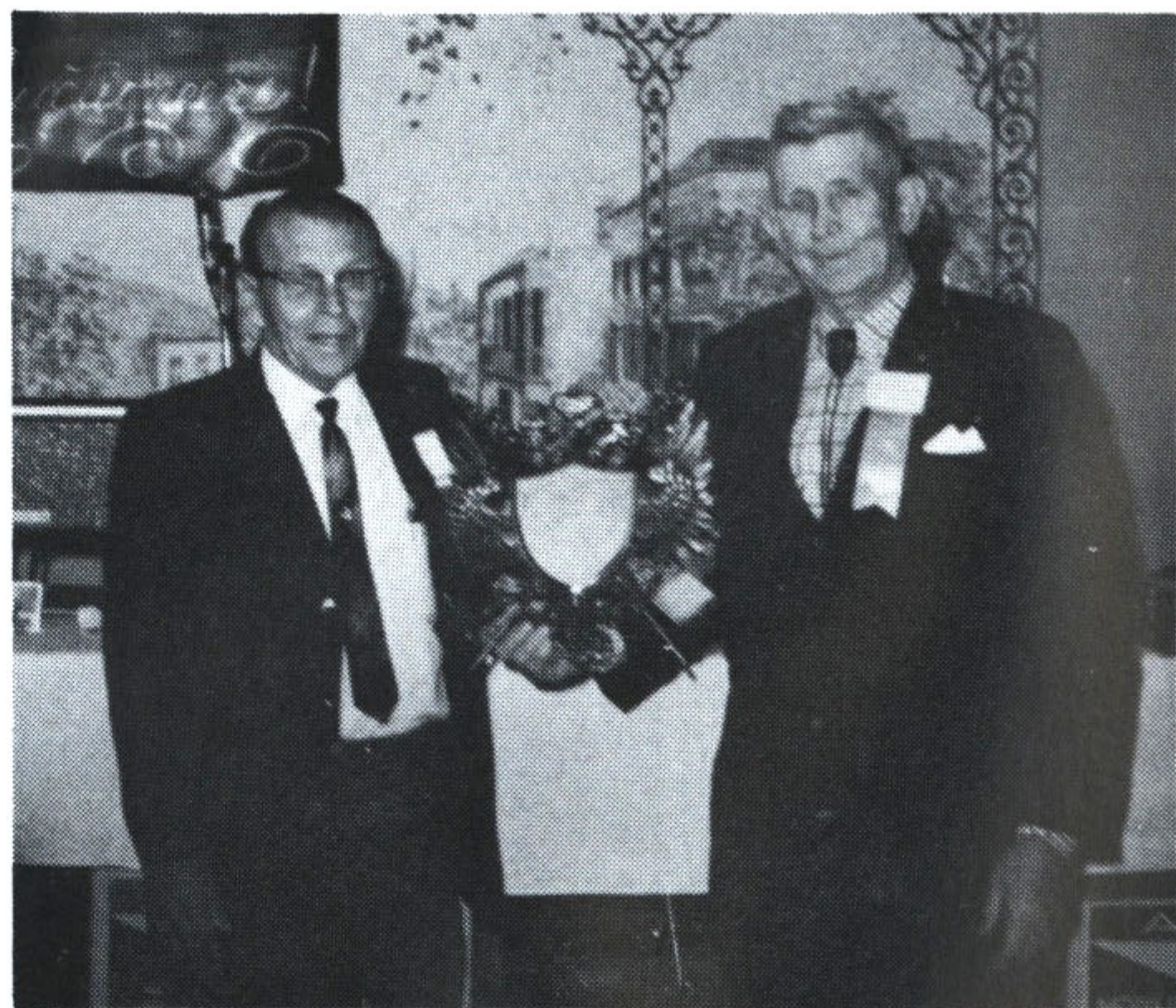
Convention Dates

July 11-12-13—National Auctioneers Association, Sheraton-Oklahoma Hotel, Oklahoma City

July 27-28—Mississippi Auctioneers Association, Cleveland, Mississippi

October 26-27—Iowa Auctioneers Association, Hotel Burlington, Burlington

December 7-8—Virginia Auctioneers Association, Natural Bridge Motel, Natural Bridge



Col. F. E. "Red" Springer (right) receives a beautiful double eagle design plaque from the Oklahoma State Auctioneers Association in recognition of his many contributions to the organization. V. K. "Doc" Crowell made the presentation on behalf of the state association.

Mule Auction Stirs Memories of Past

Many old-timers felt a twinge of nostalgia recently when the State Penitentiary at Parchman, Miss., auctioned off twenty-five mules at the prison farm. Once a vital part of the Delta Farm scene, the stubborn mule has been almost entirely replaced by mechanization.

Among those attending the sale was Col. Ray Lum, who will long be remembered by Delta farmers. Col. Lum is probably one of the oldest mule auctioneers in the country.

Col. Howard Reed, NAA member, of Cleveland, Miss. conducted the sale, and reported that bidding for the long-eared hybrids was very lively. Buyers from five

neighboring states competed in bidding on the animals.

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 Col. John Freund—Omro
 Col. Fred C. Gerlach—Brookfield
 Col. Dean George—Evansville
 Col. W. C. Heise—Oconto
 Col. Walter Nowatske—Mukwango
 Col. Williard Olson—Delavan
 Col. Gerald Pearson—Plainfield
 Col. LeRoy Teske—Berlin
 Col. Howard Thompson—Evansville

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 Quebec
 Col. Ken Hurlburt—Ft. Macleod, Alta.
 Col. Ross Kemp—Stratford, Ont.
 Col. Arthur O. Robatzek
 —Swift Current, Sask.
 Ladies Auxiliary to the NAA

* * * * *



Dear Friend Bernie:

Just received the June issue of "The Auctioneer." It is a most interesting issue and it has been read from cover to cover.

Last July, as we left the National Convention in Chicago, and bid friends from around the nation a safe trip home and "Will see you in Oklahoma City, next year, "little did we realize that our family would be unable to attend. It all happened in a matter of a split second on February 24th. Our son, Ernest, was released on April 13th and in a leg and part body cast for the next seven weeks, but is now out of the cast and around on crutches.

I was released from the hospital May 6th but will be on crutches for four months, but I am back at my auction business and sales continue to be good.

Mrs. Bloomer still remains in the hospital, this being her 16th week. She is progressing but her broken legs are slow in mending.

Bernie, we were so happy to have you and Mrs. Hart visit us here at the hospital three weeks after the wreck. It meant so much.

We know the National Convention in Oklahoma will be a great one and we planned to be there but are just thank-

ful we are all alive and someday we will be home as a family again.

Greetings to all and may the next year be a great one for each auctioneer and their respective families. Our thoughts will surely be with you all July 10th through the 13th.

Auctioneeringly,
F. E. "MIKE" BLOOMER
Glenwood, Iowa

* * * * *

Dear Col. Hart:

I didn't have any application form but I am sending a new member, his name and address on a check blank.

I hope to see you at the NAA convention. I have already announced that I will not have a sale at my place, July 11 and 13, that I planned to go to the National Convention.

We have a sale of furniture and miscellaneous every Thursday night and every Saturday afternoon. We plan to have our July 4th sale as usual and then close up for the Convention. If the Lord is willing I will see you there.

Your friend,
F. E. "RED" SPRINGER
Red Oak, Oklahoma

* * * * *

Dear Bernard:

Find enclosed my check for five dollars for Booster Page listing. Surely can't understand why more of our fine members do not contribute to this. I know

we all check it every issue and it sure would be nice if everyone got aboard. In our travels we could use it for reference on passing through certain sections of our country and perhaps stop long enough to say hello.

Thanks,
ROBERT D. MOORE
Parkersburg, W. Va.

* * * * *

BY STEPHANIE FULLER

"I'm starved. Have you eaten yet, Betty?" asked Gloria.

"No, I'll eat Sunday," replied Betty.

Hundreds of volunteers at Channel 11 have pushed aside their ordinary daily routines and have thrown themselves full-speed-ahead into the educational television stations second annual auction which began in a blaze of color and confusion.

"Don't stand in front there. You're blocking the camera.... The runners aren't moving fast enough... Ladies, will everyone please step out of the aisles... That's ridiculous. Fifty dollars for a bear... Don't just stand there, faint or something..."

A dark haired young man hung up a telephone and said, "I don't care if her husband left her or not. She wanted to complain that we're giving away things too cheaply. I guess she just wanted to talk."

More than 60 volunteers are on the telephones at all times and can barely keep up with the calls. Runners, many of them Latin school students, relay bids which are recorded on boards behind the auction tables.



MORE "RED MEAT" BEEF -- THE MILK TO MAKE IT PAY!

A major packer recently instructed its cattle buyers to "Buy every Red Poll you can get your hands on." As an auctioneer selling cattle, would you like to know why? Write

THE RED POLL CATTLE CLUB OF AMERICA
3275-A Holdrege St., Lincoln, Nebraska 68503

Then there is a "Kwickie" board of less expensive articles, the "Special Presentations" board for donations such as cars, and the "X" board for extra large items that cannot be placed on one of the tables.

"What amazes us is everyone is so eager to help," commented a station representative. "People volunteer to do the menial as well as the big tasks. Donations come from everywhere. Just this morning someone who wishes to remain anonymous gave us a 1960 Rolls Royce to sell."

The noise, the confusion, the fun will continue from noon to midnight daily thru Saturday. To viewers the auction offers the opportunity to buy many articles for less than retail value and to see a number of widely-known personalities—Sammy Davis, Jr., Gayle Sayers, Celeste Holm, Harry Volkman, Gloria de Haven, and Johnny Morris, to name a few. To volunteers it offers a fine opportunity to lose weight. (Chicago Tribune)

* * * *

We're constantly amazed at these young things with their fancy hairdos and skin tight pants. And the girls are even worse.

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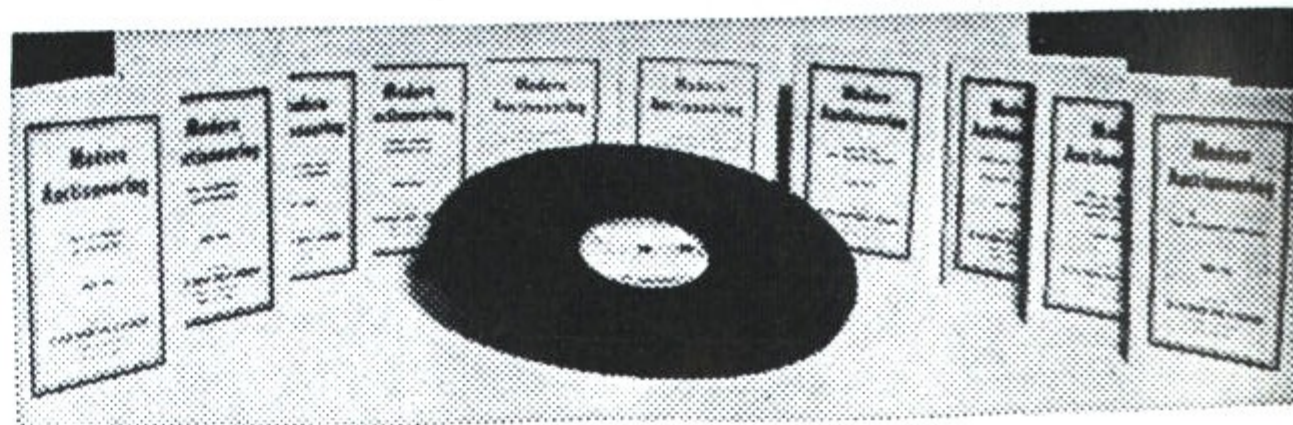
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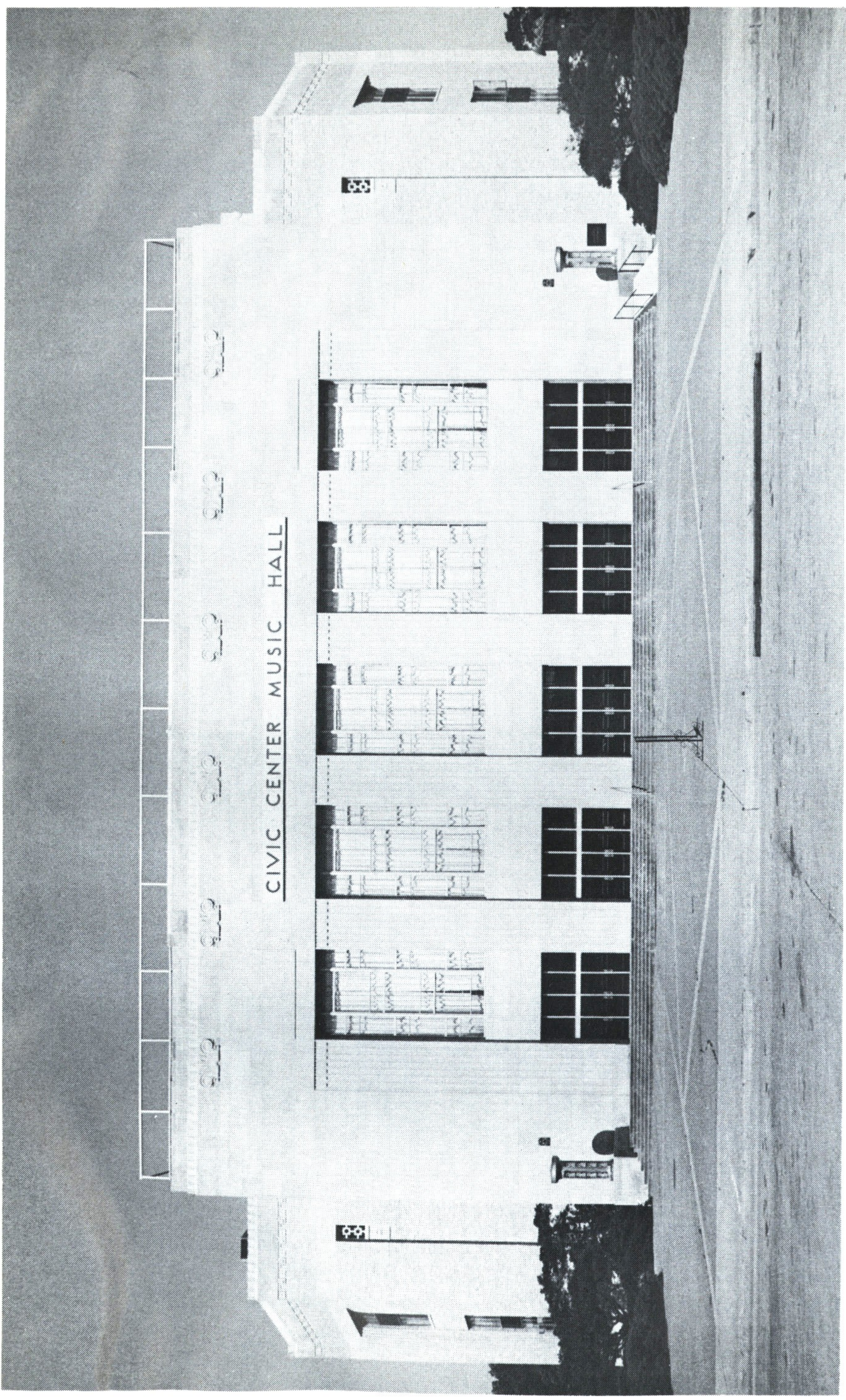
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Farm Auctioneer A Part Of Rural American Scene

BY ELIZABETH HATLEN

The insistent, repetitious and persuasive cries of the farm auctioneer are likely to long remain a part of the rural American scene. Like the ancient sirens luring Ulysses with their plaintive wails in Homer's Odyssey, the popular auctioneer can cast a similar spell over the farmer. Most farmers would scoff at the idea of an afternoon of shopping in the city, but the call of the auctioneer tings differently. To stand in below zero temperatures (all afternoon if necessary), mill around with the crowd, talk things over with his neighbors while following the auctioneer, that's living!

With farm auctions at a peak this time of year, one of the busiest people is Dean George, Evansville auctioneer. Although most of his sales are in Southern Wisconsin, he occasionally goes out of State, sometimes traveling as far as 250 miles to conduct an auction. George became interested in auctioneering at the age of 10. "I started to sell when I was 21 and at that time it wasn't easy getting started in the auctioneering business," he recalls. "Three prominent auctioneers in the Evansville area then were Dan Finnane, Jack Ryan and W. S. Finneran. I owe much of my success to Finneran, who was a great help in getting me started."

He also gives credit to the 4-H Club in which he was active for 10 years. "I was a delegate to National 4-H Congress in Chicago in 1930. Mrs. Harold Klusmeyer, our club leader, helped me to overcome shyness when appearing before a crowd," he says. "I understand she also tutored another auctioneer, Col. Fenrick of Janesville."

George's name attached to a sale bill has come to mean a good following built up over the years, so good, in fact, that a great many of them he knows by name, often joking with them or prodding them along to raise the bid. When the day of

the auction arrives, he says the auctioneer's job is to make it go and to know something about what you are selling.

It's interesting to watch an auctioneer at work, especially George. His trained eye quickly spots the best prospects and he watches them closely. Farmers and auctioneers often seem to possess a language all their own. So, if you're new to the auction scene, tread softly, a nod, a wink, tip of the hat or some other false move and you might find yourself the owner of whatever he happens to be selling.

In answer to the rumor that the family farm is disappearing from the scene, he says he doesn't think this is true. "Actually," he commented, "operators of family size farms of 80 to 120 acres are better off than on larger farms." These farmers, he said, can get a job off the farm to boost the income, participate in the government program and still maintain some type of farming operation. On larger farms, he noted, dependable help is nearly impossible to find. A sale often means a farmer is merely changing his type of operation, a change necessitated more often now with times changing, he pointed out.

Dean and his wife, Harriet, with the help of their two married sons, Kent and Terry, presently own and operate 1000 acres north of Evansville. They also have two younger sons, Paul and Dean Jr., both in school. The family maintains a herd of 50 purebred Angus beef cows, a dairy herd of 80 Holstein cows, and raise 400 purebred Duroc hogs each year. George is a director of the Footville State Bank and supervisor of Union Township. He is a former member of the Wisconsin Livestock Breeders Association and the Rock County Fair Board.

JANESVILLE (Wis.) Daily Gazette

Across The Country

BY BERNARD HART



MARLOWE, the Magician, will entertain the young people at the National Convention on Friday afternoon. MARLOWE is nationally known for his abilities and he will have some "brand new" acts for his Oklahoma City engagement. Sorry ladies, you can't go. MARLOWE has been engaged to furnish this entertainment while the Auxiliary Program and Annual Meeting is in session.

* * * * *

Sotheby's of London have opened a branch in Toronto, Ontario. We received a report of their first auction from one of our Canadian members who described it as, "conservative, dignified, courteous, gracious, honorable and all around monotonous." The writer is a graduate of an American auction school where auctions provide a certain amount of color and excitement along with the dignity, etc.

* * * * *

"Top grade dairy cows brought from \$400 to \$600 in our sale last night," writes Ernie Kueffner, Hartford, Wisc. Ernie holds bi-weekly consignment sales at his "Fullpail Sales Arena," along with special sales of registered dairy cattle from time to time.

* * * * *

Auctions six days a week at the World's Largest Livestock Auction Market will commence the first week in September. This announcement was made recently by C. O. "Ces" Emrich, co-owner of the Norfolk (Nebr.) facility. Different types livestock will be sold each day in the forenoons and the

schedule also includes afternoon auctions.

* * * * *

First sale of registered livestock to pass the million dollar figure was the dispersion sale of Haystack Angus Ranch, Longmont, Colo., June 3-6. \$1,066,030 was paid for 1,289 lots in the four days of selling. Two of the auctioneers who handled the auction duties, Ray Sims and Paul Good, are NAA members.

* * * * *

Forke Brothers, Lincoln, Nebr., were featured in the magazine section of the June 9 issue of the Omaha World-Herald. Ten pictures were used in the three page article which featured an auction of road construction equipment at Rapid City, S. D. The question, "Are the Forkes members of the NAA?" is one that I have been asked many times, particularly at state conventions. I am pleased to report that Avery Forke, Don Forke and Marvin Spitsnogle of the Forke firm have been NAA members for many years as was the late H. D. Forke, one of the firm's founders.

* * * * *

Fred E. Bartels, retired auctioneer and rancher of Gettysburg, S. D., died recently at the age of 65. Mr. Bartels was once a member of the National Auctioneers Association.

* * * * *

An auction sale has liquidated the collection of canes, commemorative spoons and other articles that the late Herbert

one of the most interesting auctions ever held in New Jersey, and drew an extremely large crowd in spite of an all day rain.

* * * * *

NAA member, E. S. "Bud" Van Berg, Sterling, Colo., has been elected a director of the Security State Bank in Sterling. Bud is manager of the Sterling Livestock Commission Co., and is also associated with members of his family in the operation of the Columbus Livestock Commission Co., Columbus, Nebr.

* * * * *


Bouquets of the month should go to Bud Chapman, Secretary of the Washington State Auctioneers Association. Bud sold a benefit auction for the teen agers at a new school who were raising money to buy sporting equipment, choir robes, etc. The school donated the area for the auction, the kids gathered the merchandise, the parents furnished the dray

service, chauffeur service, items, time and patience. Bud donated his time, truck and clerk (Mrs. Chapman) and raised over \$5,000. Their goal was \$1200.

* * * * *

While we are on the subject of Washington State, members of the WSAA are planning a pot-luck dinner on Lake Sammamish, August 18. They'll have water skiing, boat rides, games, prizes, food and fun. I would guess they would welcome guests from other states. Attention, vacationing auctioneers.

* * * * *

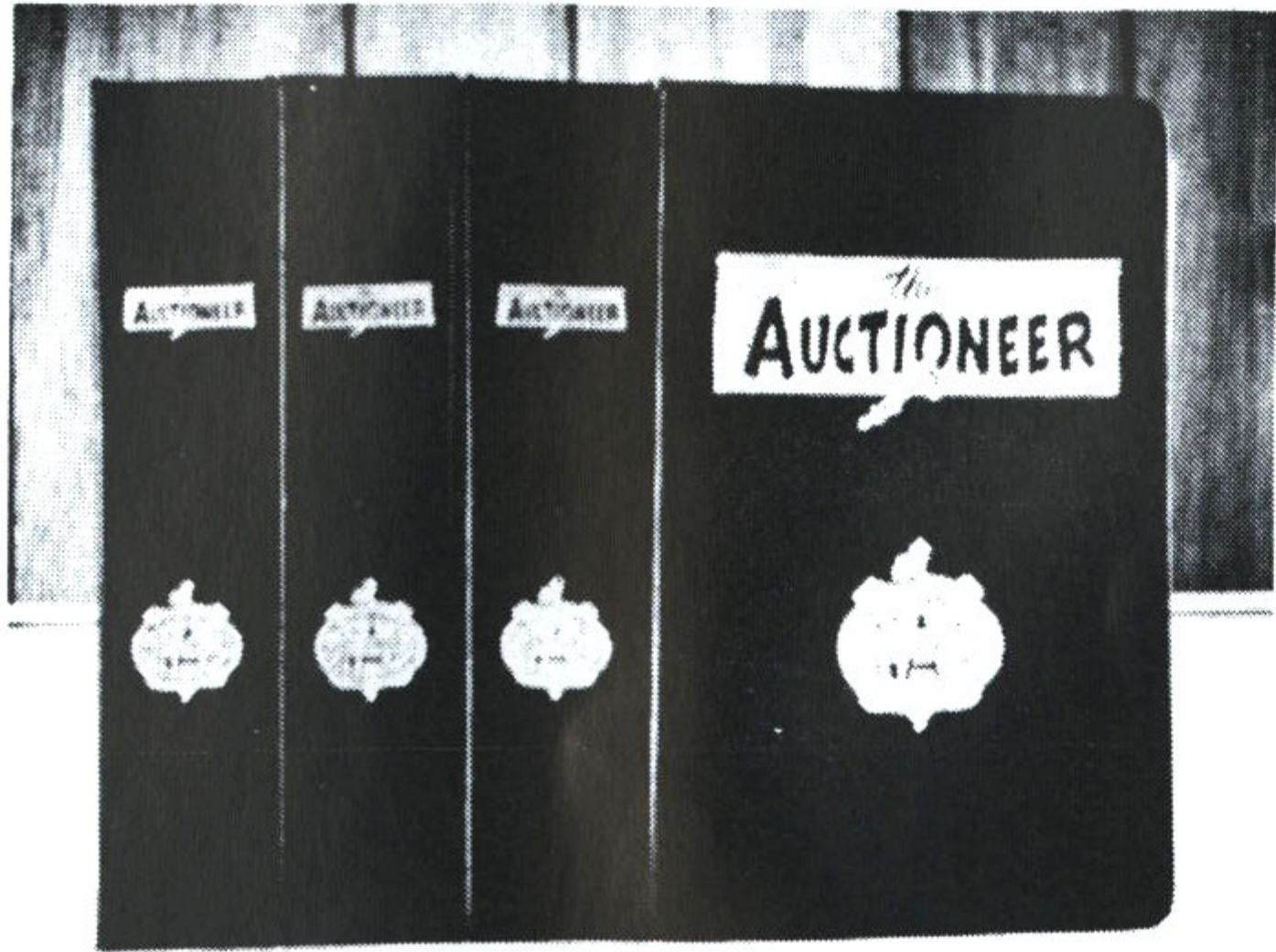


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The Lighter Side...

Back Off, Sonny!

An old man was sitting on the porch of a little village store when a big, shiny car drove up with two strangers in it.

"Hey, grandpa," one of them called out derisively, "how long has this burg been dead?"

The old man looked at them carefully over the rim of his spectacles before he replied: "Not long, I guess, you're the first buzzards I have seen."

* * * * *

Resourceful

The young bride had bad news for her husband when he returned from doing the chores the first Sunday morning. "I feel terrible," she sobbed. "I was pressing your suit for church and burned a hole in the seat of the trousers."

"Aw, don't worry about that, honey," said the husband, "I have another pair of pants for that suit."

"Yes, I Know," said the bride. "And it's lucky you have. I used them to patch the hole!"

* * * * *

Dents To Prove It

Gas station attendant to teen-age motorist with dented fender: "I don't know if I should sell you any gasoline or not. It looks to me like you've had enough."

* * * * *

Coming To This?

A mother reports being somewhat shocked to hear her young son, just home from school, singing, "My country 'tis of thee, sweet land of L.S.D."

Attaboy!

The teacher had explained the various phases of Communism, Fascism, and Nazism. Then turning to one of the students, he said, "Bob, and what would you do with these isms?"

"I'd make them all wasms," came the prompt reply.

* * * * *

Unpardonable!

"Now, tell me about this dream you had," said the psychiatrist.

"Well," began the lady patient, "I dreamed I was walking down the street with nothing on but a hat!"

"And did you feel embarrassed?"

"Did I! I suddenly realized it was last year's hat!"

* * * * *

Too Much of a Strain?

Doctor: You must avoid all forms of excitement

Patient: Can't I even look at them from across the street?

* * * * *

Just Like Banking

The city banker was out calling on some of his loan accounts. At a cattle feeder's farm he nodded toward a man in the feedlot and said knowingly to the feeder, "I suppose that's the hired man."

"Well, no," said the feeder, with tongue in cheek. "That's the first vice-president in charge of steers!"

Good Reason

Farm Father: Son, why are you wearing my raincoat to town?

Teen-Age Son: You want me to get your new suit wet?

* * * * *

Can Dream, Anyway

The agriculture school dean was interviewing the freshman who had enrolled. "Why have you chosen this career?", he asked.

"I dream of making a million dollars in farming like my father," replied the freshman.

The dean was impressed. "Your father made a million in farming?" he asked incredulously.

"No," replied the student, "but he always dreamed of it!"

* * * * *

Too Advanced?

Wife to husband, who was reluctant to help his small son with his school homework:

"Better help him while you can—next year he goes into the fourth grade, you know!"

* * * * *

Sheer Poetry

City Man: My wife is so poetic. She wakes me at sunrise, and says, "Lo, the morn'."

Friend: Mine does the same thing—but she says, "Mow the lawn!"

* * * * *

Wrong Occupation

The golfer was having a bad time on the links. Finally, on the thirteenth hole, he picked up the ball and threw it as far as he could, broke his clubs, then sat on

the grass and moaned: "I've got to give it up! I've got to give it up!"

"Give up golf?" his caddy inquired anxiously.

"No, no," cried the golfer, "The ministry."

* * * * *

How Sad

Examining the injured knee of his curvaceous young patient, the doctor inquired, "What's a joint like this doing in a nice girl like you?"

* * * * *

Run For The Roundhouse

An Eskimo mother was sitting in the igloo reading from a storybook to her small son.

"Little Jack Horner," she read, "sat in a corner."

"Mother," asked the boy, "what's a corner?"

* * * * *

Smarter Than We Are?

First Farmer: Do you think there's

First Farmer: Do you think there's intelligent life on Mars?

Second Farmer: I sure do. You don't see them wasting \$30 billion to find out if there's life on earth!

* * * * *

Now Where?

Mother: How's your son doing in the army?

Second Mother: Wonderful. They just made him Court Marshal.

* * * * *

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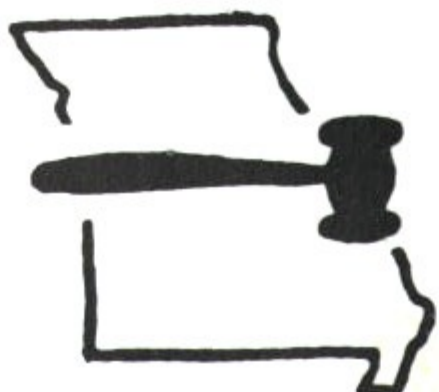
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For more information please contact us advising how long you have been an auctioneer and if you are now a licensed real estate broker or salesman.



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WEDNESDAY, JULY 10, 1968

- 2:00 P. M.—Registration
- 3:00 P. M.—Board of Directors Meeting (NAA)
- 4:00 P. M.—Officers and Directors Meeting (Auxiliary)
- 8:00 P. M.—Amateur Contest

THURSDAY, JULY 11, 1968

- 8:00 A.M.—Registration
- 9:00 A.M.—Breakfast, Oklahoma State Auctioneers Association
- 12:00 Noon—Luncheon—Official Opening of Convention,
Special Guest: Honorable Dewey Bartlett,
Governor of Oklahoma
- 6:00 P. M.—Buffalo Barbeque
- 7:30 P. M.—Fun Auction

FRIDAY, JULY 12, 1968

- 8:30 A.M.—Registration
- 12:00 Noon—Ladies Luncheon
- 2:00 P. M.—Fashion Show (Auxiliary)
- 8:00 P. M.—Entertainment by the Edwards Indian Dance Troup
- 9:00 P. M.—Dancing to “Bill Boyd and The Buckshots”, Western Band

SATURDAY, JULY 13, 1968

- 8:00 A.M.—Breakfast for New Officers and Directors (Auxiliary)
- 9:00 A.M. to Noon—Bus Tour—Lincoln Park Zoo—Cowboy Hall of Fame
- 1:30 P. M.—4:00 P. M.—General Business Meeting
- 4:10 P. M.—1968-69 Officers and Directors Meeting
- 6:30 P. M.—Grand Banquet and Awards
- 9:00 P. M.—Dancing, Al Jennings, Jazz Band

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