

VOL. XXII NO. 6

JUNE, 1971

THE **auctioneer**



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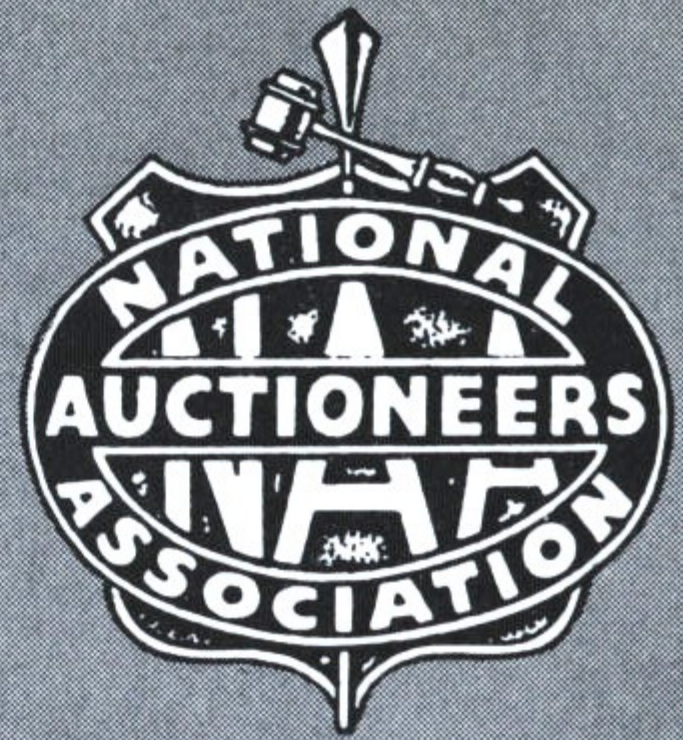
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THE **auCTIONeer**

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION

135 LAKEWOOD DR. LINCOLN, NEBR. 68510



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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.

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135 Lakewood Dr.
Lincoln, Nebr. 68510

NATIONAL AUCTIONEERS ASSOCIATION CONVENTION

Radisson Cornhusker Hotel

July 21-22-23-24, 1971

Convention Chairman — Marvin Grubaugh

PROGRAM

Wednesday, July 21, 1971

- 9:00 A.M. Registration—Mazzanine
- 3:00 P.M. Board of Directors Meeting
- 8:00 P.M. Amateur Contest—Sons and Daughters of Auctioneers,
Dick Kane, Chairman.

Thursday, July 22, 1971

- 8:00 A.M. to 5:00 P.M. Registration—Mezzanine
- 10:00 A.M. Meeting of Auditing Committee
Meeting of Grievance Committee
Meeting of Resolutions Committee
- 12:00 Noon Dedication Luncheon—Grand Ballroom
Star Spangled Banner
Invocation
Introduction of Convention Chairman
Greetings from Nebraska Auctioneers Association,
Tom Johnson, President
Greetings from the City of Lincoln, Honorable
Sam Schwartzkopf, Mayor
Dedicatorial Address, Honorable J. James Exon,
Governor of Nebraska
RECESS
- 2:30 P.M. Reconvene in Grand Ballroom
Auxiliary President's Address—Mrs. Irene Erickson,
Cresco, Iowa
President's Message—Col. Dean Fleming, Atkinson, Nebraska
"Bridging the Gap"—A panel, moderated by Col. Charles
Corkle, Norfolk, Nebr., with Cols. C. M. "Pop" Hess, E. C.
Weller, C. B. Drake, Tim Anspach, Brad Wooley, Bob
Penfield, Grover Howell, and others.

- 4:15 P.M. Announcements
ADJOURN
- 6:00 P.M. Buffet Dinner—Grand Ballroom—Musical entertainment by the Arbuckle Mountain Boys, Shawnee, Oklahoma
- 7:30 P.M. Fun Auction—Grand Ballroom

Friday, July 23, 1971

- 8:30 A.M. to 5:00 P.M. Registration—Lobby
- 9:25 A.M. Call to Order in Grand Ballroom
“Let The Auction Commence”—Tom, Dick and Charlie, Tom Johnson, Albion, Nebr., Dick Brewer, Mt. Hope, Kansas, C. C. Gannett, Omaha, Nebr.
- 9:55 A.M. The Construction Equipment Field—Col. Avery Forke, Lincoln, Nebraska
- 10:25 A.M. Antiques and Their Identity—Col. R. G. Eversole, Morehead, Kentucky.
- 10:55 A.M. Nebraska, Land of Opportunity—Glenn Kreuscher, Director of Agriculture
- 11:25 A.M. Bid Calling Seminar—Col. Ray Sims, Raytown, Mo., Moderator
- 11:55 A.M. RECESS
- 1:25 P.M. Call to order—**WEST BALLROOM**
Livestock Auction Markets—Morgan Beck, President CLMA, Ontario, Oregon
- 1:55 P.M. Terminal Livestock Markets—Robert B. McCreight, President, Omaha Union Stockyards
- 2:25 P.M. Purebred Livestock Auctions—Pat Goggins, Billings, Mont.
- 2:55 P.M. General Farm Sales—Alvin Kohner, Winona, Minn.
- 3:25 P.M. Dairy Cattle Sales—R. E. “Bob” Stanley, Corona, Calif.
- 3:55 P.M. The Horse Auctions—W. V. “Bus” Emrich, Norfolk, Nebr
- 1:25 P.M. Call to order—**EAST BALLROOM**
Consigned Merchandise Auctions—Ben Weschler, Washington, D. C.
- 1:55 P.M. Small Business Liquidations—Phil Goldstein, Boston, Mass.
- 2:25 P.M. Farm Equipment Auctions—Lenzie Beck, Sikeston, Mo.
- 2:55 P.M. Uniform Commercial Code & Bulk Sales Act—Les Curran, Vice President, First National Bank.

- 3:25 P.M. Importance and duties of a good ring man—Bob Fitzgerald,
Livestock Field Representative, Nebraska Farmer.
- 3:55 P.M. Complete Auction Service—Tony Thornton, Springfield, Mo.
ADJOURN
- 7:30 P.M. Entertainment—Grand Ballroom
Variety Show—Compliments of the Nebraska Auctioneers
Association
- 8:00 A.M. Breakfast of National Officers and Directors with State Presi-
dents and Secretaries as guests—1st Vice President, Grover
Howell, presiding.
- 9:25 A.M. Call to Order—Grand Ballroom
Real Estate Appraisals and Testimonies—Henry L. Jones,
Winchester, Ky.
- 9:55 A.M. Real Estate at Auction—Joe Frizzell, Secretary, Oklahoma Real
Estate Commission.
- 10:25 A.M. A Million Cars a Year at Auction—Jimmy Franks,
President, National Auto Auction Association.
- 10:55 A.M. Comments of Appreciation—Wayne Kessler,
Campbellsville, Kentucky.
- 11:25 A.M. RECESS
- 1:30 P.M. Call to Order—Grand Ballroom
General Business Meeting
Memorial Service for Deceased Members conducted by Ladies
Auxiliary, Mrs. Dick Brewer, and Mrs. Jim Buckley.
Secretary's Report
Treasurer's Report
Report of Grievance Committee
Report of Resolutions Committee
Old and New Business
Election of Officers and Directors
Acceptance Address of New Auxiliary President
Acceptance Address of New NAA President
Announcements—1972 Convention Site and other Activities
- 4:00 P.M. ADJOURN
- 4:10 P.M. Meeting of 1971-72 NAA Officers and Directors
- 6:30 P.M. Grand Banquet—Grand Ballroom
Presentation of Awards
Speaker—Harry E. Olson, Jr., Senior Pastor
Messiah Lutheran Church, Fargo, N.D.
Dancing—Bohemian Polka Band.

LADIES AUXILIARY CONVENTION PROGRAM

Cornhusker Hotel — Lincoln, Nebraska

July 21, 22, 23, 24, 1971

Auxiliary Chairman—Mrs. Ray Flanagan, Albion, Nebr.

Co-Chairman—Mrs. Bus Emrich, Norfolk, Nebr.

Wednesday, July 21, 1971

- 2:00 P.M. Registration—Mezzanine of Cornhusker Hotel
- 3:00 P.M. Officers and Directors Meeting—State Suite
- 8:00 P.M. Amateur Contest—Ballroom

Thursday, July 22, 1971

- 8:00 A.M. to 5:00 P.M. Registration—Mezzanine
- 9:30 A.M. Ladies “Get Acquainted Hour”—Lincoln Room
- 12:00 Noon Dedication Luncheon—Ballroom
- 6:00 P.M. Buffet Dinner—Ballroom
- 7:30 P.M. Fun Auction—Ballroom

Friday, July 23, 1971

- 8:00 A.M. Registration—Mezzanine
- 9:30 A.M. Ladies “Get Acquainted Hour”—Lincoln Room
- 11:00 A.M. Children’s Tour, Elephant Hall and Lincoln Children’s Zoo—
Box lunches for noon.
- 12:00 Noon Ladies Luncheon—Grand Ballroom **Lincoln Hotel**
Program by Mrs. Jeanne Uren, Omaha, Nebr., entitled “Know
Your Chapeau.”
- 2:00 P.M. Business Meeting
- 7:30 P.M. Entertainment—Ballroom

Saturday, July 24, 1971

- 8:00 A.M. Breakfast for New Officers and Directors—State Suite
- 9:30 A.M. Ladies “Get Acquainted Hour”—Lincoln Room
- 9:30 to 11:30 A.M. Ladies Bus Tour (Children Welcome)—Touring
Cathedral of the Risen Christ, Sunken Garden, Sheldon
Art Gallery and Nebraska Historical Society.
- 11:15 A.M. Past Presidents Brunch—Miller and Paine Tea Room
- 1:30 P.M. General Business Meeting—Includes Memorial Service for
Deceased NAA members by Ladies Auxiliary.

6:30 P.M. Grand Banquet and Awards

9:00 P.M. Dancing

Ladies hospitality room during entire convention is in the Lincoln Room on the Mezzanine of Cornhusker Hotel. The Nebraska Ladies Auxiliary will hostess a "Get Acquainted Hour" each morning at 9:30 A.M. in the Lincoln Room. This will include coffee and rolls and a short program of entertainment.

A cordial welcome is extended to each and every one of you to visit the NEW BUILDING during your stay in Lincoln. The Nebraska Ladies Auxiliary and Ladies of the National Auxiliary are hosting the Open House and will be looking forward to seeing each and every one at our "New Home" Coffee and cookies will be served.

AUDITING COMMITTEE

Mrs. V. K. "Doc" Crowell, Chairman, Oklahoma City, Okla.
Mrs. Morris Fannon, Pennington Gap, Virginia
Mrs. Irving Leonard, Elkader, Iowa

NOMINATING COMMITTEE

Mrs. Walter Heise, Chairman, Oconto, Wisc.
Mrs. Margaret Berry, West Newton, Pa.
Mrs. James Messersmith, Jerome, Idaho

Come To Nebraskaland

By Marv Grubaugh, Convention Chairman



The 1971 National Convention, July 22, 23, 24, will be here before you know it. The Nebraska Auctioneers Association and the Nebraska Ladies Auxiliary have been planning for sometime, trying to put together an outstanding program and entertainment you will enjoy.

This is the banner year for the National Auctioneers Association, for we will dedicate your new National Office here in Lincoln, Nebraska. We want you to bring the whole family for our Nebraska Auctioneers Auxiliary (Mrs. Ray Flanagan and Mrs. Bus Emrich, Co-Chairman) will be outstanding hostesses.

The complete program will be printed elsewhere in this issue, so I will not repeat it here, but we, the Nebraska Auctioneers and Auxiliary, want you to be our guests come July in our great

"Beef State", the home of the Big Red (Our National Championship Football Team), in Nebraskaland, the No. 1 State in the Midwest, in Lincoln, Nebr., our State Capitol and home of your National Auctioneers Association office. As we say here, Be seeing ya in Lincoln come July.

National Convention Committee Members

Advertising Contest

Charles P. Dunning, Elgin, Ill., Chairman
Garth Wilber, Bronson, Mich.
Martin Higgenbotham, Lakeland, Fla.

Auditing-Budget

Jim Stevens, Nashville, Tenn.,
Chairman
W. Craig Lawing, Paw Creek, N.C.
Ralph Horst, Marion, Pa.

Grievance Committee

Jim Messersmith, Jerome, Idaho
Chairman
Phil Goldstein, Boston, Mass.
Roy Crume, Kokomo, Ind.

Resolutions Committee

Wylie Rittenhouse, Uniontown, Pa.,
Chairman
Wayne Kessler, Campbellsville, Ky.
Ralph Horst, Marion, Pa.

Amateur Contest

Dick Kane, Wisner, Nebr., Chairman
Dick Grubaugh, David City, Nebr.
Dale Hanna, York, Nebr.
Leon Nelson, Albion, Nebr.

Fun Auction

Mylen Wegener, Humphrey, Nebr.
Chairman
Harry Eiler, McCook, Nebr.
Bus Emrich, Norfolk, Nebr.
Ray Flanagan, Albion, Nebr.
Charles Gannett, Omaha, Nebr.
Duane Jensen, Newman Grove, Nebr.
Ed Lightner, Hastings, Nebr.

Hospitality and Reception

Mr. & Mrs. Tom Johnson, Albion, Nebr.,
Chairman
Mr. & Mrs. Franck Diercks, Gordon,
Nebr.
Mr. & Mrs. Jimmy Martin, Chappell,
Nebr.
Mr. & Mrs. Stacy McCoy, Arapahoe, Nebr.
Mr. Johnny Ryan, Greeley, Nebr.
Mr. & Mrs. Glenn Schwartz, Grand
Island, Nebr.
Mr. & Mrs. Jim Walker, Omaha, Nebr.
Mr. & Mrs. Don Werner, Thedford, Nebr.
Mr. & Mrs. Ronnie Woodward, Broken
Bow, Nebr.
Mr. Rex Young, Plattsmouth, Nebr.

Transportation

Al Christensen, Pawnee City, Nebr.,
Chairman
Henry Buss, Columbus, Nebr.
Kenny Duer, Seward, Nebr.
Ed Hart, Lincoln, Nebr.
Don Landenberger, Seward, Nebr.
Dayton Layman, Lincoln, Nebr.
Virgil Layman, Lincoln, Nebr.
Jake McCoy, Arapahoe, Nebr.
Eugene Marshall, Elm Creek, Nebr.
Robin Marshall, Elm Creek, Nebr.
Dean Martin, Lexington, Nebr.
Virgil Olson, Grand Island, Nebr.
Ladd Reeves, Central City, Nebr.
Bill Rut, Crete, Nebr.
Dick Shea, Sterling, Nebr.

Entertainment

Marvin Grubaugh, Rising City, Nebr.
Chairman
Bernard, Hart, Lincoln

OUR COVER

The Nebraska State Capitol, acclaimed to be the most beautiful building of its kind in America, one of the ten top architectural structures of the world, is the first glimpse visitors get of Lincoln. Often referred to as "The Monument on the Prairie," the tower with "The Sower" atop is visible for many miles regardless of the direction from which you may be arriving. Towering high above the city, one never gets lost in Lincoln as it is located right near the heart of downtown.

Notice of Annual Meeting

The annual Membership Meeting of the National Auctioneers Association will be held Saturday, July 24, 1971, at the Cornhusker Hotel, Lincoln, Nebraska.

Meeting will be to elect the following Officers:

President
1st Vice President
2nd Vice President
and four (4) Directors for a term of three years.

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

Meeting The Challenge Of The 1970's

By H. Earl Wright

How rapidly the years roll by. Many who attended the 1970 National Convention are counting the weeks until the second most important convention event takes place. The first and most significant, was the meeting that started the movement in which millions of people have become aware of the profession of Auctioneering. Many dedicated men of the Profession have worked hard to span the years with constructive improvements which can make the future more secure and bring greater benefits to those who employ auctioneers. The dedication of the permanent headquarters for the National Auctioneers Association at Lincoln, Nebraska in July of 1971, marks a worthy milestone in the history of progress for the profession.

Now the challenge is to the future! We know that in Unity there is strength, but the strength of unity should never be misused for selfish purpose. It must be the strength to accomplish more worthwhile purpose for the people whom we serve. It is my opinion that every man or woman who considers him or herself an auctioneer, should become members of their State and National Associations using their ability to upgrade and improve the profession. Whether their contribution be great or small - as long as it is the best they can give, it may well be like the widow's mite spoken of in the book of books.

Countless numbers of auctioneers do not become members of State or National Association because they think that membership in the associations would do nothing for them - while others believe that they have nothing to offer or contribute. Both of these groups should reassess their opinion of values and take a positive attitude toward the auctioneering profession. Doubtless there are some who might think they would be criticized or embarrassed if they became members of their associations and could not make financial contributions to the various activities. This, too, is without merit for it is a condition which has always existed in every field of human endeavor. There are many today who could afford membership only, due to adverse financial circumstances - yet

their membership, and attendance if possible, could show a spirit of cooperation that would contribute to the strength of the associations. One of the challenges confronting every present member is to contact every known man or woman who conducts auctions, yet refrains from becoming association members, and explain the purpose of strong Auctioneer Associations and the reasons for their existence.

Another challenge is that every popular and talented auctioneer working today should strive to the best of his ability to eliminate from practice every possible activity which has the slightest tendency to cause people to lose confidence in the auction method of selling. This can only be done by a determined effort of every practicing auctioneer. If this is accomplished it will revolutionize the business and raise high the standards of the auctioneering profession. The need is imperative, but I do not advocate police state methods to bring it about for there is a better way. As I stated at the 1970 Convention "schooling and sufficient training will bring amazing results".

For reasons beyond my control and to my regret, I will not be able to attend the 1971 Convention, but I sincerely hope that those of you who do attend, will give serious consideration to the most important phases of auctioneering as a profession and will take the necessary steps toward meeting the challenge of the 70's.

I extend my warmest personal greeting to all auctioneers throughout America and trust that this 1971 convention will be as inspiring to all in attendance as was the last one, to my wife, Marie and I. The friendships made or renewed at the 1970 Convention have given to us a deeper appreciation of the opportunities offered to all who attend the National Convention for Auctioneers.

The 90 pound weakling took a medical exam and asked: "Well, doc, how do I stand?" "I don't know," replied the medic, "it's a miracle."

Auction of Old Cars Reaches Half Million

RADNOR, PA. — Nearly half a million dollars worth of automobiles from the days when cars had running boards, rumble seats, honest bumpers, balloon tires, manual transmission and boat-tail rear ends were sold at an auction at a church in this suburb of Philadelphia.

The 80 cars included a Duesenberg; Marmons and Auburn Speedsters; Rolls Royce and Cadillac roadsters and limousines, and performance machines like Ferraris and Alfa Romeo. There also were a few curiosities like Al Capone's 1941 Cadillac, a 1933 fire truck, racing cars and a 1928 toy Packard propelled by pedals.

Halfway through the sale the highest purchase price was \$16,000 for a 1928 DuPont convertible sedan manufactured by DuPont Motors of Moore, Pa., which built a total of 537 cars between 1920 and 1932. The buyer was reported to be a representative of the DuPont family of Wilmington, Del., which already

owns nine of these cars.

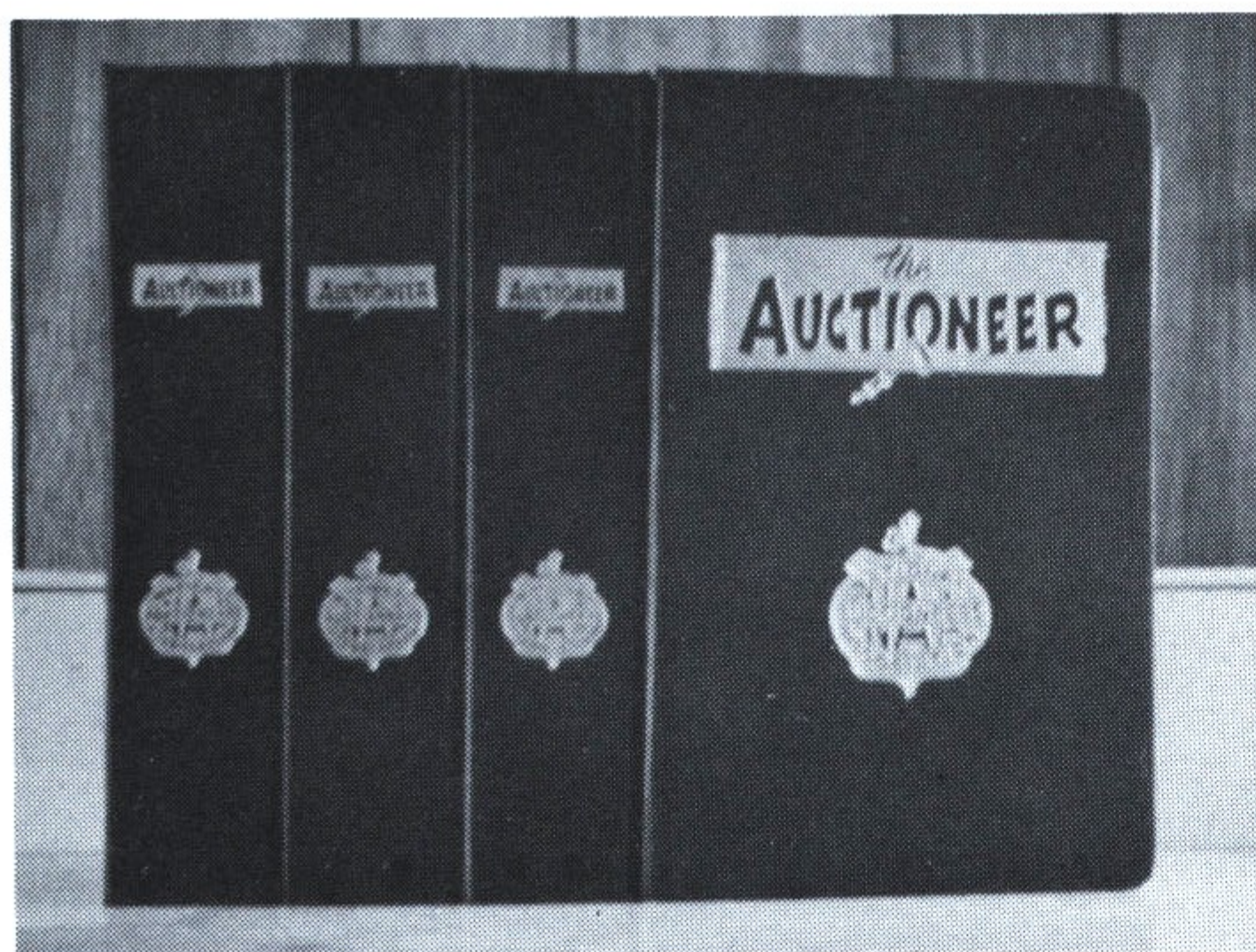
As interesting as the high-priced purchases were the bids that fell short of what is called the "reserve" — the unannounced price below which the owner will not sell. At the beginning of the sale these reserves totaled more than \$600,000.

The most important unsold car, the star of the show, was a 1931 red and tan Duesenberg LeBaron barrel-side Phaeton, "the ultimate in collection cars," on which the bidding reached \$66,000. This was only \$2,000 less than the price reserved by the owner, Milton Gould of Trucksville, Pa.

The bidding on a 1931 Cadillac V-16 roadster, a magnificent maroon and silver restoration with rumble seat, stopped at \$32,000, which was \$8,000 short of the reserve price.

The setting for the auction was a huge yellow-striped tent on the grounds of St. Martin's Episcopal Church. The church received the proceeds of the ticket sales, at \$5 a head.

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THE AUCTIONEER

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The Ladies Auxiliary

Hi,

I wonder how often we stop to think, what a wonderful era we live in. With all our modern conveniences, our wonderful Super Markets and our fast mode of travel, at the most we are only hours away from any part of the world. Can you imagine what our pilgrim forefathers would have to say if they could see the world as it is today. Oh sure, we have our problems but would you really change them for the problems of the former generations. I think not.

Sometimes I wonder if we in the auction profession don't really have a better idea of what the past was like than most people. In the auctions we run across so many items of the past. It may be an old wagon - compare that with our Jet planes of today as a way of travel, and old black wash pot and scrub board with our modern washing machines, the old well or spring, sometimes several hundred feet from the house as a means of getting water against our turning a faucet, the old wood stove with the wood pile and saws and axes as a means of heating and cooking and last, but not least the little house behind the house with its well worn path against our modern bathroom.

Sure most of us love to buy these old things, we bring them home clean and polish them up and give them a special place in our homes or in our collections, as they were used in the past. To us they are cherished memories of the past.

Yes, when the auctioneer climbs into his auction stand and starts his chant, he really isn't just selling items, he is selling memories - not yours or mine but someones.

This was brought home to me most clearly just a few weeks ago as I went with my auctioneer husband to look over a house that was coming up for sale at auction. A house that had been in the family for generations, as we walked through the house with the owner a lady in her seventys, she started reminising, of the huge balcony off the sec-

ond floor that had been turned into a sleeping porch for a bridal party, of the winding stairs down which the bride had come, of all the good times and parties that had been shared not only by the family, but by a host of friends, of a couch that had been brought from Connecticut, by covered wagon, of the huge desk that had at one time been a baby grand piano, so it goes, beautiful memories that no amount of money could ever buy.

Looking forward to seeing each of you at Lincoln in July.

Nan Gilbert

What Are Your Plans Concerning Convention?

I just finished a telephone call to Mr. Hart in Lincoln to discuss a "few" last minute items before I typed the Convention Program for the Ladies. Everything is fitting into place and, as yet, I really don't know the complete program that the "Colonels" have lined up but I know it will be of interest to all and the program that is scheduled for the Ladies sounds great.

The Nebraska Ladies met at their State Meeting on May 2nd and worked out an excellent program. I was sorry that I could not attend their meeting but due to commitments made last fall, I had to be elsewhere. These gals have really been on the ball in getting entertainment, etc. for this convention.

I will try to give you a "Birds eye view" of some of the high lights of the 1971 Convention and if you haven't already made plans to attend, do so immediately. Remember, this is one of the few big conventions that is really a Family Convention so take advantage of this and plan to start towards Lincoln for July 21 thru 24.

Wednesday evening, July 21st, the Amateur Contest will be held. This is for children of Auctioneers. Last years contest was great and lets try to make

this one even better. If your son or daughter is musically inclined, dances, gives readings, etc., have them enter the Amateur Contest. It is very good training for our young folks and provides an enjoyable evening for us.

The official opening will be the Dedication Luncheon on Thursday noon. After lunch and a short recess, our new office building will be dedicated. The men have an excellent program set up and it isn't every day you have the privilege of attending and participating in Dedication Ceremonies for a beautiful structure that is to be the "Home of Your Profession". There will be Open House at the new building during the entire convention and the Ladies of the National Auxiliary and the Nebraska Auxiliary will be serving coffee and cookies. I am going to ask a favor of you girls — **WE NEED VOLUNTEERS TO HELP WITH HOSTING THIS OPEN HOUSE** and when you register for the convention we will have an "Open House Hours" chart posted and I would like to have anyone who can, sign up for a couple hours work. It will be very simple and I hope you will feel as I do — that it is a privilege to help with an Open House of this nature — and that we will have more volunteers than we really need.

The Ladies Luncheon, program and business meeting on Friday noon will be held at the Lincoln Hotel and the room we have our meeting in is absolutely beautiful they tell me. There is a special supervised tour for the children on Friday so that the Mothers may go to the Luncheon and relax.

Another very interesting event is the "Get Acquainted Hour" which is hosted by the Nebraska Ladies each morning at 9:30 A.M. in the Lincoln Room of the Cornhusker Hotel. Coffee and rolls will be served and they plan to have some good informative and interesting entertainment. In fact, the Lincoln Room is the official Ladies Hospitality room for the entire convention.

Of course these above mentioned things are just a few of the many that have been arranged for. You know also, that you are always welcome to sit in on the various programs scheduled by the "Colonels", especially the Saturday afternoon meeting. There are additional events planned for the young folks and

we especially encourage you to bring them along. There will be "baby sitters" available for the "small fry" but we would appreciate if you would let us know early if you desire this service.

O.K. now, Ladies, if you haven't set the dates of July 21-22-23-24 and 25, or at least part of them, aside to join us in Lincoln for this special event, do so now. Be sure to write for rooms as soon as possible which means right now! Not only should you plan to attend for the convention activities but a visit to Lincoln is very interesting. It is a clean and pretty city. It is centrally located

**THE LADIES AUXILIARY TO THE
NATIONAL AUCTIONEERS ASS'N.
OFFICERS 1970-1971**

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Mrs. Lyle (Irene) Erickson
Cresco, Iowa

1ST VICE PRESIDENT:

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Seagoville, Texas

2ND VICE PRESIDENT:

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Lincolnton, N. C.

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HISTORIAN:

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Mrs. Bud (Dorothy) Chapman
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Mrs. Romaine (Ruth) Sherman
Goshen, Ind.

(TERMS EXPIRING 1972)

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Mrs. Fred (Ruth) Sherlock,
St. Francis, Kansas

Mrs. J. W. (Ann) Donahoe,
Darlington, Wisc.

(TERMS EXPIRES 1971)

Mrs. Dick (Kay) DeWees,
Prairie Village, Kansas

Mrs. Bob (Winona) Penfield,
Bowman, N. D.

Mrs. Morris (Velda) Fannon,
Pennington Gap, Va.

in this good "old USA"—not too far for anyone to travel except maybe Hawaii and Alaska but they are very dedicated "convention goers" — and Lincoln has lots of interesting places to see and things to do for all ages. Also, it is not far for all our friends from Canada and I hope they can be with us again this year.

I am writing this on May 12th but you will be reading it in June. I hope things will be more settled in the Erickson household by that time. We have had a very busy spring with lots of late Farm Auctions, Real Estate has been moving well plus meetings and meetings, in fact Lyle and I just returned home from a National Real Estate Meeting in Chicago last night, my house cleaning is not even started, the garden has to be planted, the work is stacked sky high on my desk at the office, I'm chairman of an Anniversary Program for our Priest the 6th of June, have to get this letter to Lincoln before the 15th of May and some more material to Marg Flanagan, Convention Chairman, plus a million other things. The only consolation is that I'm not the only one that is busy and also I guess it would be horrible if I couldn't be busy but it would certainly be nice for a short time anyway.

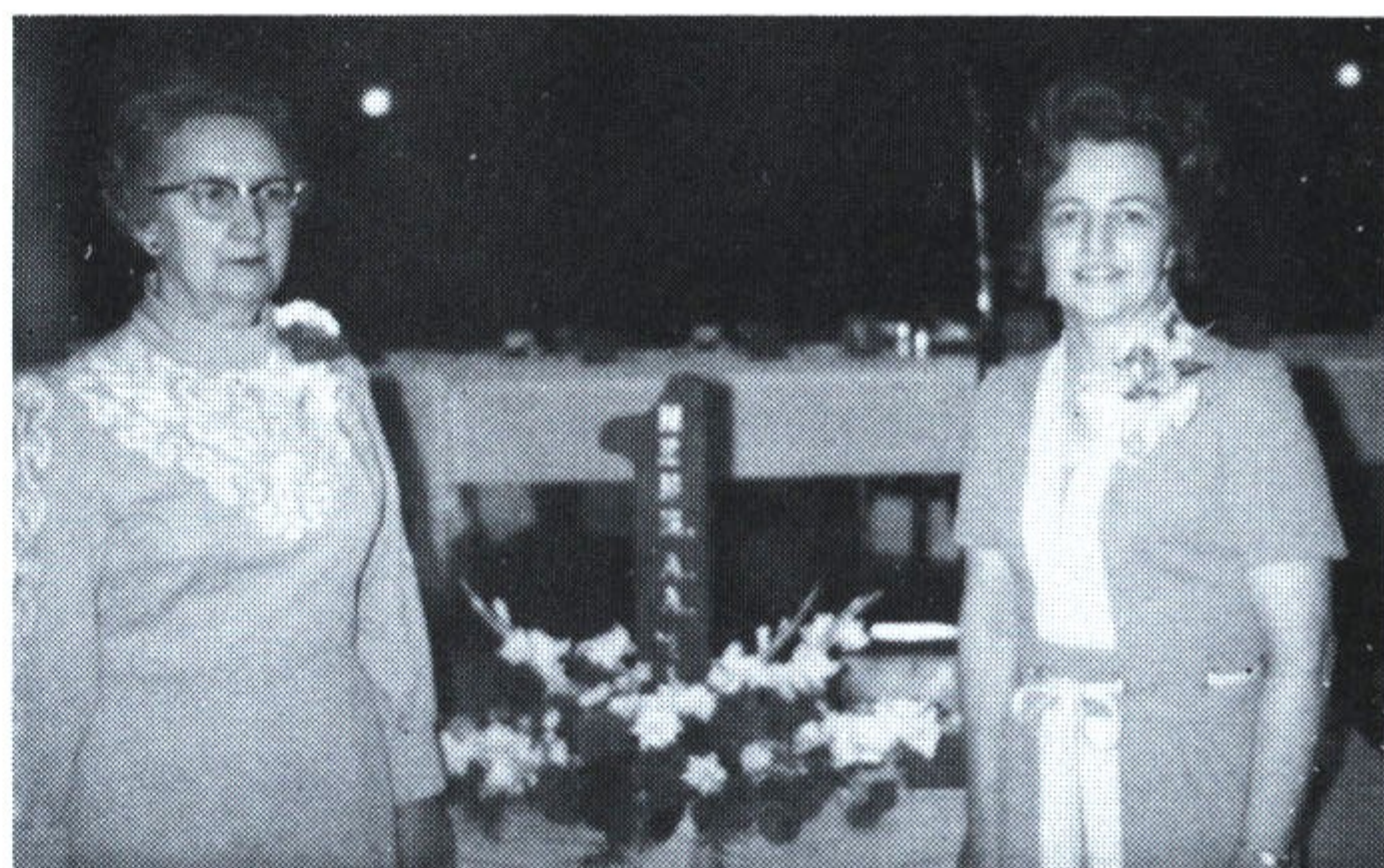
But — a lot of the work and things mentioned above are just going to have to wait as I have made room reservations, crossed the dates off on the calendar and am looking forward to seeing all of you in Lincoln! Lets try to make this the "Biggest and Best" convention ever!

Irene Erickson, President
Ladies Auxiliary to NAA

Nebr. Ladies Plan For Our Coming Convention

The Nebraska Auxiliary meeting was held in conjunction with the Nebraska Auctioneers Association State Convention, May 2, 1971, at the Holiday Inn, Kearney, Nebraska. Registration and a coffee hour was followed by a ladies "Get Acquainted" session.

This "Get Acquainted" session is being planned for the National Convention hosted by our Nebraska ladies, which is something new this year, and I am sure



Mrs. Ray Flanagan (right) is the new president of the Ladies Auxiliary to the Nebraska Auctioneers Association. With her is Mrs. Henry Buss, who was re-elected Secretary-Treasurer. Mrs. Flanagan is also Chairman of The Ladies Auxiliary Program at the National Convention.

something which all the ladies will enjoy.

After a joint luncheon with their husbands, the ladies convened for a business meeting, and discussion and plans for the National Convention. Election of officers was held also, with the incoming President being Mrs. Ray Flanagan; 1st Vice President, Mrs. Dick Shea; 2nd Vice President, Mrs. Ronnie Woodward and secretary Mrs. Henry Buss. Directors elected were Mrs. Harold Kraupie, and Mrs. Jake McCoy.

After the business meeting a "surprise show" which included a Pork demonstration concluded their meeting, in time to join the men for the fun auction and "Tune Up Time" before the grand banquet that evening. The Nebraska ladies have gone all out in the plans and preparation for the coming National Convention and I know they urge each and everyone of you to attend.

BULLS

"Isn't it true that bulls are color blind and that waving a red cape is just showmanship?" the tourist asked the matador.

"Si, senor, el torro is indeed unable to tell red from any other color since he is color blind," explained the bull fighter. "But, he is deeply troubled by this weakness in his eyes, and does not like to have it called to his attention—especially in public."

Missouri Auxiliary Elects New Officers

The Missouri Auctioneers Auxiliary met May 1 and 2 at the Ramada Inn in Sikeston, Mo. The ladies had 18 present, with the business of the day being election of officers.

Elected were Lena Campbell, Chillicothe, President; Wanda Wagster, Broseley, Vice President; Gladyce Bagley, Lee's Summit Sec.-Treasurer; and Lucille Cates, Kearney, Reporter.

The next meeting will be held in the fall, and we hope to have all Missouri ladies attend.

Lucille Cates,
Reporter

Get Your Feet Wet!

If auctioneering is your delight,
But the size of the sale gives you a
fright

Invite the man who has made the grade,
Experienced help is worth what's paid.
It will calm the nerves and ease the
sweat.

Then "Jump right in and get your feet
wet".

You say you really want that sale
But you don't know the prices that
prevail?

Do some research on the goods
To get yourself out of the woods.
Study the job so you won't fret
Then, "Jump right in and get your feet
wet".

The day of the sale has come at last
The crowd's unfriendly you're frozen
fast.

Laugh with them, and keep that smile
And the ice will melt in a little while.
They are coming your way and you can
bet,
You can, "Jump right in and get your
feet wet".

The sale is over and it went well
Your client is pleased "That" you can
tell.

Then go straight home and kiss your
wife

"Success" depends on a good home life
If a foot tub in front of you she might
set

Well, "Jump right in and get your feet
wet".

"Kitchen table poetry" yes, but there are a lot of "basic" truths meshed in. It tells us that nothing can be accomplished by sitting back on our wishbones. To grow into any business we must at least give it a try after surveying all aspects of the situation.

To call on an "experienced" man for help might cost you a piece of the commission, but on the other hand you are still exposing to the public. Keeping good harmony on the home front puts a better adjusted man on the job. The lions share of the business is psychological, so the better the mood the better sale. Remember, your "auction baby" will grow only if well nourished with these essential foods.

By Bob Somerlott
Hillsdale, Michigan

The Earth

Where trees are green and the valleys
are deep.

The dreamers wander in their sleep.
To an unknown land of fiction and
mirth

A million years before one's birth

The castles of doom the caves of fire.
The dragons and beasts of centuries
afar.

We dream of a land of beauty and
peace.
The joy of living and being at ease.

A burning hell or heaven above our
daily living.

The things we love.

We must leave this beautiful earth and
never return, to an unknown
adventure we know nothing of.

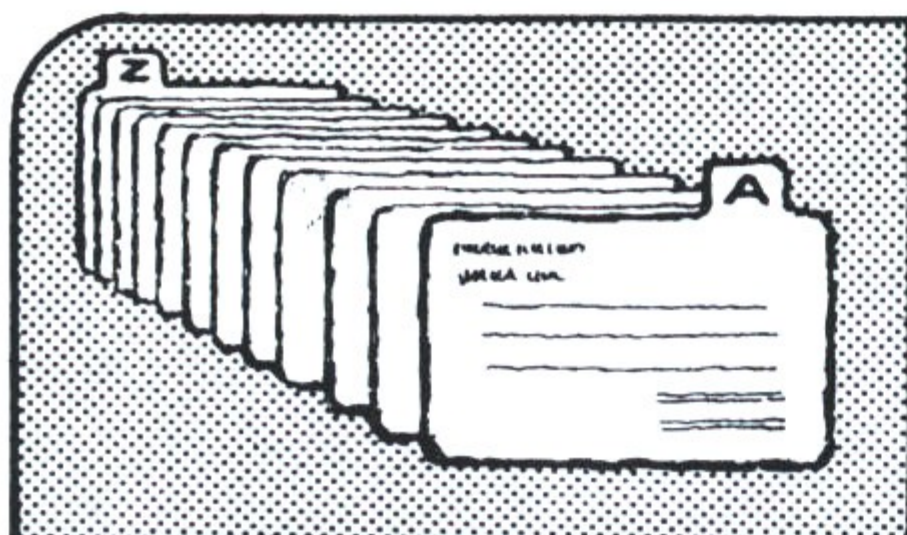
A gracious living and being right.

To human and beasts we will win the
fight.

Life's daily toil each stranger we pass
Must file through the corridors because
the dies are cast.

Hold up our heads toward heaven above
And be lifted on high with his tremendous
love.

By Col. A. G. "Diik" Miller
Past President West Virginia
Auctioneers Assn.



Membership

Memberships processed April 16 through May 15th:

- * James R. David, Arkansas
- Donald Huffman, Colorado
- Bertram Boyum, Minnesota
- Arthur Forney, Ohio
- Virgil Madsen, Oregon
- Bob Force, Wyoming
- Douglas Holmberg, California
- Adrian Anderson, Oklahoma
- Sherman Noll, Indiana
- Martin Fein, New York
- Marsh Dozar, California
- Fred Bretto, Illinois
- R. M. Price, Virginia
- Chet Guffey, Ohio
- Abe Goldstein, Massachusetts
- Neil F. Rich, Illinois
- Billy J. Childs, Georgia
- Charles D. Roop, Maryland
- Earl Shields, Iowa
- Loren Albrecht, Iowa
- Richard Bryant, Iowa
- * Ed Blin, Illinois
- * Albert Paletz, Illinois
- Max Pollack, Rhode Island
- Hugh James, Illinois
- Howard F. Coton, New York
- David Scholl, Iowa
- Dusty Adams, Texas
- A. C. VanderLaan, Michigan
- James A. Alvis, Jr., West Virginia
- Earl Crossley, Texas
- William Cubberley, New Jersey
- Carl Steck, Illinois
- Donald V. Miller, Oklahoma
- Bud Chapman, Washington
- Raymond C. Bender, Maryland
- Patrick Crowe, Connecticut
- Robert E. Acton, Ohio
- Joseph Pari, Connecticut
- Gene Angle, Indiana
- David S. Brown, Colorado
- Robert Frey, Ohio
- Carroll Torgerson, North Dakota
- O. J. Brenner, Oregon
- Irving Shelter, Ohio
- Tom Sparks, Michigan
- Fred Daniel, New Jersey
- Henry Storey, Texas
- Dale Hofbauer, Illinois
- E. L. Olson, Illinois
- Floyd Lang, North Dakota
- * Robert C. Bruce, Jr., New York
- Harold Pick, Illinois
- Ray Wallace, Louisiana
- * William J. Adams, Louisiana
- * Warren Bennett, Louisiana
- * Marvin S. Henderson, Louisiana
- Everett Rookstool, Indiana
- * Leo LaCroix, Wisconsin
- Robert Wellman, Michigan
- * Edward Madaras, Michigan
- Clifford Reynolds, West Virginia
- Leonard Hunt, New Mexico
- Gordon Bauer, Illinois
- Jasper Petefish, Iowa
- L. F. Wessel, Iowa
- James Kelly, Iowa
- Ken Keesaman, Missouri
- Quintin Daehler, Missouri
- William Fitzpatrick, Connecticut
- Robert Musser, Wyoming
- Harvey Lambright, Indiana
- D. R. "Dave" Lee, Texas
- Leonard McGowen, Indiana
- Harlan Glandorf, Iowa
- Robert L. Neff, Indiana
- Glen Dorn, Texas
- Edward P. Pfeister, Ohio
- Nino Damilano, Illinois
- Cecil D. Myers, Oklahoma
- Earl Wieman, South Dakota
- * Howard Schultz, Illinois
- * Duke Rath, Illinois
- * Tarlton C. Mercer, Indiana
- * George E. "Red" Raines, Indiana
- Del Lemons, Texas
- Reuben Brehe, Missouri
- Ernest Creech, Indiana
- Herbert Wright, Illinois
- Richard Mizer, Missouri
- Edward Weeden, Jr., Florida
- Clarence Burkett, Michigan
- * Chester F. Black, Ohio
- * David Hall, Massachusetts
- * Phil Stella, Massachusetts
- Augie Hinote, California
- Don Hayden, Illinois
- E. W. Patton, Alabama
- Margaret Bain, Illinois
- Willard Schnell, North Dakota
- Fairfax Harrison, North Carolina
- Donald Martin, New York
- Wesley Chapman, Illinois
- Armon H. Wolfe, North Dakota

Edward Heinze, Jr., North Dakota
 George L. Lewis, Oklahoma
 * Carl Halphin, Missouri
 * Otto Streberg, Alberta
 Dennis Streberg, Alberta
 * Jack Caffey, Oklahoma
 Clyde Hendershot, Ohio
 Mel Ellis, California
 Dean Cates, Missouri
 Edward J. Kaye, Michigan
 Robert McMath, New York
 Walter Roat, Michigan
 John W. Darnell, Wyoming
 Harry Strauss, New Jersey
 Jerry Bacon, Texas
 Arnie Murra, Iowa
 Edmund Kueker, Illinois
 Ed Lawless, Illinois
 Carl O. Geesaman, Indiana
 E. Brooks Harris, North Carolina
 John R. Kromer, Oklahoma
 James L. Riley, Kentucky
 E. I. Thompson, Kentucky
 * Dwain L. Brown, New Mexico
 James L. Eagleson, Missouri
 William B. Haskins, Texas
 Curran Miller, Indiana
 Ronald Dempsey, West Virginia

Roy G. Titsworth, New York
 Arthur Bunnell, Texas
 Preston Bunnell, Texas
 * J. L. Tunison, Jr., Kansas
 * Jasper E. Jones, Tennessee
 * T. Edwin Smith, Tennessee
 Hugo Ward, Wyoming
 Paul Clardy, Missouri
 Robert Langley, New York
 Ken Jacobsen, Alberta
 * Clarence Miller, Nebraska
 J. O. Fenstermaker, Ohio
 Richard W. Allan, New York
 James Garner, Massachusetts
 D. E. Bumpass, Jr., Virginia
 A. B. Chatfield, Iowa
 * Leonard Nichols, Maryland
 Calvin Zedd, Virginia
 J. Stuart Desper, Virginia
 Bill McNamee, Ohio
 Raymond S. Orebaugh, Virginia
 Joseph Lopshansky, Ohio
 Louis J. Marion, New York
 Lawrence E. Chapman, Michigan
 Victor Kent, New York
 * Orville D. Ashlock, Oklahoma
 A. G. Miller, West Virginia

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 Frank Bass, Montana
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 August Runge, Nebraska
 Don Werner, Nebraska
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WHO'S

Official Entry Form
1971 World Livestock
AUCTIONEER
CHAMPIONSHIP



JUNE 19

Port City Stockyards Co.
Sealy, Texas

Conducted by Certified
Livestock Markets Assoc.

Contestant's Name

Home Address

Business Address

(if different from home address)

☐ Entry Fee of \$100 enclosed

NOTE: If pre-contest publicity is desired, please complete the form below, and attach a page giving additional background information on the contestant and/or the market, if desired. Also list additional newspapers and radio and television stations, if desired.

* * * **NEWS RELEASE INFORMATION** * * *

Names and addresses of Newspapers, Radio and TV stations you would like to receive a news release

Please attach sheet with this additional information:

How many years has contestant been an auctioneer?.....

Has contestant entered previous auctioneers contest?

If so, when and where

(If contestant is employed or retained by competitive livestock market, please complete the following:)

Names and titles of owners of market

Approximately how long has market been in business?

Sale days of market

—DON'T MISS THIS CHANCE TO BE NO. 1!—

Mail this form and check to:

Certified Livestock Markets Association

4900 Oak Street

Kansas City, Missouri 64112

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Leonard Walthers, Nebraska
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* Dean Schow, Nebraska
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Ronald J. Scott, Kansas
* Ollie Hill, Kansas
Ron Gingerich, Kansas
Dale Clayton, Kansas
Larry Lagasse, Kansas
Marvin Knopp, Kansas
Willis A. Darg, Kansas
Harlan Kirk, Kansas
Harold Kirk, Kansas
Donald J. Godwin, Kansas
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Jack D. Palmer, California
Ralph Morrison, Texas
* Frank Lookadoo, Texas
Harold Hartzell, California

* Denotes new member

LEADER?

Wife, reading husband's fortune card to him: "You are a leader of men. You are brave, handsome, strong and popular with the ladies." She paused. "It has your weight wrong, too."

Pool-Side Party Opens Nebraska Convention

Nebraska Auctioneers Association's 23rd Annual Convention got into full swing with a "Pool-Side Party" at the Holiday Inn, Kearney, Nebraska, May 1. Hosting the party complete with Western Swing Band, beverages, and snacks were Col. and Mrs. Bernard Hart, Lincoln, John T. Ryan, Greeley, Mr. and Mrs. Eugene Marshall and Mr. and Mrs. Robin Marshall of Elm Creek.

Sunday morning the Convention officially opened with registration and a coffee hour before the meeting was called to order. Opening the meeting was a skit by Marv Grubaugh, Henry Buss and Pete Fowlkes, "Who To Hire As An Auctioneer", showing the difference between hiring non-member auctioneers and member auctioneers, especially stressing the value gained by learning and exchanging ideas with other auctioneers at conventions and through participating in your local associations. Also on the business docket was a discussion concerning the ever present Sales Tax and new booklets obtained from the State Capitol were distributed. Bernard Hart was asked to describe the Bulk Sales Act and how it affects auctioneers.

At the noon luncheon, the auctioneers and wives heard the welcome to Kearney by Mr. Wayne Hendrickson, Kearney Chamber of Commerce. Col. E. C. Weller presented Col. Dean Fleming, Atkinson, with the "Auctioneer of the Year" award. Memorial services were conducted by Col. Rex Young for two Nebraska auctioneers who have passed away this past year, Col. Mack Cosgrove, Omaha, and Col. Grant Phillips, Wallace. Before reconvening for the afternoon session Mr. Richard E. Spelts, addressed the members with a talk on "What's Good With The United Nations?"

During the afternoon the auctioneers heard talks by Col. Dean Fleming, Col. Bernard Hart, and a interesting talk on the "Legal Aspects of Auctioneering" by Mr. Glenn Kreuscher, Director of Agriculture of the State of Nebraska.

After different committee reports, Col. Leon Nelson headed a "Do You Know Your Auctioneer Contest" followed by a film with Vince Lombardi

titled "Second Effort." Then followed the fun auction and "Tune-up Time" and last but not least the grand banquet with the evening speaker, Mr. Joe Moore, Consultant for the State of Iowa, his topic being "Let's Go!"

Officers elected during the convention were Col. Tom Johnson, Albion, president; Col. Dick Shea, Sterling, 1st Vice President; Col. Ronnie Woodward, Broken Bow, 2nd Vice President. Directors elected were Dick Dolan, North Platte, Jerry Kelley, Tecumseh; and Robin Marshall, Elm Creek.

Iowa Auctioneers Hold Annual Spring Meeting

The Iowa Auctioneers Association held their spring meeting at Iowa State University Memorial Union at Ames, Iowa on April 25, 1971. There was a fine attendance of auctioneers, their wives and families as well as guests.

Before dinner was served in the Oak Room, Col. Leon E. Joy of Ames, gave the invocation. All enjoyed fine instrumental and vocal music by "The

Johnson's", a daughter and two sons of Col. and Mrs. Roy B. Johnson of Buffalo Center.

Harold Van Syoc, of New London, gave a report on the recent ruling of Iowa Sales Tax at Auctions. The address "The 212th Degree" was given by Mr. Jerry Carlson of Pocahontas, who is associated with the American Mutual Life Insurance Company. He gave us many fine points and much to think about.

Following a recess, President, Bob Winegarden of Pocahontas conducted a business meeting. Such items as the Fall Auctioneers Contest, Iowa State Fair Booth, the recent sales tax ruling, incorporation and an emblem for the Iowa Auctioneers Association were discussed.

All were urged to attend the National Auctioneers Convention at Lincoln in July and the fall Iowa Auctioneers meeting in October at Fort Dodge.

She: "When did you notice that you loved me?"

He: "When I began to get mad when people said you-were ugly and stupid."

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Missouri Auctioneers Tour Sale Barn, Attend Auction, at Spring Meeting

The Missouri Auctioneers met at the Ramada Inn in Sikeston, Missouri, May 1st and 2nd, 1971. The group that arrived on Friday was escorted over Sikeston and through the Sale Barns on Saturday morning. The men attended the sale of Beck & McCord Saturday afternoon and also the large Machinery Auction lots in Sikeston.

Everyone enjoyed a Smorgasbord meal at "Two Tonys" restaurant Saturday evening with the compliments of "The Beck & McCord Auction Service. Later in the evening a colored film was shown by Ken Barnicle on "Communism On The College Campus".

In the afternoon Col. Russell Kruse from Auburn, Indiana, was our guest speaker. He spoke on the Indiana License Law, how it affected Indiana Auctioneers as well as out-state Auctioneers.

Election of officers was held and Col. Hugh Campbell remained as President and Col. Monroe Woods remained as Vice President. Col. Ken Barnicle was elected to Sec.-Treas. Col. Irv Landolt was elected as a three year director and also Col. Dale Dickerman and Col. John Wagster.

This meeting was enjoyed by a nice crowd from all over the state of Missouri and some from Illinois. Some of these

people from Missouri had to travel as far as 450 miles. All enjoyed this outstanding visit. Col. Lenzie Beck and the Ramada Inn of Sikeston left no stone unturned to show us that good old Southern hospitality.

After the meeting a Fun Auction was conducted with everyone enjoying their profession. Our youngest member, Randy Dickerman 16 years old, chanted right along with the professionals. A new auctioneer in the making.

Col. Ken Barnicle
Sec.-Treasurer

Minnesota Auctioneers To Convene June 21st

All Minnesota auctioneers and wives should mark your calendar for Sunday evening, June 20th and Monday, June 21st. These are the dates of the annual Minnesota State Auctioneers Association Convention. It will be a full one day affair on Monday, June 21st at the Crest Motel & Supper Club, Caledonia, Minn., ending with the banquet Monday evening.

Those preferring to come the evening before will get a chance to get acquainted with other early arrivals. A full program is being scheduled so be sure to attend.



On the left is a group picture of those attending the Missouri State Auctioneers Convention, May 2. The other picture was taken at the Board of Directors Meeting, the same day.

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Ladies' Gold Watch with Expansion Band	Ea. \$ 4.50
Men's Calendar Watch with Matching Band	Ea. \$ 4.00
Ladies' Pennant Watches, Deluxe Styles	Ea. \$ 4.00
Men's Diamond Jim Brady Watch with Band	Ea. \$ 5.00
Men's "Skin Diver" Watch with Calendar	Ea. \$ 6.00
Ladies' Deluxe Round Face Watch with Band	Ea. \$ 6.00
Ladies' Nurses Watch with Band	Ea. \$ 5.25
Ladies' Square Face Watch with Suede Band	Ea. \$ 5.25
Men's Deluxe Water Proof Watch with Band	Ea. \$ 5.00
Men's Automatic Watch with Calendar	Ea. \$10.00
Men's Day and Date Deluxe Calendar Watch	Ea. \$ 7.50
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$ 9.00
Men's HELBROS Watch, Beautifully Boxed	Ea. \$ 9.50
Ladies' HELBROS Dress Watch—Deluxe	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$10.00
Men's HELBROS Dress Watch—Gold or Silver	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch	Ea. \$17.50
Men's Dress Watch with Cuff Links Set	Set \$ 4.50
Ladies' BRILLIANT CUT—HAND SET	
173 STONE WATCH	Ea. \$12.50
WALTHAM Ladies' Sport Watch w. Suede Band	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$ 9.25
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$23.00
HILTON Ladies' 4-Diamond Dress Watch	Ea. \$16.50
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 6.00
Men's Auto. Day-Date Dress Watch with Band	Ea. \$12.00
JAMES BOND 007 SPY WATCH WITH HOUR WINDOW	Ea. \$ 3.00
BRONCO WESTERN WATCH—for CHILDREN	Ea. \$ 3.50
Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
Men's or Ladies' Raincoats with hood	Doz. \$ 1.00
Louis D'OR Perfume—Ind. Boxed	Doz. \$18.00
Louis D'OR Perfume—\$20.00 Retail	Doz. \$ 5.00
Spray Perfume, Boxed—1000 Sprays	Doz. \$ 2.90
10 Pc. French Perfume Set, \$20.00 Retail	Per Set \$ 2.00
TIFFANY Perfume—2 oz.—Gift Boxed	Doz. \$12.00
CHARMANT French Cologne—Retail \$15.00	Doz. \$18.00
Glamorous FILIGREE Spray Perfume	Doz. \$ 5.90
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$12.00
4 pc. RUSSIAN LEATHER Cologne Set	Ea. \$ 1.75
2-oz. ORIENTAL JADE Men's Cologne	Doz. \$ 3.90
2-oz. Men's RUSSIAN LEATHER	Doz. \$ 3.00
Ladies' Wallets with 40 Windows, Boxed	Doz. \$ 3.90
Men's Wallets, Boxed	Doz. \$ 4.80
Ladies' Deluxe Clutch Purse	Doz. \$ 7.20
Trucker's Cowhide Wallet with 5 Compartments	Doz. \$17.50
Necklace and Earring Set, AURORA	
BOREALIS, Asst. Colors	Doz. \$24.00
Men's ROYAL STAR WATCH	
'250' WITH 36 STONES	Ea. \$ 7.50
Beautiful AURORA BOREALIS ACORN	
Necklace	Doz. \$ 5.90
Beautiful AURORA BOREALIS HEART	
Pendant	Doz. \$ 7.20
NITE 'N DAY Reversible Necklace—	
Pearl and Rhinestone	Doz. \$ 9.00
Reversible Necklace with Matching Earring Set	Doz. \$18.00
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Pop's Ponderings

It Will Be Holiday Time For Auctioneers, July 22-24

By COL. POP HESS

We, here in Ohio, as we enter the month of May, find our Spring work to be somewhat complicated with very little "Spring Weather" since this season came the last of March. Mostly cold and very dry weather with strong, blowing, cold winds. Spring plowing was well accomplished due to the dry weather and our farmers here in Ohio, as a rule, plan corn planting the first two weeks in May. However, we find that this year, much corn planting was completed during the last two weeks of April.

The question was moisture sufficient to have the seed sprout and then what the frost will do, if such occurs. Now, however, last evening as I began on my June Column, (May 6th.) we have had, for the past 24 hours, a good soaking rain and all of us farm folk and those interested in farm production now feel we are OK for a real good corn crop for 1971, along with the bean crop which is one of the good cash crops needed for today's farmers.

Our pastures this season are also looking good and livestock production in Ohio has good prospects when farm production is good. This all ties in with good livestock and farm equipment sales being well supplied with all those items needed for a good Auction Sale!

While an Auction Sale consists of many items to be sold that the average farm contains, it is the General Farm Sales Auctioneer who has a good field in this business. This is the type of sale that keeps on or about two thirds of our Auctioneers in constant demand!

We note that also, each type of an Auction Sale over the past months ranging from commercial equipment, automobile, antiques as well as general farm, have been well supplied with offerings, bringing good prices plus being well attended.

With the foregoing in mind, we will soon be preparing our trip to the National Headquarters, a permanent home,

dedicated to the Auctioneers of the past, present and future, those of yesterday, today and tomorrow! It will be a Shrine that has taken our profession over one hundred years to accomplish!

As of this writing, indications point to the largest Convention attendance yet to be established by the Association, bringing together, members from the United States and Canada for an all-time record! Yes, it will be our Auctioneer's National Holiday-Time: The week of July 22, 23, 24, 1971. **THIS WEEK, LINCOLN, NEBRASKA WILL BE THE AUCTIONEER'S NATIONAL CAPITAL, BUILT AND PAID FOR THROUGH THE PERSONAL EFFORTS OF OUR TODAY'S AUCTIONEERS!**

The Home Office reports that quite a few vacant Auctioneer name spaces exist, but we have faith they will be in the line-up by Dedication Day. I am happy



Charles Spiess, right, Pres. Eagle River Recreation Assn. views a letter from Vice President Spiro T. Agnew, with Col. John R. Fishdick. The Vice President in addition to expressing his best wishes for a 10th anniversary successful Youth Days auction to be held in Eagle River on August 6th or 7th, donated a tie bar which has the Vice President seal and will be auctioned off to the highest bidder.

to learn that the Home Office is already in its new location and every stone will be polished for our Convention attendance.

The writer feels honored by the many comments regarding our April cover-page. They all commented on the excellent picture of our Immediate Past President, Col. Jim. I agree with them that it does take a good looking chap to take a good picture. What they said about my part in the picture, some were complimentary and some very amusing. One fellow said: "JUST A TRUE PICTURE, THE PAST AND PRESENT . . . WELL MATCHED!" So, thanks to our Editor and publishing staff for the fine cover-page.

It is both my hope and wish that the coming Convention will bring forth one of the most attractive events of all time in the Auctioneering profession!

If my records are correct, it will be right at 25 years when I wrote the July Convention column and this I plan to have for the July, 1971 issue. Then we go into silence until the September issue and we all hope that issue will furnish much of interest to all.

Time Marches On

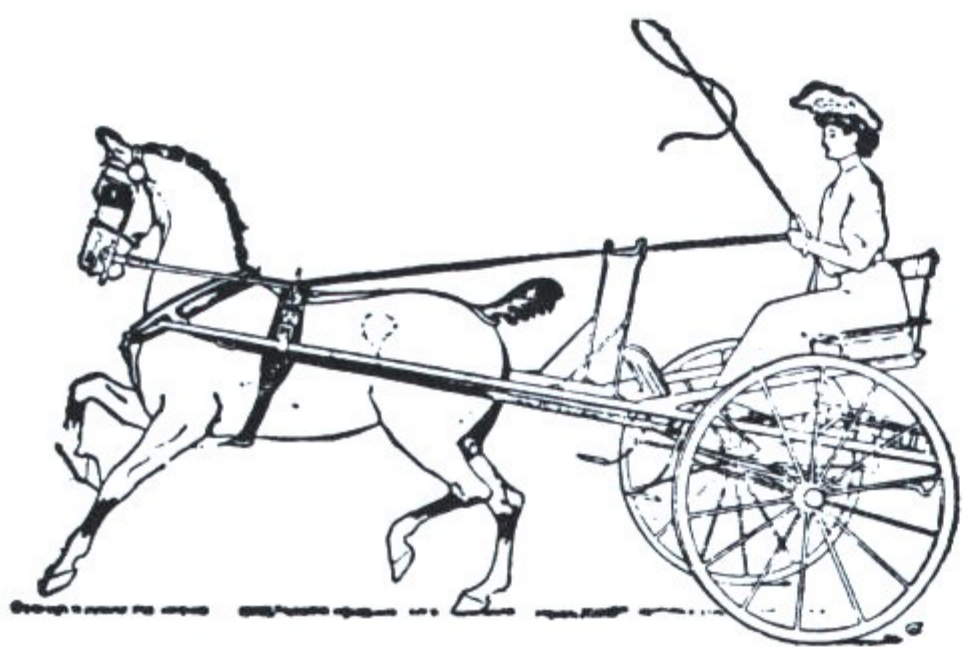
It's that time of year again — Convention time. It seems like only yesterday that we were welcoming you to Wisconsin and Milwaukee. Here it is time to make plans for attending this years convention in Lincoln.

The 1971 Convention will be a milestone in the history of the NAA. The dedication of our own National Headquarters building, one in which we all should be proud no matter how small a part we had in its existence. It will be the beginning of greater things to come for the NAA.

May I urge each and everyone to attend this convention. We in Wisconsin were honored to be your host last year. I know the Nebraska Auctioneers and their wives will more than welcome everyone to Lincoln in July.

I am looking forward to meeting many of my old friends at the convention as well as making some new ones. It's Lincoln in July for my wife and I.

Joe Donahoe
Darlington, Wisc.



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Determination To Be An Auctioneer

By Mrs. Tom Berry, West Newtown, Pa.

Many years ago, in fact 35 years ago, Tom worked at a coal washer. Never being satisfied, he gave up a good job to go into Traveling Show Business. Deep down in his heart he always wanted to be an auctioneer and coming from a family of 14 it was impossible. So in our show travels in every town and state we took auctioneers' names out of phone books and advertising which gave us quite a varied list of names and states. So after two years we decided to make a move and write to all these auctioneers to see if they may be interested in an organization. We received hundreds of answers, mostly thinking an association would help.

At this time Tom went to Reppert's Auction School and kept on trying to organize auctioneers and get an auction law to place auctioneers in better standing. So approximately 22 years ago just a few members met and started what is now the National Auctioneers Association. We got into the auction business in a big way, specializing in furniture stores and antiques. It is not how much you charge, but how much more service you give the customers. In most part, if you sell yourself they do not even ask the percentage.

No school in the country can make an auctioneer successful. It is himself he can depend on and how much he wants to do for himself and the auction profession. If you are determined to make it a big and better profession, you work hard to do so.

For twenty years Tom worked to get a license in Pennsylvania and it was successful. Also the National Auctioneers Association of which I am very proud is proof of what a will to do will accomplish.

Now, in July, the 3rd step of progress that so many people said was not possible did happen. And the building will be dedicated which shows what determination can do. I hope the members that did not think it possible will put their backs to the wheel and help just a little.

I would like to say it just another

rung up the ladder for auctioneers. The man that would like to succeed as an auctioneer must first sell himself in dress, actions, be honest about the sale to your employer. Do a better and more complete job. Consider your seller and also your buyer. Most of all, do not complain about your competition, just do a better job. Remember, no matter how many sales you have you can always learn something.

Also being a successful auctioneer will not happen over night. But keep with it and success must follow. Because the ladder of success is high and the rungs rough. As a booster of the auction profession and the association if any one would like to write I will answer as well as I can.

Farm Brings \$219,000

SALEM, OHIO — The Cedar Brook farm sale, held, was one of the largest ever held in Richland County. Russ Kiko and associates conducted the sale.

The 505 acres, with five houses, brought a total of \$219,000. The bidding was very active. There were buyers from five states for the purebred Guernsey cattle, and they paid \$925 for the top cow. Machinery sold very well.

Newest Organization Makes Contribution

Just completing their first year, the Louisiana Auctioneers Association "passed the hat" at their March meeting and collected \$115.00 for the NAA Building Fund. Being the newest of the state associations did not prevent this active group from participating. They are to be congratulated. Their attitude of optimism will make them successful.

Building Fund Notes

Response to the Building Fund has continued the past month at a satisfactory rate and several new names have been added to the list of donors. These include:

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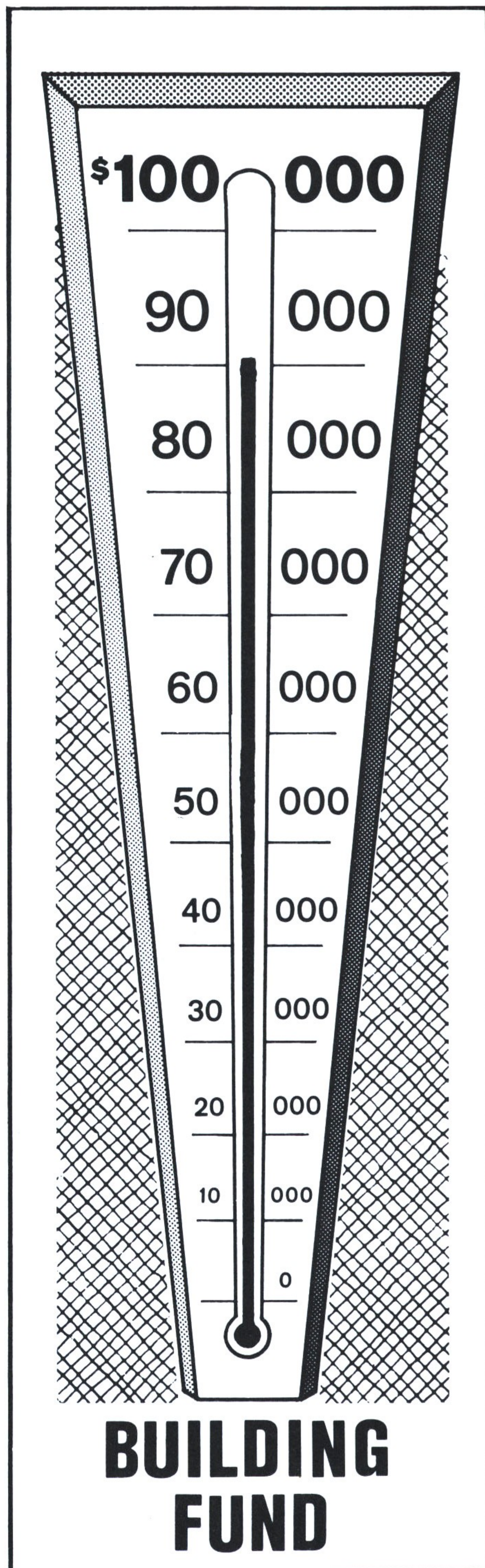
We still have room for YOUR NAME!!!

Washington Auctioneers Raise Building Funds

Members of the Washington State Auctioneers Association gathered in Ellensburg, May 16, for a day of fellowship and enjoyment. When the group's president, Orville Sherlock, called the meeting to order there was a well-filled room ready to partake of the delicious steak dinner that was served.

Bernard Hart, secretary of the National Auctioneers Association was the only speaker on the program. He told of the completion of the building project, mentioned some of the unique features of auctioneers and invited all to the National Convention and Building Dedication ceremonies. A brief business meeting followed.

Primary purpose of the meeting was to raise the money to complete the state association's pledge to the NAA Building Fund. A Fun Auction was held in the restaurant's parking lot. Everyone participated in the buying and selling, the auction was a success and all who attended enjoyed a period of fun and fellowship with his fellow auctioneers.





Adairland Farms, Glasgow, Ky., sold at auction for \$277,600.00. Personal property sold the same day brought the proceeds of the auction to \$330,000.00.

\$716 Per Acre Realized In Kentucky Farm Sale

GLASGOW, KY. — A California contractor paid \$203,000 for part of the farm his father sold 36 years ago for \$15,000.

Elwell Peden came back to his native Barren County to participate in bidding for the showplace Adairland Farm with its Bluegrass-type white fences and barn.

He said afterward that he had been determined to bid up to \$300,000 for that portion of the farm occupied by an antebellum home and two adjoining tracts.

His total purchase at an auction attended by about 500 persons was 233 acres. Buyers of two other tracts raised the return to \$277,600 for 400 acres.

Peden, now a general contractor at Fresno, after 20 years in California, said he made the purchase only as an investment. He said he will hire someone to manage the property until he decides on its future disposition.

The auction, conducted by Bailey and Grissom, of Glasgow, had drawn wide interest, especially in the Glasgow area.

There had been speculation that a number of prominent persons, including Gov. Louie B. Nunn, a Glasgow native, would be among the bidders.

Others mentioned as possible bidders included orchestra leader Billy Vaughan, another Glasgow native; Roy Acuff, a country music singer from Tennessee,

and a "hippie colony from California."

If any of the group participated in the bidding through agents, it wasn't made known.

Editor's Note: Col. David W. Bailey is a member of the Kentucky and National Auctioneers Association.

Auction At Academy Brings Back Memories

FAIRMOUNT — The Fairmount Academy building "Queen of the Hilltop" an educational unit for many years on Ind. 26 and Rush Street has been abandoned and will soon have a new owner if all goes as planned.

Last April 17 the old academy was the scene of an auction sale with a large delegation assembled for the two hour sale of surplus school equipment from the two schools.

Several former academy graduates and persons who had attended the school at one time reminisced as a last tour of the school was taken in viewing old style student desks, tablet arm chairs, teachers desks and other miscellaneous items that comprised the two hour sale.

Fairmount Academy opened in 1885 with 40 students and two teachers, including the principal. Before the first 14-week term ended enrollment had increased to 65, and by the close of the first year, 113 were enrolled.

Room and Board in the dormitory was

\$2.50 for a full week or 10 cents a meal for those who went home early Friday afternoon and returned after breakfast on Monday morning.

Music was an important part of Academy life. There was a glee club and orchestra, and private piano instruction was offered.

The Academy also had a well equipped science laboratory. An Agricultural department was also maintained by the Academy. The Academy sales Pavilion was erected September 8, 1919 on grounds just north of the Academy building. It was used for the purpose of holding public live stock sales, and also by the students as a livery barn.

The 1922 yearbook said that sales had been well attended by large crowds and that financially the sales were a success in every way. The Domestic Science department served lunch. The proceeds were used to buy equipment for that department.

Everett E. Corn, long time Fairmount resident and secretary of the Indiana Auctioneers Association, conducted the auction of the surplus.

Charolais Auction Tops \$4,000,000 Figure

ROANOKE, TEXAS — The premier sale of the Charolais breed and perhaps the greatest sale of all time took place near here and Terrell last week.

The NB Hunt Ranches "Four Days' Sale" grossed \$4,085,550 on 1,250 lots to average \$3,322. Cattle sold into 28 states, the Bahamas, and three provinces of Canada.

Topping the sale at \$35,000 was lot

2, Alexane A 52. This six-year-old full-French daughter of Topaze was safe in calf to the French herd sire Crestomere Alger, and sold to Trans World Charolais, Inc., Shorter, Ala.

NOT THAT BAD

"Look's like a bad storm coming up," said the hostess. "You'd better stay for dinner."

"Thanks," replied the guest, "but I don't think it will be that bad."

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Kansas Auctioneers Elect

Dick Brewer at Dodge City

The Kansas Auctioneers Association held their 16th Annual Convention at Dodge City, May 1 and 2. The meeting was characterized by Dick Brewer of Mt. Hope, new president and convention chairman, as "Very Successful". In the closing sessions, Brewer was named 1971-1972 president, to succeed John Collins of Garden City; Roy Wood of Wichita was elected Vice President with Bob Jessup of Phillipsburg remaining as Secretary-Treasurer.

New directors elected are Ronald J. Scott of Garden City, and Harlan Kirk of Bucklin. Larry Lagasse of Concordia and Lawrence Welter of Manhattan retire from the board this year. Other members are Floyd Gehring of Moundridge, Joe Gingerich of Hutchinson, Rex

Newcom of Whitewater, Wilson Hawk of Effingham, Willis Darg of Bennington, and Ed Reimer of Goessel. Collins, as past-president, also is a member of the board.

Visiting the convention May 1, was Dean Fleming of Atkinson, Nebr., National Auctioneers Association President. He was made an honorary deputy marshal of Dodge City in ceremonies at the Long Branch Saloon by Jack Steinmitz, ceremonial marshal of Dodge City. The Long Branch Show by Kitty and the Can-Can girls was performed for the auctioneers, their families and guests, and a fun auction followed in which all auctioneers took part.

Sunday morning, May 2, the auctioneers heard their secretary-treasurer's re-



CHAMPIONS SOLD — The 1970 National Pony Pulling team champions owned by Blair Losey of Mt. Pleasant, Mich. were sold at auction during a special sale held at the Andy Sale Barn, Hillsdale. Junior Ledyard of Hillsdale, far left, bought the sturdy team for a top bid of \$1500. Pictured next is Doug Schultz of Charlotte who was the contending bidder, Blair Losey, seller, and Frank Gates, president of the Michigan Auctioneers Association, who conducted the evening sale that drew a crowd of more than 500.

port and auditing committee report, followed by a talk on advertising by Ray Pierce, editor of the High Plains Journal, and a discussion of citizen responsibility by Ken Strobel, Dodge City attorney. Pierce presented John Collins with a leather briefcase on behalf of the High Plains Journal in recognition of his service as Association President.

A group of the auctioneer's wives and children enjoyed a guided tour of Front street and Boot Hill Sunday morning. At noon, Sunday, the Convention group was addressed by Hector Campbell, president of Dodge City Chamber of Commerce and president of Speed King Manufacturing Company, at a luncheon in the Silver Spur. Campbell showed the film on Dodge City produced for the city's centennial.

After reports of committees, business meeting and election and installation of officers for 1971-1972, the auctioneers adjourned their convention.

The girl who waits for a smart cookie usually ends up with a crumb.

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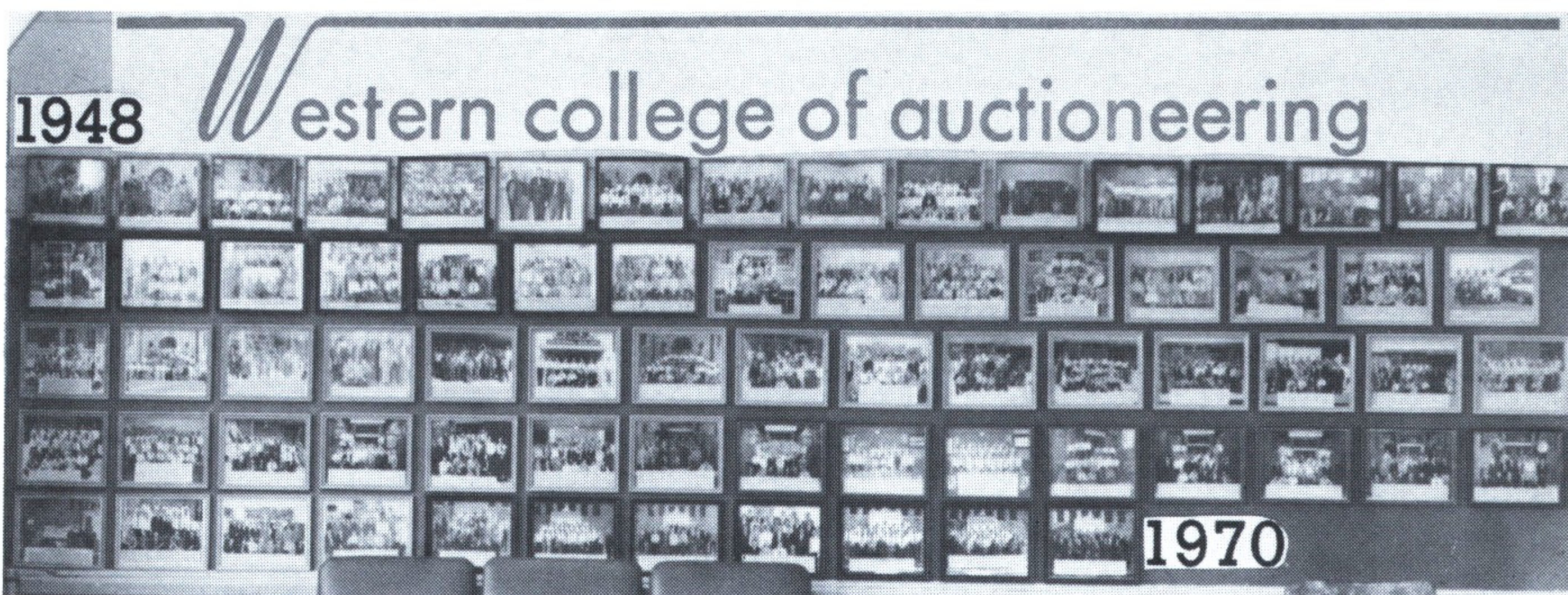
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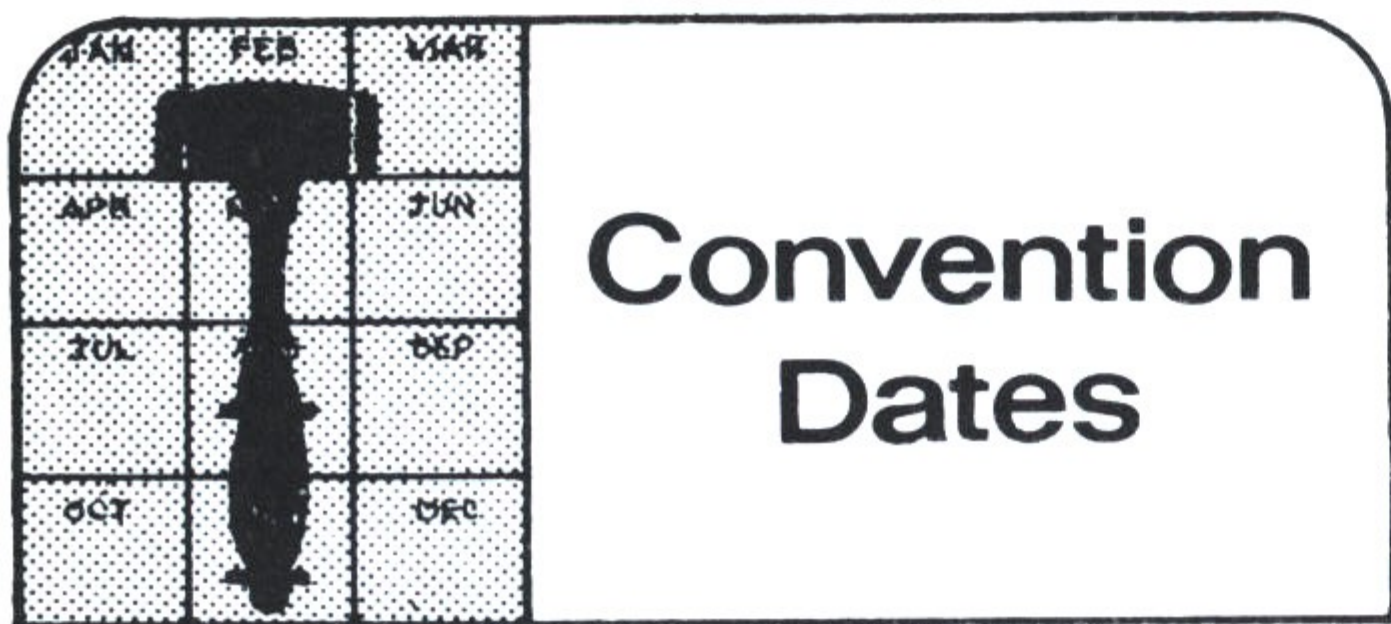
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- June 4-6—Texas Auctioneers Association, Dallas.
- June 8-9—Wisconsin Auctioneers Association, Midway Motor Lodge, Wausau.
- June 11-12—South Dakota Auctioneers Association, Watertown
- June 12-13—Ohio Auctioneers Association, Hospitality Motor Inn, Toledo
- June 13-14—Tennessee Auctioneers Association, Sheraton-Peabody Hotel, Memphis.
- June 19-20—West Virginia Auctioneers Association, Cedar Lakes.
- June 20-21—Minnesota State Auctioneers Association, Crest Motel and Supper Club, Caledonia.
- June 22—California Auctioneers Association, Pasadena.
- July 22-24—N.A.A. National Convention, Cornhusker Hotel, Lincoln, Nebraska.

Tennessee Association Plans June Convention

Tennessee auctioneers are eagerly looking forward to the annual convention to be held at the Sheraton-Peabody Hotel in Memphis, Sunday and Monday, June 13 and 14.

A very interesting and entertaining program has been planned by the program committee headed up by Colonel Buford Evans of Lawrenceburg and Colonel Bill Collier of Waverly.

The convention will get off to a flying start with the banquet on Sunday evening followed by one of America's top humorists, poet, and entertainer, Mr. "Pek" Gunn of Nashville. It has been said of "Pek" Gunn, "He has the style of a James Whitcomb Riley, the wit of Will Rogers, and the down-to-earthness of an Edgar A. Guest." Mr. Gunn's slogan is "Keep on Laughing, It's Better Than Bellyaching".

Another feature of the Sunday evening program will be a contest between

the new members of the Tennessee Auctioneers Convention. This will be followed by the fun auction which heretofore has been held on Monday afternoon. There will be **live** entertainment from within the ranks of the T.A.A. family to close out Sunday evening.

Colonel Grover Howell of Seagoville, Texas, who is in great demand as a speaker, will be in attendance Sunday evening and will be one of the several speakers to the convention on Monday.

An effort is being made to get all Tennessee licensed auctioneers to attend this year's convention, whether a member of T.A.A. or not, and special invitations are being sent to these men.

Last year we were very happy to have several of our Kentucky auctioneer friends attend the convention and participate on the program. To our Kentucky neighbors and other auctioneers who would care to attend, please consider yourselves as invited. We will be delighted to have you.

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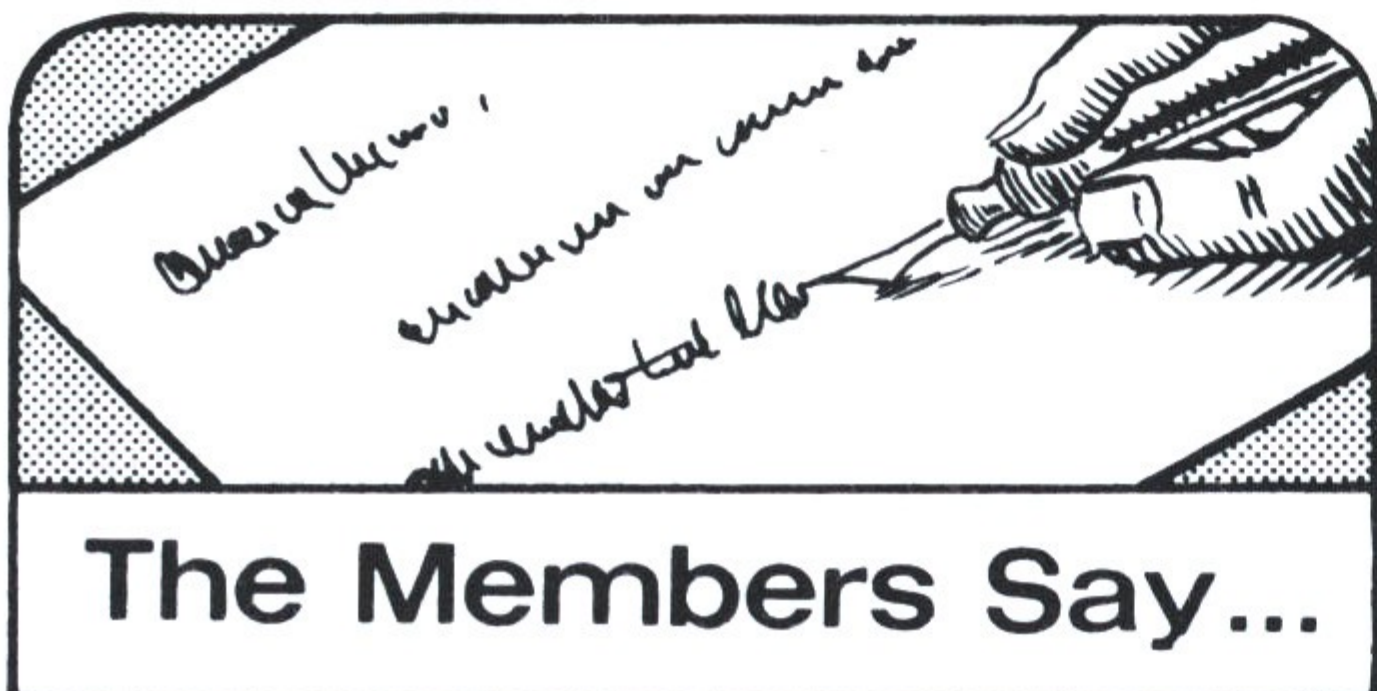
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Dear Bernard:

The auction rush is about over in our area, we have two full weeks left and then to the summer of household, antiques and real estate. I really am looking forward to seeing you again, I hope you can be at our State Convention. I do not know the exact days as yet. I have been following the news about the National Advertising Contest. I have picked out a few at this time, and Roy and I will go over the complete deal and send some more. I'm not sure what you can use on this load, but what you can't throw away.

Those mailing stickers do two things. If our bank clerk does not have buyers numbers we use these, and they really work swell. They stick them on their hat or coat and these hold up in any kind of weather. The letter that is enclosed got us a couple real large machinery auctions, we mailed these to all dealers in a very large area of Minnesota and Iowa. It helped get the one auction that ran over \$90,000. We hand signed them as you noticed, more work, but we thought it looked better.

I will be at the National this year, because we want to get many new advertisement ideas. The auction advertising record sheet, really saves me a lot of time, we check where we send our advertising and after it's done, I send this to the clerk and then they know when all advertising is in.

Enter what can be entered in the Contest and we will send some more of our real estate auctions at a later date. The real estate auction business has been very good, so much better than we ever dreamed possible. We have found out the key to a good auction is in the advertisement and promotion, "an auction has to be made before auction day". I read a news item the other day about an advertisement firm saying "We only know half our advertisements works, but we don't know what half," and that sure is the truth.

We know for sure if a person **does not know about the auction** it's impossible for him to be there, so you use every possible advertising you can think of.

Well Bernard I'm going to close, as you know, I'm such a firm believer in promotions. I could go on for a long time, and when you see the Directors say "Thank you" from me for letting us enter the contest.

Yours truly,
Don Babbitt
Conger, Minnesota

* * * *

Dear Col. Hart:

Enclosed please find a check for \$10.00 for my 1971 dues. I enjoy The Auctioneer very much, and look forward to its arrival each month. Been having some fair sales in this area, but still have to work at it part time because of my Air Force obligation.

Yours truly,
Early Crossley
San Angelo, Texas

* * * *

Dear Sir:

Sorry I missed sending the check because I like the magazine very much. Any time you get down this way stop in and see us; we have a little different set-up here then most places. My husband is the Auctioneer, my father clerk, and my mother and two of our girls work the restaurant. The other two girls help out up in front with me. I work the ring. The older girl sings the Auctioneer Song and auctions beside and has won a lot of places. She is only 13 years old, so as you can see it is a family affair.

Well that is what is going on in our little town of Willshire.

Richard Byer
Willshire, Ohio

* * * *

Dear Mr. Hart:

Enclosed is a copy of the Ad I ran in our County papers. We have sixteen licensed auctioneers in my County of which I am the only one that belongs both to the National and State Association. This ad was responsible for two inquiries concerning membership to the associations. I want to compliment the committee for the mats which they sent the members for publication.

Regarding the building fund I am for-

warding under separate cover a check for \$100. Looking forward to seeing you at the National Convention in Lincoln, I remain.

Sincerely,
R. C. Burkheimer, President
Auctioneer's Assn. of Maryland

* * * *

Dear Mr. Hart:

Thanks for the reminder. Don't know why I forgot. Don't want to miss a copy of our magazine. It is good and I read every word (**nearly**).

Sincerely,
C. D. Foster
San Antonio, Texas

* * * *

Dear Bernie:

As usual I'm a little late sending this. However, I'm sending \$20.00, \$10.00 for dues, \$5.00 for Booster and an extra

\$5.00 for the fund.

Got to visit this past year for about 2 hours with Pop Hess at the Columbus Ohio State Fair. Enjoyed just being around him. He sure can tell some true experiences in auctioneering.

I am doing many sales now. Was on the block at Ironton, Ohio this past week for 7½ hours, antique merchandise. I have about forgot how to type so I hope you can read this. Must get to bed and head for Cleveland, Ohio at 5:00 A.M.

Bernie, I jotted down a few words and thought it might fit into some of the things one goes through in life. Especially as an auctioneer. Hope to see you if you can make it June 20th this year to the West Virginia Auctioneers Convention.

Sincerely yours,
A. G. "Dick" Miller
Huntington, W. Va.



MICHIGAN PRESIDENT — Frank Gates, left, was elected president of the Michigan Auctioneer's Association when they convened in Lansing. Pictured with him is Dean Fleming, president of the National Auctioneers Association who was on hand as special guest speaker. Frank is from Litchfield, Mich., a graduate of the Missouri Auction School, a member of the National Auctioneers Assn. and the Hillsdale County Board of Realtors. He is an auctioneer at the Andy Adams Sale Barn, Hillsdale and is associated with W. B. Ewing, broker. He conducts all types of private sales, and for five years operated a horse auction near Jackson. He and his wife, Geneva, are the parents of three children, Molly, a sophomore at Hope College, Holland, Sally, a senior at Litchfield High School and Tony, a junior at Litchfield High School.

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Dear Bernie:

Find enclosed 1971 dues and a small donation to our building fund. The auction business is good, sales every weekend, in fact so good I can hardly keep up with the full time job I have and the auction business. All my spare time is used in either selling a sale, writing one up or promoting one. We are booked solid until mid June.

Seems I'm twice as busy since my partner Marcellus Hartman passed away. I didn't realize all the help he was to me.

I hope the contributions keep coming in for the new building. Good luck and God's speed on this excellent venture.

Sold
Edmund E. Kueker
Waterloo, Illinois

* * * *

Bernie:

Here is \$100 for our Building Fund. Business is good in the auto auction phase of our profession. I have been with Sacramento Auto Auction for over 15 years and with Chrysler Lease for over 5 years.

The Auctioneer image is growing and partly through the communication received in the fine Auctioneer booklet. I am proud to pass my magazine along to other professional people.

Mel Ellis
Napa, Calif.

* * * *

Dear Bernie,

Enclosed you will find a small check that I want to put towards the Building Fund.

In this last year I have started out on a new venture. Having purchased a piece of land with a small, run-down building on it, we have worked it over and started a Real Estate and Auction Service. We are just south of Tampa, on U. S. 41. I have a lot of good help, my wife and four children all pitch in, even if the pay isn't so good yet. I also have another man, Mr. Casto, and his wife, both of whom have Real Estate licenses and they help also. He is going to make a good auctioneer. We have a good time at it.

We are happy with business so far, just need more of it. We have picked up three real estate auctions plus a few business liquidations, household auctions and a few sales from our small

auction center. Consignments, as well as attendance, are picking up.

In our first sale at the auction center we had 41 signed in. Last Saturday was our sixth sale there, and there were 105 signed in, so we feel real good about that. For last Saturday's auction, we advertised National Auctioneers Week and our local paper (The Ruskin Shopper and Observer News) used the news release that was furnished.

Right in this particular area it is virgin auction territory. The people have to be educated to the absolute auction method of sale. Many people have told me the auctions they had attended items were not sold if they didn't bring a certain price, consequently they quit attending.

I must say my first auction center sale wasn't the easiest but now they know what we put up is going to sell and they get in and bid. On my real estate sales I have a contract that states we sell to the high bidder. I must say it isn't easy to get the seller to go along on this.

Our first real estate sale was a two bedroom house. The owner had a bank appraisal of \$18,000 for loan purposes. We sold it for \$17,500, cash, plus \$1,547.00 for the furnishings.

On a commercial piece, a 210' x 210' lot, less roadway, we got \$17,000, cash. After signing up, the owner called a week later and asked, "What if someone only bids a dollar?" I told him he needn't worry, the lower it started the more bidders there would be. He said, "I hope I get \$15,000."

You mentioned about having an article on "Getting Started - How?" I know this would be very beneficial to me and I am sure to many others. I hope some of the auctioneers will take time to write in on this.

Enclosed is a brochure that I give out and have at my sales so people can pick them up. Much of this information came from other auctioneers and from those who have written in THE AUCTIONEER such as Col. Pop Hess, Col. Fishdick, Col. H. Earl Wright, Col. Richard W. Bronstein, and many others, plus adding my own true feelings of the auction method of sale.

If the good Lord is willing I would

like very much to make it to the National Auctioneers Convention. Time will tell.

Sincerely,
Neil L. Hoopingarner

Good Speakers Feature Arkansas Convention

Speeches by a key state senator and a director of the NAA highlighted the Arkansas Auctioneers Association's annual spring convention held in Hot Springs, Arkansas, April 10 and 11.

Col. Jim Stevens, Nashville, Tenn., a director of the NAA, persented an illustrated talk on real estate auctions, stressing the importance of correct division of parcels of land for effective sales.

He said that all auctioneers, whether dealing in real estate or not, must be honest with both buyers and sellers. The only way to succeed as an auctioneer is to treat every seller in a way that he will come back when he wants to buy, Stevens commented. The same thing goes for the way one treats his buyers, if he wants to ever sell anything for them.

Senator Olan Hendrix, president pro tem of the Arkansas Senate, urged the state's auctioneers to band together and work towards an auction law that will be good for both the auctioneers and the public. He said that the profession was in danger until such a law was passed.

An auction law that would have closed all auction houses in the state passed the Senate and would have passed the House if it had not been for fast action by members of the Arkansas Auctioneers Association, Hendrix pointed out. The law was sponsored by the state police and was aimed at the sale of stolen items. It, among other things, required that a 3 x 5 file card must be made on each and every item a customer brings in. The card, which must be delivered to the chief of police or sheriff by noon the following day, had to have a complete description of the item, all serial numbers, a complete description of the person bringing the item in and a finger print of the consigning customer. None of the items could be sold for 48 hours, allowing police to check out the list for stolen property. All state auc-



Col. Jim Stevens, Nashville, Tenn., a director of the National Auctioneers Association, spoke at the business session of the Arkansas Auctioneers Association. Col. Stevens stressed honesty as the guideline for auctioneers.

tion house owners agreed that the law would put them out of business.

Hendrix said that if the state did not get a good law and soon, a similar law might go all the way next time.

A benefit auction was held in Hot Springs on Saturday of the convention to raise money for the state's pledge to the NAA building fund. Although the sale fell short of the goal, a plea from Col. Fred Hiatt, president, brought enough donations from the floor to more than cover the \$1,000 pledge.

Col. Glen Vaught, Little Rock, was elected president of the association for the coming year. Other officers elected were: Col. Jimmy Irwin, West Memphis, vice president, and Col. Dan Baldwin, Sr., Little Rock, secretary-treasurer. Directors selected include: Col. Fred Hiatt, Rogers; Col. Bob Henderson, Magnolia; Col. John Tucker, Little Rock; and Col. Jim Wilson, Hot Springs.

JERRY HIETT

Auction Attracts Many, Recalls Memories

CHRISTIANSBURG, VA. — It's easy to remember way-back-when at an auction.

Just such an event took place here the last two weekends as auctioneers disposed of the personal property of the late Murriell Inez Lee, at her former home on Montgomery Street in the Cambria section.

There was so much to be shown, seen and sold that the sale had to be broken into two weekends china, glassware, lamps and other small items on the first one, furniture the next.

The people swarmed in, from neighboring towns, cities, counties, and even other states.

The crowds were large and, appropriately, the prices were high.

Some of the items sold had been collected by the Lee family over a period of some 60 years.

And besides the nostalgia of the antiques, strewn hither and yon on the porch and in the grassy shaded lawn,

there was a lot to watch, as Carl McNeil and Dick Shelburne went into their sing-song patter and hands popped up and down.

There were youngsters and oldsters and some between. Some mused over memories brought back, others wondered where in the world that copper washing machine came from.

For the little ones, the day might have been boring were it not for the big round mirror propped up against a comfortable tree in the front yard or the garage room that's so nice to climb on.

Some even went up into the trees to get a better view of what their elders' heads were hiding — the auctioneers holding up the next items.

But a few others couldn't hold their heads up and went nodding away while their parents kept right on bidding.

Unless we give part of ourselves away, unless we can live with other people, and understand them, and help them, we are missing the most essential part of our own human lives.



New officers and members of the board of directors of the Arkansas Auctioneers Association are from left: Col. R. W. "Bob" Henderson, Magnolia, and Col. John Tucker, Little Rock, directors; Col. James Irwin, West Memphis, vice president; Col. Glen Vaught, Little Rock, president; Col. Dan Baldwin, Sr., Little Rock, secretary-treasurer; Col. Jim Wilson, Hot Springs, and Col. Fred Hiett, Rogers, directors.

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Auctioneer Championship Contest

A Top Livestock Industry Event

The 1971 World Livestock Auctioneer Championship will write a chapter in livestock's colorful history, and officials of the Championship, the marketmen of the Texas Livestock Markets Association, and the entire town of Sealy, Texas, intend to add the footnotes. They plan to make this event the kind that reappears in the talk of livestockmen for years!

To the auctioneer the contest means recognition of his abilities, awards for his talent, and prizes. It also means nationwide publicity, because contest officials have taken care to see that the event is properly covered by the press, and other media.

Conducted by Certified Livestock Markets Association, the affair is compressed into one day, Saturday, June 19. It takes place at the Port City Stockyards Company, in Sealy.

There are three regions of the United States from which winners will be picked, and there will be three winners from each area; a regional champion, a reserve champion and a runner-up.

Over and above the champion in each region, there will be three top winners; a World Champion, a Reserve World Champion, and a RunnerUp World Champion. The three top winners will not be picked from the regional winners, but will be over all.

Each of the three regional winners will be awarded a plaque. Runner-up, Reserve World Champion, and World Champion will receive a trophy. Additional prizes will be awarded by various companies.

The contest will be judged on the basis of the auctioneer's ability to sell livestock. He will be selected by the judges on the assumption that he would be worthy of employment in any livestock merchandising effort.

Judges will be professional livestock buyers and marketmen, three of each,

plus a chairman, making a total of seven men.

Since the entire contest action is one day in length, there will be no elimination. The number of drafts and amount of time for each contestant will be determined by the number of auctioneers and the number of cattle.

The cattle sale is truly a "Showcase." The Texas Livestock Markets Association has searched the area for the finest stocker and feeder blood available and will present them for the contestants to sell.

Immediately before the Auctioneers Championship, there will be a judging event to place the groups of commercial stocker and feeder steers and heifers.

Lots of 20 or more Charolais, Herefords, Angus, Santa Gertrudus, Brahman, English Cross, and Brahman X English, will be judged, by professional order buyers. There will be trophies for consignors, so the cattle being sold by the contestants of the World Championship will truly be championship caliber cattle.

Immediately after the sale, the contestants will be guests of the townspeople of Sealy and treated to a parade. The whole town will be decked out in welcome and recognition of the World Championship event.

After the parade there will be a barbeque and an awards presentation banquet.

In short, the officials of Certified Markets Association, the marketmen of Texas Livestock Markets Association, the Port City Stockyards Company, and the entire town of Sealy are going all out in a combined effort to make this an event to remember.

To take your place in the day's events, fill out the entry blank in this issue of **the Auctioneer** and mail it today.

Advance Planning Pays In Charity Auctions

The Eagle River Recreation Association is making early preparation for their 10th annual Youth Days auction, to be held in Eagle River, Wisconsin on August 6th and 7th. Col. John R. Fishdick, NAA member, and the originator of the ERRA Youth Days auction 10 years ago announced today that this auction is taking on a national reputation. Momentos have been received from the following dignitaries, celebrities and organizations, namely, President and Mrs. Nixon, Vice President Agnew, President and Mrs. Lyndon B. Johnson, Mrs. Dwight (Mamie) Eisenhower, Bob Hope, Mayor Richard Daley, Green Bay Packers, Milwaukee Bucks Basketball Team, etc.

It is anticipated that one of the national networks will cover this event as a documentary.

As many members are aware Col.

Fishdick, has raised over one million dollars for worthy organizations in conducting Benefit auctions — a self addressed stamped envelope to him at Eagle River, Wisconsin 54521, will bring you an answer to any problem or advice you may want on Benefit auctions — he is known across the country as “Mr. Benefit Auction.” Yes, it’s all done for “free” — his salary has been and is only the self gratification he gets from helping others.

April 20, 1971

Dear Colonel Fishdick:

President Johnson appreciates your letter and the good work you are doing. And he hopes you can use this engraving of the LBJ Ranch for your benefit auction.

Sincerely,

(Mrs.) Mildred Stegall

Assistant

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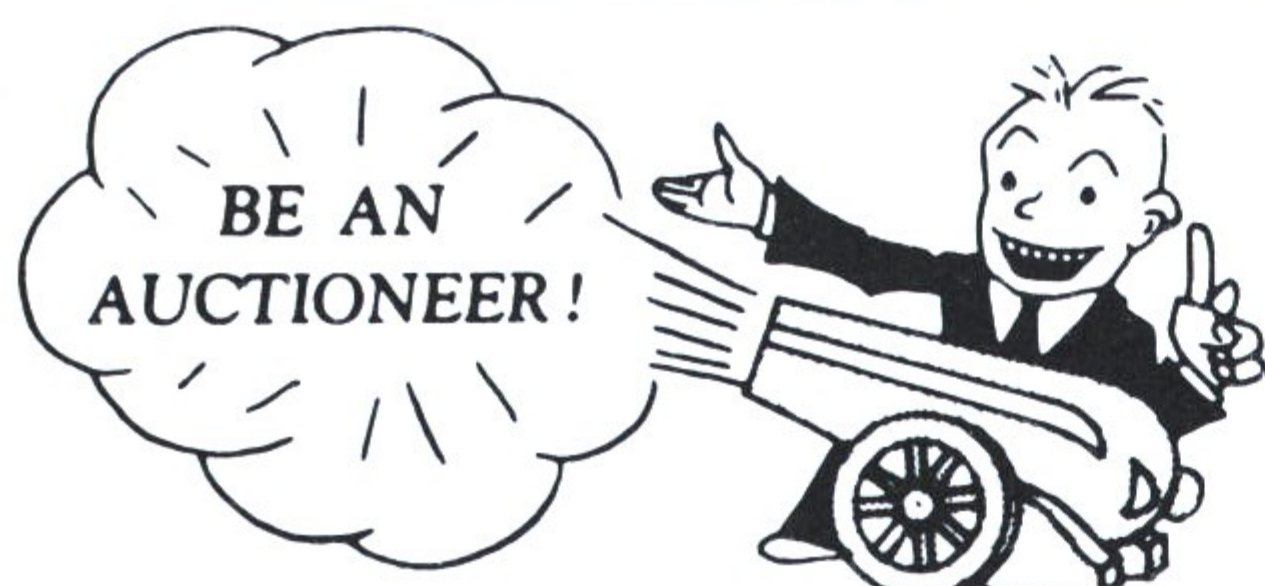
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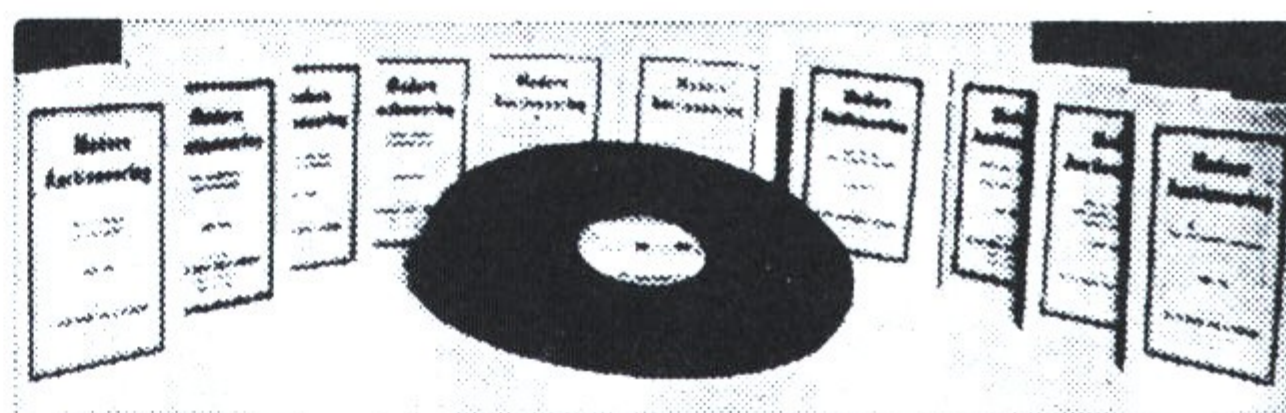
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9,000 Tickets (1/3 White, Pink & Card) . . .	\$14.50
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STANDARD CLERKING SHEETS . . . Form No. CLS-2

8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.

\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.

2 part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".

\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

EQUIPMENT AUCTION TAGS . . . Form No. EAT-59

3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".

1,000 Tags	\$9.75	5,000 Tags	\$42.50
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BUYER CARDS . . . Form No. BC-70

For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).

1,000 Cards	\$7.50	2,500	\$17.50	5,000	\$32.50
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FINAL SETTLEMENT FORMS . . . Form FS-69

8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchantable title to all items sold and deliver title to purchasers. Auctioneer keeps original and seller keeps the copy.

\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

BUYER'S REGISTRATION FORM . . . Form No. BR-69

8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

CONSIGNMENT CHECK-IN FORM . . . Form No. CC1-69.

8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Auctioneer signs that he received the items listed and seller signs that he has good title to all items and the right to sell. Auctioneer keeps the original and second copy and seller keeps a copy. Consignor receives second copy from auctioneer with his payment check. Space to list a number of items on each form.

\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

PERSONAL PROPERTY AUCTION CONTRACT

. . . Form No. PPC-69

8½x11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell and will have everything ready and available by Sale time. Original to auctioneer and copy to seller.

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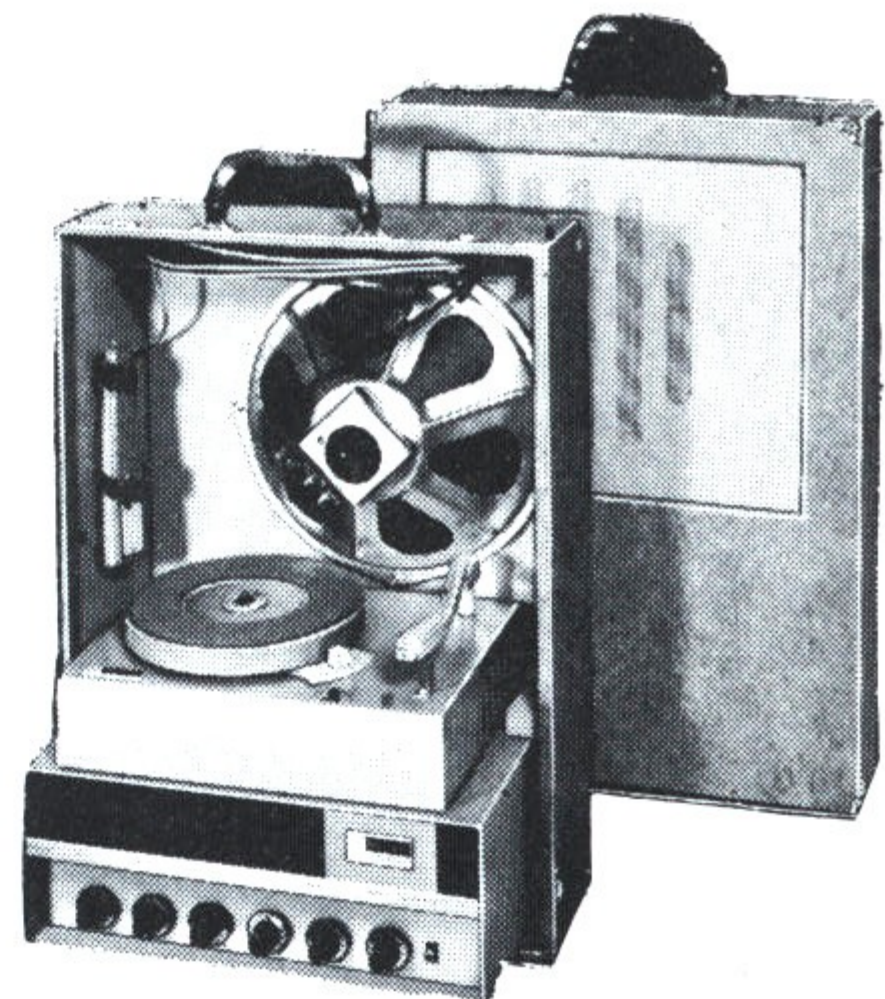
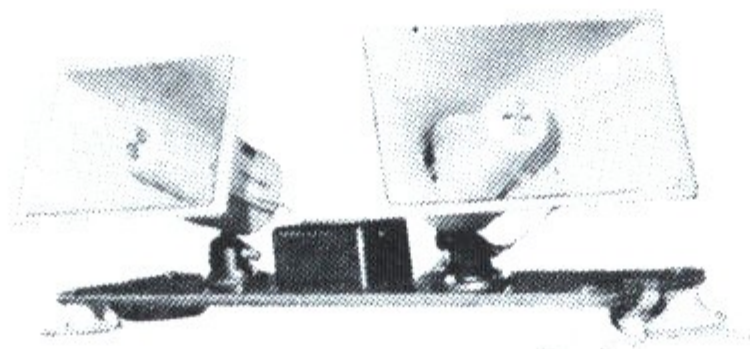
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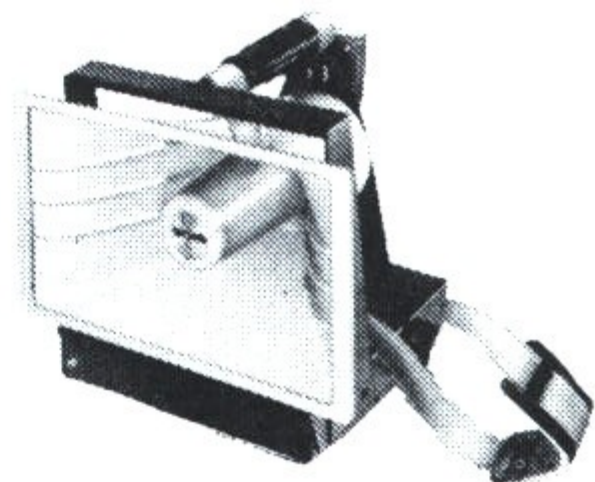
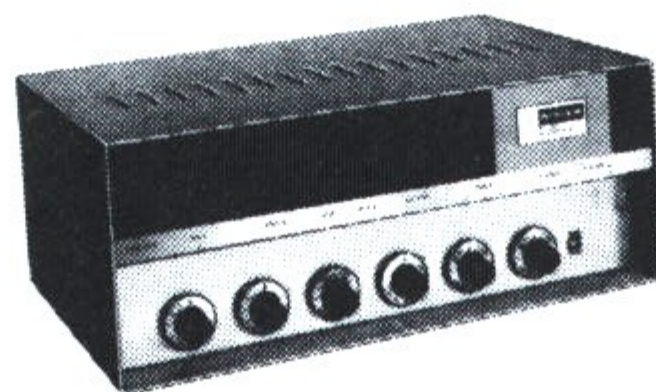
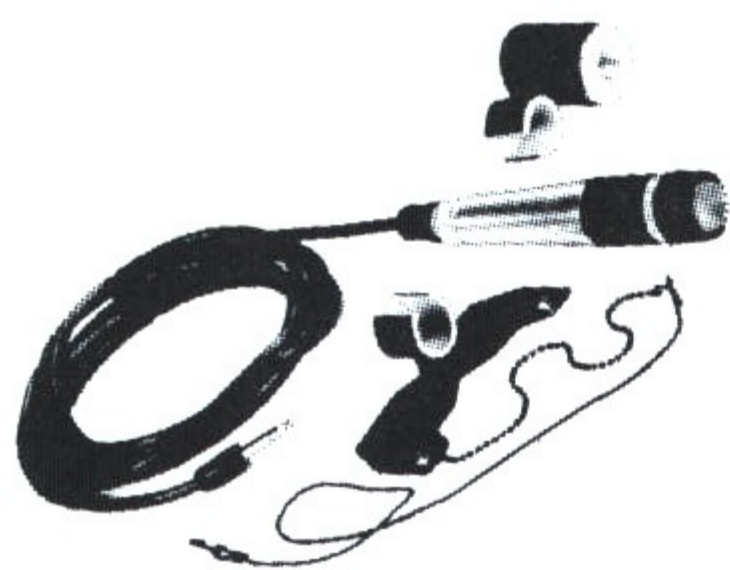
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