

the AUCTIONEER



VOL. XVIII
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NO. 10
1967

Let There Be No Doubt!



who is in charge of the sale!

They came to the convention in Chicago, they saw the "Auctioneer" hats and blazers and the ones who did not already have one of our hats, ordered their's at that time.

We added the Auctioneer Blazer to our line of hats and the response was overwhelming at the convention. We not only have it for the men, but the ladies as well. It is really a beautiful sports jacket with hand made National Auctioneers Emblem sewn on the front patch pocket. It is made of 100% all wool flannel and comes in Scarlet, Navy Blue, Dartmouth Green, Columbia Blue and Old Gold. We have a complete range of sizes from 32 to 50 in short, regular, long and extra long for the men and 6 to 22 for the ladies.

If you want to really stand out as the auctioneer, ring man, cashier or clerk, order yours today! We will ship within 30 days at \$35.00 plus 3% sales tax. We can ship either felt or straw hats @ \$11.95 plus 3% sales tax at once.

We will try to have a picture of the blazer in the next issue of The Auctioneer.

COL. W. CRAIG LAWING

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

THE AUCTIONEER
is the
OFFICIAL PUBLICATION
of
NATIONAL
AUCTIONEERS ASSOCIATION

Lincoln 3277 Holdrege St. Nebr. 68503

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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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EXECUTIVE OFFICES
3277 Holdrege St. Lincoln, Nebr. 68503

**ARTICLES OF INCORPORATION
OF
NATIONAL AUCTIONEERS ASSOCIATION**
(Pursuant To Nebraska Non-Profit Corporation Act)

ARTICLE I

NAME

The name of this non-profit corporation is NATIONAL AUCTIONEERS ASSOCIATION.

ARTICLE II

DURATION

The corporation shall have perpetual existence and shall continue until it is dissolved by operation of law or by vote of the requisite number of members as provided in the Nebraska Non-Profit Corporation Act.

ARTICLE III

PURPOSES

The purposes for which the corporation is organized are to promote and advance the auction profession; to unite in common organization those professionally engaged as auctioneers; to promote the mutual interests of its members; to formulate and maintain ethical standards for the guidance of its members in their relations with each other and with the public; to promote and encourage the enactment of just and reasonable laws, ordinances and regulations affecting auction selling and the auctioneering profession; to make the public more aware of the advantages of auction selling; and generally to improve the business conditions affecting the auctioneering profession.

Notwithstanding any other provisions of these Articles, the corporation shall exercise only such powers, and shall undertake only such activities, as may be exercised and carried on by organizations entitled to exemption under Section 501 (c) of the Internal Revenue Code and Regulations pertaining to such section, as they now exist or may hereafter be amended.

ARTICLE IV

POWERS

The corporation shall have and exercise all powers and rights conferred upon corporations organized and existing under the Nebraska Non-Profit Corporation Act and any additional powers and rights conferred upon such corporations by subsequent legislative acts.

ARTICLE V

MEMBERSHIP

Membership in the organization shall be composed of auctioneers residing within or without the United States. Classes of membership, rights and limitations of rights of various classes of members, including the right to vote, qualifications of members, and the manner and conditions of election to, and termination of, membership, shall be established by the By-Laws of the corporation.

ARTICLE VI

BOARD OF DIRECTORS

The affairs of the corporation shall be conducted by a Board of Directors consisting of eighteen (18) Directors, which shall have and exercise all the powers of the corporation.

Directors shall be elected at the annual meeting of members, in such manner, and for such terms, as may be provided in the By-Laws. The elective officers of the corporation shall be members of the Board of Directors, by virtue of election or appointment as an officer. Vacancies on the Board of Directors may be filled for the unexpired term by a vote of the majority of the then remaining directors.

ARTICLE VII

COMMITTEES

The Board of Directors, by resolution adopted by a majority of the directors in office, may designate and appoint one or more committees, each of which shall consist of two or more directors, which committees to the extent permitted by law and provided in the By-Laws of such resolutions shall have and exercise the authority of the Board of Directors in the management of the corporation.

ARTICLE VIII

OFFICERS

The Elective Officers of the corporation shall be a President, a First Vice President, and a Second Vice President, all of whom shall be elected for terms of one year by vote of members at the annual meeting of members, and by such election shall be elected members of the Board of Directors for the same term. The corporation shall also have a Secretary and a Treasurer, each of whom shall be appointed by, and serve at the pleasure of, the Board of Directors. Said officers shall hold office and serve until their successors are elected and qualified. Vacancies in any office may be filled by the Board of Directors for the unexpired term. The corporation shall have such subordinate officers as may be provided in the By-Laws or resolutions of the Board of Directors. Insofar as permissible under law, and as provided in the By-Laws or resolutions of the Board of Directors, an officer may be relieved of responsibility for exercise of authority or performance of duties incident to his office, the exercise or performance of which has been assigned to others.

ARTICLE IX

LIMITATION OF LIABILITY

The private property of incorporators, members, directors and officers of this corporation shall not be subject to the payment of corporate debts.

ARTICLE X

BY-LAWS

Initial By-Laws of the corporation shall be adopted by the Board of Directors. By-Laws of the corporation may be adopted, amended, or repealed by the Board of Directors at any regular or special meeting.

ARTICLE XI

PROHIBITION OF PRIVATE BENEFIT; LIMITATION OF ACTIVITIES; DISSOLUTION

The corporation shall have no capital stock and shall declare no dividends. The corporation is not organized for profit, and no part of the net earnings of the corporation shall inure to the benefit of any member, director, officer or individual (except that reasonable compensation may be paid for services rendered to or for the corporation effecting one or more of its purposes).

In the event of the liquidation or dissolution of the corporation, whether voluntary or involuntary, no member shall be entitled to any distribution or division of its remaining property or proceeds, and the balance of all money and other property received by the corporation from any source, after the payment of all debts and obligations of the corporation, shall be used exclusively for purposes within those set forth in Article III of these Articles or distributed to an organization or organizations then entitled to tax exemption under Section 501 (c) of the Internal Revenue Code and Regulations pertaining thereto, as the same may be amended at the time of such use or distribution.

ARTICLE XII

REGISTERED AGENT; REGISTERED OFFICE

The initial registered office of the corporation shall be 945 Omaha National Bank Building, Farnam at 17th Street, Omaha, Nebraska, and the initial registered agent at such address shall be Edmund D. McEachen.

ARTICLE XIII

INCORPORATORS

The names and addresses of each incorporator of the corporation are:

Bernard Hart
803 South Columbia Street
Frankfort, Indiana

Dean W. Fleming
Atkinson, Nebraska

The undersigned, for the purpose of establishing a non-profit corporation pursuant to the Nebraska Non-Profit Corporation Act, adopt, sign and acknowledge these Articles of Incorporation this 24th day of March, 1967.

Bernard Hart

Dean W. Fleming

INCORPORATORS

STATE OF NEBRASKA)
COUNT OF DOUGLAS) SS

On this 24th day of March, 1967, before me, a Notary Public in and for said County, personally appeared Bernard Hart and Dean Fleming to me known to be the identical persons who signed the above and foregoing Articles of Incorporation as the incorporators of NATIONAL AUCTIONEERS ASSOCIATION, and acknowledged said Articles and the execution thereof to be their voluntary acts and deeds.

Witness my hand and Notarial Seal affixed thereto at Omaha, Douglas County, Nebraska, the date last aforementioned.

Mary E. Kallhoff

Notary Public

BY-LAWS

These BY-LAWS were approved by the Board of Directors of the National Auctioneers Association in the regular meeting of that body in Chicago, Ill., July 19, 1967.

They were submitted to the membership for ratification at the regular meeting, in Chicago, Ill., July 22, 1967. The membership voted to table ratification until such time as all members had had the opportunity to read the revised version.

The Board of Directors in a later meeting the same day, authorized that they be distributed with or as a part of THE AUCTIONEER.

BY-LAWS OF NATIONAL AUCTIONEERS ASSOCIATION

ARTICLE I

OFFICES

The registered office of the corporation is 945 Omaha National Bank Building, Omaha, Nebraska. The corporation may establish other offices as may be determined by the Board of Directors.

ARTICLE II

MEMBERSHIP

1. Qualification; Election. Any auctioneer who is honest, upright, worthy of confidence, of good moral character, and recommended by a member, or by affiliates through a state organization, shall be eligible for membership in this Association, provided that he affirms, "I solemnly swear (or affirm) that I will faithfully conform to the Articles of Incorporation, By-Laws, and Code of Ethics of the National Auctioneers Association, as the same may be amended from time to time." Members, other than Honorary Members, shall be elected by the Board of Directors, provided that the Board of Directors may delegate its authority to act on membership applications to the President and Executive Secretary.

2. Classification; Dues; Initiation Fee.

(a) *Individuals.* Members, other than Honorary Members, shall be Individual Members. Dues of Individual Members shall be \$10.00, payable in advance. Dues of Individual Members may be paid by the member or through State or affiliated organizations.

(b) *Honorary Members.* Honorary Membership may be granted by the Board of Directors to members and non-members in recognition of any outstanding service rendered for or in behalf of this Association or the Auction Profession. Honorary Members shall not be required to pay dues.

3. Vote. Individual Members shall be entitled to vote in all meetings of members. Honorary Membership shall not entitle one to vote.

4. Annual Meeting. The annual meeting of members shall be held during, and at the same place as, the annual convention of the Association, at such time and place as shall be designated in notice mailed to all voting members, or published as hereinafter provided, for the election of elective officers and Directors and for the transaction of such other business as may come before the meeting. If the election of officers and Directors shall not be held on the day designated herein for any annual meeting of members, or at any adjournment thereof, or should such election not take place within sixteen (16) months following the last annual election, the Board of Directors shall cause the election to be held at a special meeting of members as soon thereafter as conveniently may be.

5. Special Meetings. Special meetings of the members, for any purpose or purposes, unless otherwise prescribed by statute, may be called by the President or by the Board of Directors, and shall be called by the President at the request of five (5) or more members.

6. Place of Meeting. Any annual or special meeting may be held either within, or without, the State of Nebraska. The place of meeting shall be designated in notice thereof.

7. Notice of Meeting. Written or printed notice, stating the place, day, and hour of the meeting and, in case of a special meeting, the purpose or purposes for which the meeting is called, shall be mailed to each voting member of the Association, or published in a publication designated by these By-Laws as an official publication of the corporation, not less than ten (10) nor more than fifty (50) days before the date of the meeting. Such notice shall be deemed to be delivered when deposited in the United States mail, addressed to the member at his address as it appears on the books of the corporation, with postage thereon prepaid.

8. Quorum. One hundred (100) members of the Association shall constitute a quorum at all meetings of the members, and the act of a majority of the members so present shall be the act of the full membership except as otherwise specifically provided by statute, the Articles of Incorporation, or these By-Laws. If less than a quorum is present at a meeting, a majority of the members present may adjourn the meeting to a subsequent time, without further notice. A meeting of members at which a quorum is present, may be adjourned by vote of a majority of the members, without further notice. At any adjourned meeting at which a quorum shall be present, any business may be transacted which might have been transacted at the meeting as originally notified.

9. Termination of Membership

(a) *Non-Payment of Dues.* Should any member fail to pay dues when due as specified by Association's billing therefor, the membership of such member shall automatically terminate forthwith. Such membership may be automatically reinstated by payment of such delinquent dues and all subsequent dues made to the date of the member's reinstatement, within one year following the first delinquency in payment; thereafter such member shall be admitted only upon election as a new member.

(b) *Resignation.* Any member may resign from the Association by delivering a written resignation to the President or Secretary of the Association.

(c) *Suspension; Reprimand; Expulsion.* The Board of Directors by majority vote of those present at a duly called meeting at which a quorum is present, may suspend, reprimand or expel any member considered guilty of unethical conduct, violation of the Code of Ethics of the National Auctioneers Association, or for such other reasons as the Board of Directors, in its sole discretion, deems that in the interests of the corporation the membership be terminated. The decision of the Board of Directors in such regard shall be final.

10. Rights of Members. The right of a member to vote or to participate in any activities of the Association shall cease on termination of his membership.

ARTICLE III

DIRECTORS

1. General Powers. The business and affairs of the corporation shall be managed by its Board of Directors.

2. Number. The number of Directors shall be Eighteen (18), consisting of the President, the First Vice-president, the Second Vice-president, and Fifteen (15) Directors elected, or in the event of vacancy appointed, as hereinafter provided.

3. Election and Term of Office. The President, First Vice-president and Second Vice-president, shall hold office as Directors so long as they hold their respective positions as elective officers of the corporation. The terms of office of all other Directors shall be Three (3) years, and such terms shall be staggered so that Four (4) Directors are elected annually; provided, that at the first meeting of the members, Four (4) Directors shall be elected for a term of Three (3) years, Four (4) Directors shall be elected for a term of Two (2) years, and Four (4) Directors shall be elected for a term of One (1) year, and at each subsequent annual election of Directors, a sufficient number of Directors shall be elected to replace Directors whose terms have expired or whose offices as Directors have been vacated and left unfilled by the Board of Directors, the Directors elected for such vacated offices to be elected only for the unexpired term.

4. Annual Meetings. The annual meeting of the Board of Directors shall be held immediately after the meeting of members at which annual election of Directors takes place, at the same place as that at which such meeting of members is held. No notice of such meeting need be given.

5. Special Meetings. A special meeting of the Board of Directors shall be held on the day preceeding the annual meeting of the corporation, at the same place as that at which said annual meeting is to be held, at such time as is designated in notice of such meeting.

Other special meetings of the Board of Directors may be called by, or at the request of, the President or any Four (4) Directors. The person or persons authorized to call such special meeting may fix any place, within or without the State of Nebraska, and the time, for such special meetings.

6. Notice. Notice of any special meeting shall be given by mail posted at least three days prior to such meeting, or personally delivered or telegraphed. If mailed, such notice shall be deemed to be delivered when deposited in the United States mail so addressed, with postage thereon prepaid. If notice be given by telegram, such notice shall be deemed to be delivered when the telegram is delivered to the telegraph company. Any Director may waive notice of any meeting. The attendance of a Director at a meeting shall constitute a waiver of notice of such meeting, except where a Director attends a meeting for the express purpose of objecting to the transaction of any business because the meeting is not lawfully called or convened. Any business may be transacted at any Director's meeting, of which notice has been given, and at any meeting at which all Directors are present, whether or not notice or waiver thereof has been given.

7. Chairman. The President, or in his absence the Vice-president, or in the absence of both of them, the Chairman chosen by the Directors present, shall preside at all meetings of the Board of Directors.

8. Quorum. A majority of the Directors shall constitute a quorum for the transaction of business at any meeting of the Board of Directors, but if less than such majority is present at a meeting, a majority of the Directors present may adjourn the meeting from time to time without further notice.

9. Manner of Acting. The act of the majority of the Directors present at a meeting at which a quorum is present shall be the act of the Board of Directors.

10. Vacancies. Any vacancy occurring in the Board of Directors, other than by removal of a Director, may be filled by the affirmative vote of a majority of the remaining Directors though less than a quorum of the Board of Directors. A Director so appointed to fill a vacancy shall be appointed for the unexpired term of his predecessor in office.

11. Presumption of Assent. A Director of the corporation who is present at a meeting of the Board of Directors at which action on any corporate matter is taken shall be presumed to have assented to the action taken unless his dissent shall be entered in the minutes of the meeting or unless he shall file his written dissent to such action with the person acting as the Secretary of the meeting before the adjournment thereof or shall forward such dissent by registered mail to the Secretary of the corporation immediately after the adjournment of the meeting. Such right to dissent shall not apply to a Director who voted in favor of such action.

12. Dispensing With Meetings. Whenever the vote of the Board of Directors at a meeting thereof is required to be taken in connection with any corporate action, the meeting of Directors may be dispensed with and the corporate action may be carried forward if each Director consents in writing to a written vote on the action without a meeting of Directors, and if a majority of the entire Board files with the Secretary, written votes in favor of the corporate action being taken.

ARTICLE IV

COMMITTEES

1. Executive Committee. The Board of Directors may create an Executive Committee from its own membership, which may exercise, to the extent permitted by law and not otherwise specifically provided in the Articles of Incorporation or these By-Laws, all or such part of the authority of the Board of Directors as may be provided by resolution of the Board of Directors.

2. Election Committee. At each meeting of members at which a vote of members is to be taken, the President or other presiding officer shall appoint from the membership a Committee of Five (5) members, who shall act as tellers of election as may be required.

3. Other Committees. In addition to the Executive Committee and Election Committee, there shall be the following Standing Committees, the size of each of which, unless otherwise provided in these By-Laws or resolutions of the Board of Directors, shall be determined by the President, the membership and Chairman of which shall be appointed by the President and the majority of the membership of each of which shall be members of the Board of Directors: Auditing, Resolutions, Grievance, and such other committees as the President shall in his discretion appoint.

4. Procedure at Meetings of Committees. All provisions of these By-Laws as to notice, waiver of notice, order of business, rules of order and manner of acting relating to meetings of the Board of Directors, shall control like matters in meetings of Committees, unless otherwise specifically provided in the Articles of Incorporation or these By-Laws.

ARTICLE V

ORDER OF BUSINESS; RULES OF ORDER

1. Order of Business, Meetings of Members. The order of business at all meetings of members shall be:

1. Reading of the minutes of the previous meeting.
2. Consideration of financial statements and reports.

3. Report of Auditing Committee.
4. Report of Resolution Committee.
5. Report of Grievance Committee.
6. Consideration of other business.
7. Report of Nomination Committee if that be an item of business.
8. Election of Officers if that be an item of business.
9. Election of Directors if that be an item of business.

2. Order of Business, Meetings of Directors. The order of business at all meetings of Directors shall be:

1. Reading of the minutes of the previous meeting.
2. Reports of officers.
3. Consideration of financial statements and reports.
4. Consideration of unfinished business.
5. Consideration of new and miscellaneous business.

3. Rules of Order. Except as otherwise provided in the Articles of Incorporation or these By-laws, the latest edition of *ROBERT'S RULES OF ORDER* shall determine procedure in all meetings of the members and the Board of Directors.

ARTICLE VI

OFFICERS

1. Number. The elective officers of the corporation shall be a President, a First Vice-president and a Second Vice-president, who shall be elected by the members at the annual meeting of members. The corporation shall also have a Secretary and a Treasurer, each of whom shall be appointed by, and serve at the pleasure of, the Board of Directors. The same person may hold the offices of Secretary and Treasurer.

2. Election and Term of Office. The elective officers of the corporation shall be elected annually by the members, immediately before election of Directors. Each officer shall hold office until his successor shall have been duly elected and shall have qualified or until his death or until he shall resign or shall have been removed in the manner hereinafter provided.

3. Subordinate Officers. The Board of Directors from time to time may appoint subordinate officers, including but not limited to Assistant Secretaries and Assistant Treasurers, each of whom shall hold office at the pleasure of the Board of Directors or for such term as the Board of Directors may designate. The Board of Directors may delegate to any officer the power to appoint any such subordinate officers and to prescribe their respective authorities, duties and terms of office.

4. Removal; Resignation. The Board of Directors, by majority vote of the entire number exclusive of the officer being removed, at any meeting called for such specific purpose, may remove from office any elective officer of the corporation, and at any meeting may accept the resignation of any officer of the corporation. The Board of Directors may delegate to any officer the authority to remove or accept the resignation of any subordinate officer.

5. Vacancies. Any vacancies occurring in the office of President, First Vice-president, Second Vice-president, Secretary or Treasurer by death, resignation, removal or otherwise, may be filled for the unexpired portion of the term by the Board of Directors at a special meeting called for such purpose, but such vacancies need not be filled until the first annual meeting of the Board of Directors subsequent to the vacation of the office, if the Board of Directors does not deem it advisable to fill the vacancy prior to that meeting.

6. Salaries. Elective officers of the corporation shall not receive compensation for their services. Salaries of the Secretary and the Treasurer shall be fixed from time to time by the Board of Directors. The Board of Directors may delegate to any officer the authority to fix the salary or other compensation of subordinate officers. The Board of Directors may make provision for continuance, for a reasonable period, of a reasonable portion of the salary of the Secretary, the Treasurer, or any subordinate officers or employees of the corporation, in the event that either may become disabled during the term of his office.

7. President. The President shall be the chief executive officer of the corporation, and subject to the direction and under the supervision of the Board of Directors, shall have general charge of the business affairs and property of the corporation and control of its several officers. The President shall preside at all meetings of the members, Board of Directors and the Executive Committee; shall appoint the members of the Executive Committee, other than the elective officers, the members of all standing committees, and the members of all other committees created by the By-Laws, or by resolution of the Board of Directors. He shall be an ex-officio member of all standing committees and other committees created by the By-Laws or by resolution of the Board of Directors.

8. First Vice-president. At the request of the President, or in his absence or disability, the First Vice-president shall perform all of the duties of the President. When so acting the First Vice-president shall have all of the powers of, and be subject to all the restrictions upon, the President. The First Vice-president shall have such other duties and responsibilities and may exercise such other powers as from time to time may be assigned to him by these By-Laws, the Board of Directors, or the President.

9. Second Vice-president. At the request of the President, or in the absence or disability of both the President and the First Vice-president shall perform all of the duties of the President. When so acting the Second Vice-president shall have all of the powers of, and be subject to all the restrictions upon, the President. The Second Vice-president shall have such other duties and responsibilities and may exercise such other powers as from time to time may be assigned to him by these By-Laws, the Board of Directors or the President.

10. Secretary. The Secretary shall maintain and have charge of the National Headquarters Office, in the City selected by the Board of Directors; shall keep an accurate record of accounts and proceedings of all members' and Directors' meetings; give all notices required by law, the Board of Directors, the President, the Articles of Incorporation, or the By-Laws; shall receive all applications for membership and shall issue membership cards to members whose applications are accepted; shall collect all dues and initiation fees, issue statements therefor and remit the same and all other funds of the corporation received by him, to the treasurer; shall compile the history of the corporation; shall answer all correspondence and other communications except that requiring the attention of the various other officers, which he shall direct to the appropriate officer for attention; shall keep an up-to-date roster of the members of various classes; shall issue warrants for expenditures which shall be countersigned by the President unless otherwise provided by the Board of Directors; shall maintain on file the correspondence of the corporation and assist in keeping the books of account. The Secretary shall have such other powers as are usually incident to the office or as from time to time may be assigned to him by these By-Laws, the Board of Directors, or the President. The Board of Directors may delegate all or part of the authority and duties of the Secretary to Assistant Secretaries.

11. Treasurer. The Treasurer shall have custody of the corporation's funds; keep full and accurate accounts of all receipts and disbursement of the corporation, an inventory of assets and a record of the liabilities of the corporation; deposit all money

and other securities in such depositaries as may be designated by the Board of Directors; disburse the funds of the corporation pursuant to warrants for expenditures issued by the Secretary and countersigned by the President, or as otherwise provided by the Board of Directors, taking proper vouchers for disbursements; and prepare all statements and reports required by law, by the President or the Board of Directors. The Treasurer shall have such other duties and responsibilities and may exercise such other powers as are usually incident to the office or as from time to time may be assigned to him by these By-Laws, the Board of Directors, or the President. The Board of Directors may delegate all or part of the authority and duties of the Treasurer to Assistant Treasurers.

ARTICLE VII

SEAL

The corporation shall have a corporate seal which shall be in the form of a circle with the name of the corporation, together with the words "NATIONAL AUCTIONEERS ASSOCIATION, Corporate Seal" inscribed thereon. Upon manufacture, said seal shall be impressed in the margin of these By-Laws.

ARTICLE VIII

FISCAL YEAR

The fiscal year of the corporation shall end on June 30 of each year hereafter.

ARTICLE IX

WAIVER OF NOTICE

Whenever any notice is required to be given to any member or Director of the corporation under the provisions of these By-Laws or under the provisions of the Articles of Incorporation or under the provisions of the Nebraska Business Corporation Act, a waiver thereof in writing, signed by the member or Director entitled to such notice, whether before or after the time stated therein, shall be deemed equivalent to the giving of such notice.

ARTICLE X

VOTING UPON STOCK OF OTHER CORPORATIONS

Unless otherwise ordered by the Board of Directors, the President shall have full power and authority on behalf of the corporation to vote at any and all meetings, either in person or by proxy, any stock or securities entitled to vote, which this corporation may hold, and at any such meeting may possess and exercise all of the rights and powers incident to the ownership of such stock or securities which, as the owner thereof, this corporation might have possessed and exercised if present. The Board of Directors may confer like powers upon any other person and may revoke any such powers as granted by it or by this Article (X) at its pleasure.

ARTICLE XI

INVESTMENTS

The corporation shall have the right to retain all or any part of any securities or property acquired by it in whatever manner, and to invest and reinvest any funds held by it, according to the judgment of the Board of Directors, without being restricted to the class of investments which a Director is or may hereafter be permitted

by law to make or any similar restriction, provided, however, that no action shall be taken by or on behalf of the corporation if such action is a prohibited transaction or would result in the denial of the tax exemption under Section 503 or Section 504 of the Internal Revenue Code and its regulations as they now exist or as they may hereafter be amended.

ARTICLE XII

CODE OF ETHICS

The Board of Directors shall adopt, and may amend from time to time, a Code of Ethics which shall be binding upon each member of the corporation.

ARTICLE XIII

OFFICIAL PUBLICATION

The official publication of the corporation shall be a magazine bearing the name "The Auctioneer," which shall be published at least eleven (11) times each year.

ARTICLE XIV

ANNUAL CONVENTION

The time and place of the annual convention shall be determined by the Board of Directors.

ARTICLE XV

AMENDMENT OF ARTICLES

The Articles of Incorporation may be amended by vote of two-thirds (2/3rds) of the members present at any annual meeting or at any special meeting, notice or waiver of notice of which designates the time, place and purpose of the meeting and the nature of the proposed amendment, in such manner as provided in a resolution of a majority of the Board of Directors adopted prior to such annual or special meeting of members.

ARTICLE XVI

AMENDMENT OF BY-LAWS

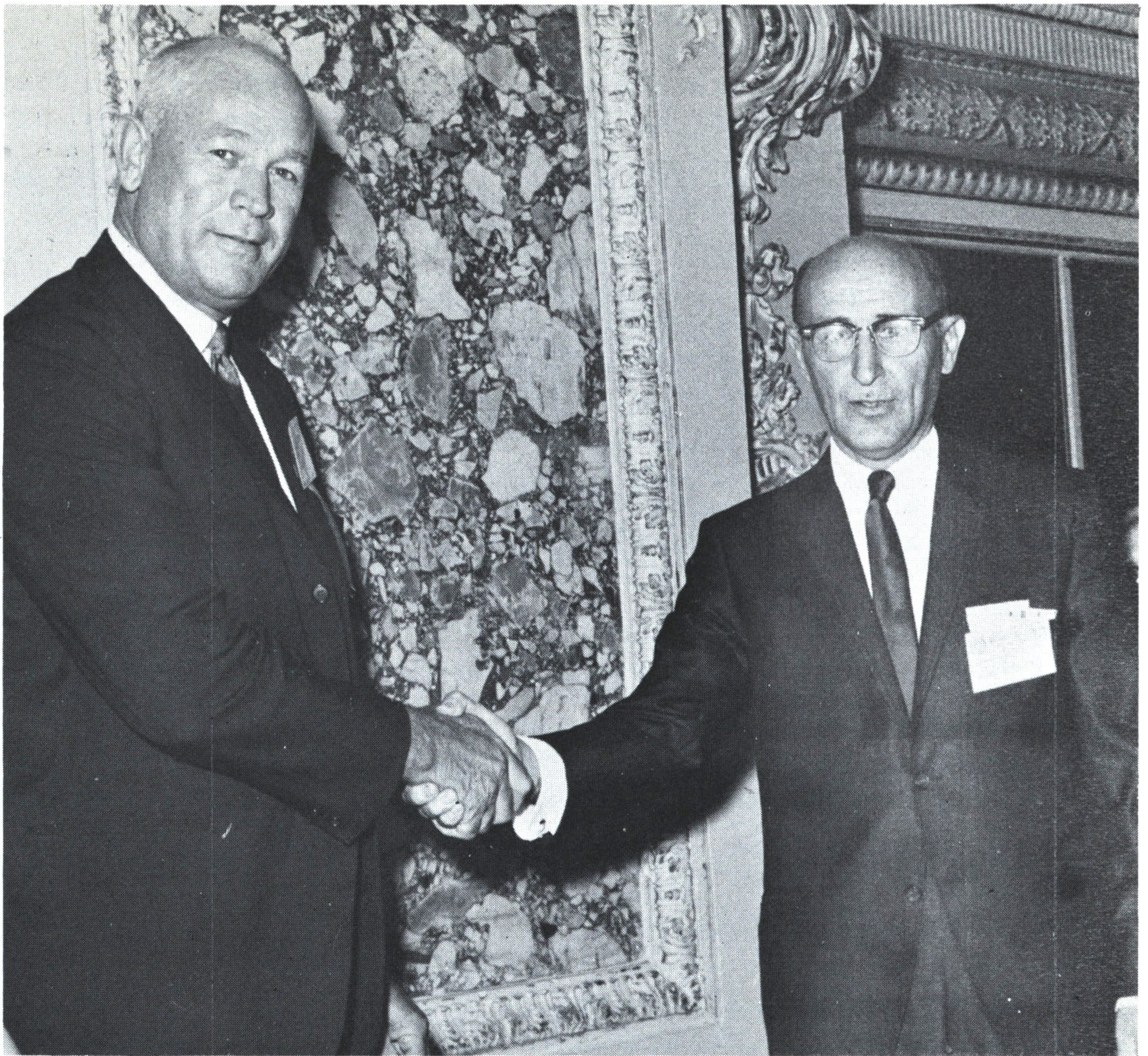
The Board of Directors shall have power to make, alter, amend, and repeal the By-Laws of the corporation by affirmative vote of two-thirds (2/3rds) of the members of the Board present at a meeting at which a quorum is present, provided, however, that the action is proposed at a regular or special meeting, and adopted at a subsequent regular or special meeting.

ARTICLE XVII

EXEMPT ACTIVITIES

Notwithstanding any other provision of these By-Laws, no member, Director, officer, employee, or representative of this corporation shall take any action or carry on any activity by or on behalf of the corporation not permitted to be taken or carried on by an organization exempt under Section 501(c) of the Internal Revenue Code and its regulations pertaining thereto as they now exist or as they may hereafter be amended.

THE LADIES AUXILIARY



NAA Director, Russell Kehr, Hanover, Pa., (left) receives congratulations from fellow Pennsylvanian, Henry Brooks, Wilkes-Barre, for being the winner of a prize of questionable value. All this was connected with Brooks' money raising antics for the Ladies Auxiliary at the Chicago Convention. We refer you to Kay Dewees article in the September issue for more details.

Take A Good Look At Your Auction House

During a vacation trip to the west coast last July (with a stop at the NAA convention in Chicago) I found one auction problem that we wives might help to solve.

Some auction houses—not yours or ours, we hope—present a trashy, dis-

orderly appearance to the public. Unsold items accumulate, weeds grow, building repairs are postponed. The total picture detracts from the auctioneer's public image, and creates disrespect for the auction business.

Look at your property with an impersonal attitude. Does your sale building represent you properly? Are the grounds and parking area as neatly kept as your own yard? Do you take as much pride in the appearance of your auction house as

you do in the appearance of your home? Do your neighbors regard your building as an asset? Does your property reflect success—or indifference—or failure?

We wives are all proud of our auctioneer husbands. Let's convey that pride to the community by the appearance of our auction houses.

Anne Brown
(Mrs. Ken Brown)

Daughter Arrives At Mendenhall Home

Julie Ann Mendenhall arrived on August 4, 1967, to brighten the home of Forrest and Betty Jo Mendenhall, High Point, N.C. She weighed in at eight pounds, four ounces.

Forrest is a partner with his brother in the Mendenhall School of Auctioneering and the High Point Auto Auction as well as their other auction enterprises. Their's is a well known name in eastern auction circles.

Livestock Auction Marks 25th Year

New Holland Sales Stables, Inc., a Certified Livestock Market at New Holland, Pa., celebrated its 25th year of business, last month, as a competitive livestock market. A two-day celebration was presided over by the market president, A. W. Diffenbach.

Special guest at the event was C. T. "Tad" Sanders, general manager of CLMA, Kansas City, Mo. Also on the program was State Veterinarian, Dr. John C. Shook and Ben L. Noel, CLMA representative of Lexington, Ky.

Diffenbach, a long time livestock marketing leader, currently serves as a director of the Pennsylvania Livestock Markets Association and as Pennsylvania's director for the certified group. He is a member of the Pennsylvania and National Auctioneers Associations.

Ram Sale Topped By \$1,700 Hampshire

A big-boned Hampshire ram, boasting excellent conformation, was high seller at the 52nd Annual National Ram Sale at Ogden, Utah, August 23. He sold for \$1,700.

Over-all sale average on the 726 rams sold was \$139.87, slightly lower than last year but on a par with previous years. Hampshires were the breed enjoying the best increase in prices over previous years. Other rams of this breed sold for \$1,450 and \$1,000.

Top Suffolk ram brought \$1,300 and the best price on a Rambouillet was \$1,025. A Columbia ram brought \$650. Dean Parker, Auburn, Calif., was the auctioneer.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1967-1968

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Taking A Step Back

Sometimes Is Right

By COL. POP HESS

October, 1967, looks like many of the past months and years for the general farm and livestock auctioneers. It is one month of the year which does not have a sufficient number of days listed to fit the general run of auction sale days and nights needed. During the month of November, much like October, our Ohio auctioneers are much in demand for sale dates and services. Selling prices through the past months have been very good with an abundance in attendance. The bidding is quick and strong on most all livestock and farm equipment going under the hammer of the auctioneer.

Feeder cattle and feeder pigs are hitting an all time high in averages and the demand is strong. The same is true in all breeds of dairy cattle. The bulk of our Ohio farmers feed lots are well stocked with feeds produced this year, and many of our fall pastures are still in good growth. It is true that seller and feeder say the prices are not enough. The dairymen and the auctioneers, selling, keep saying their prices are not high enough. We don't see any of the facts concerned, which is starving or going broke. Of course, we have noted for a long time that there are some people who starve and go broke in the midst of plenty, through mis-management or lack faith in wanting to work.

At the date of this writing the clouds of war are still with us. There are numerous strikes and trouble with management and labor. School teachers are wanting to strike in some areas and yet the take home pay is the largest of all time, in most of the trouble points. Then, we now have a riot situation popping off

here and there. The entire tie-ups keep millions of dollars out of circulation, until the problems are settled.

We still have what is claimed to be a war on poverty, on the books. After one considers the vital points on all fronts, the only correct question to ask all concerned is, "Why try to kill the goose that lays the golden eggs?" The writer is quite sure that most of us who have to earn our bread and butter and meet today's high cost of living would much prefer to be employed by a man, or firm, or corporation who has cleared a million or so in the past years, than to be employed by those who have reported they lost a million or went into the red. However this world is not all bad or all good, but that is in the history of the past and it will be in the future.

The writer has received many letters commenting over the new National NAA Office, it's location, and our Bernie, who came through the moving and getting an all new line up in office help and a good printer, for this publication, the September issue, which was mailed on the first of the month.

As Bernie tries to explain it all, it reminds the writer of a time way back some years ago when our church got a new preacher every three or four years, in exchange for the one we had. I recall, at this special time a new preacher was much welcome. The people who attended church services had been advised this new man was a very attractive minister and in due time would be fully moved into the church parsonage. On his first sermon, as he looked out over the packed church seats, he hesitated a few moments, then said, "I know you

all have come to see and hear your new preacher and to judge his merits at his first sermon." He then made this statement; "You know this past week we have been busy moving into your village. I hope you will not be too critical on this, my first sermon, in your church, as I have been busy and disgusted, working with stovepipe that didn't fit, and numerous things that will get under your hide when it is moving time." Well, his sermon was not the worst we had listened too, and he remained our preacher. He became the choice of past preachers in more ways than one. It was six years before he had to work with stovepipe and moving again. This writer is quite sure Bernie will have all kinds of pipes in full working order, and will as usual, be a top Secretary and NAA business manager for many years to come. During his 14 years in this position for the NAA he has brought the long time weak association, from the cradle to an adult association. Our total National Membership at present is some 2300. By next convention time I feel our goal ought to be at least 2500 members and before too many more conventions are held, 5000.

You will now note our present officers and directors are all auctioneers, who are much in demand. Many write to my home address about other auctioneers they wish to know more about and to meet. I assure all who want to meet and know certain auctioneers, can do so, by attending the National Convention, or by contacting the Secretary of the State Auctioneers Associations in the state in which the auctioneer lives.

Speaking of star auctioneers, I was pleased to see in the August issue of the *SHORTHORN WORLD*, in their selected honored men of the Shorthorn cattle breeders of the U.S., they listed my long time friend, Col. Jack Halsey, picture and all. Col. Halsey has been a leading man in the auction field, as auctioneer in Shorthorns for many years. According to this picture, I must say, Jack, as he grows older, gets better looking. However Jack never was what one would call ugly or not good looking, but

it does bring back this remembrance to me that happened some years back.

At a good Shorthorn Sale event, before the sale got going, a fellow came to the sale and it appeared his big mission of the day was to meet and get acquainted with Jack Halsey. Being a stranger he approached a gentleman who knew about all important and unimportant chaps around such events. It so happened Jack Halsey, Hal Longley, two men whose names I don't recall, and myself were sitting in a circle of Shorthorn gossip. Well, this man told the stranger; "Do you see those men sitting over there?" The fellow said, "Yes." "Well one of them is Jack Halsey. You go over there and see him." The stranger asked, "Which one is Jack?" The man said, "You will know him when you get over as he is the homeliest man sitting there." The stranger arrived, looked us all over and said to Jack, "Are you Jack Halsey?" Yes, I have enjoyed this man, Jack, for many years, as a friend and again claim him to be one of the stars in the auction field.

Now for fear my readers will come to the conclusion, I, like that preacher, have been working with stovepipe, I had better lead off on some auctioneer gossip that would be of interest to our publication readers. The joker in this suggestion is that all my Ohio boys who I often did meet up with, were too busy all summer selling sales and neglected to drop around for a visit. My traveling ambition is such, that I feel safer staying on my home base. I am afraid I might be too slow on the trigger to dodge these drag race drivers that spend most of their time on the highways. Not long ago, a teenager passed me on the highway. I was going 50 per. That is my driving gait now days. He yelled what sounded to me like, "Hey you old goat, get off the highway." By that time that chap and his auto was out of sight. However when I reached the next village I passed the chap, as he was in conversation with a police officer. So it could be he got retired from the highway for a rest, so old goats can not be of any bother to him. It is also the same high-

way many of us old goats worked hard to pay for in taxes, before this young chap was born.

Recently I had a request letter from a young auctioneer, asking if I would put in one of my columns, what was the most embarrassing of any of the sales I had listed, to conduct. Well, I will say I had a few, but the one that stands out the most in my recollections was this one. Back in the horse and buggy days when even telephones were not numerous in the country area, I received a letter from a farmer, poorly written, for a sale date. In his letter he mentioned one certain week in the month. My answer back to him was the date I could give him in that week. Also he wanted to know my commission rate charged, etc. I answered it all and told him to be sure and let me know if it was not satisfactory and no word came back. Within 50 miles of his area I never saw his sale bills or newspaper ads, but presumed all was O.K. I got up at three and drove to the railroad station to catch a train that put me in his area on that date, by 10 A.M. His sale was to be at 12 noon, mostly cattle and horses.

On arrival I found out he had found an auctioneer who would give him a date he preferred and not charge as high a commission. The sale had been held three days before I got there. Yes my face was red, but I had a nice train ride, there and back. In my contact with this man, he claimed he did write me back to cancel the date and the sale. This I never did receive. The only thing I could do was take it and like it, and no auctioneer serving the public can be justified questioning a man's word openly. In this case he had many relatives and friends in his home area, and who wants to make a whole county mad, or in an uproar, regardless if it is true or false. A year following I got another call from that same area and got the sale. It was a topper. Through the years following I would get calls for sales in that area and often meet up with the chap that changed his mind. We remained friends. I, at this age, after some 59 years this month to be exact, it all shows

up in my old sale book of records, which I have kept through fifty years of active service and still I am not sure if his story is true or false.

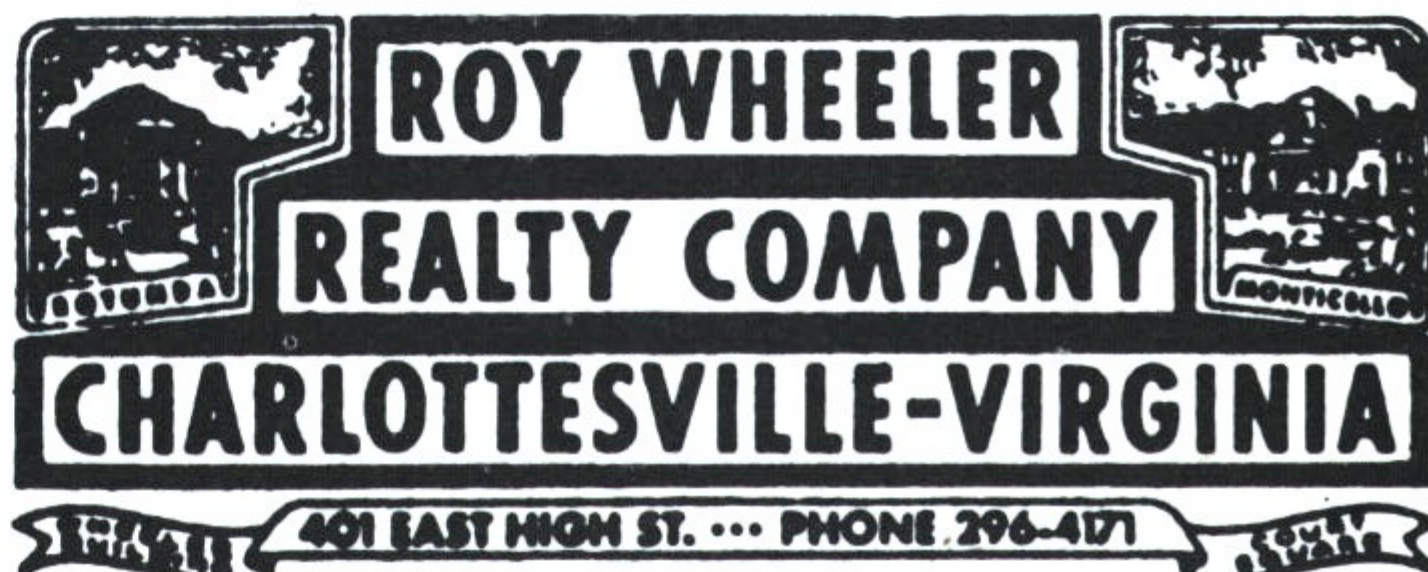
This little advice to all you young coming auctioneers. Always beware and never become involved in a public dispute with possible clients. You may be able to serve as their auctioneer. The writer does recall years back where a very capable prosperous auctioneer lost his shirt trying a law suit on a farmer over some dispute and misunderstanding in regards to the sale conducted. He lost the suit and many friends. The defendant became sour over the matter and the fruitful appearances of the auctioneer in that area went with the wind. The saying is true, "A good auctioneer is better off to lose the price of a sale now and then, and it is easier to digest than to get into a court battle with all kinds of dirt thrown from both sides."

Century Old Home Sold At Auction

A 100-year-old home in Bethlehem Township, N. J. has been purchased by a New York couple at auction.

The building was located on the property of Peter and Gail Riddle and was put on the block by auctioneer Elwood Hellen, Somerville, N. J. It was purchased by Mr. and Mrs. Philip Liflander.

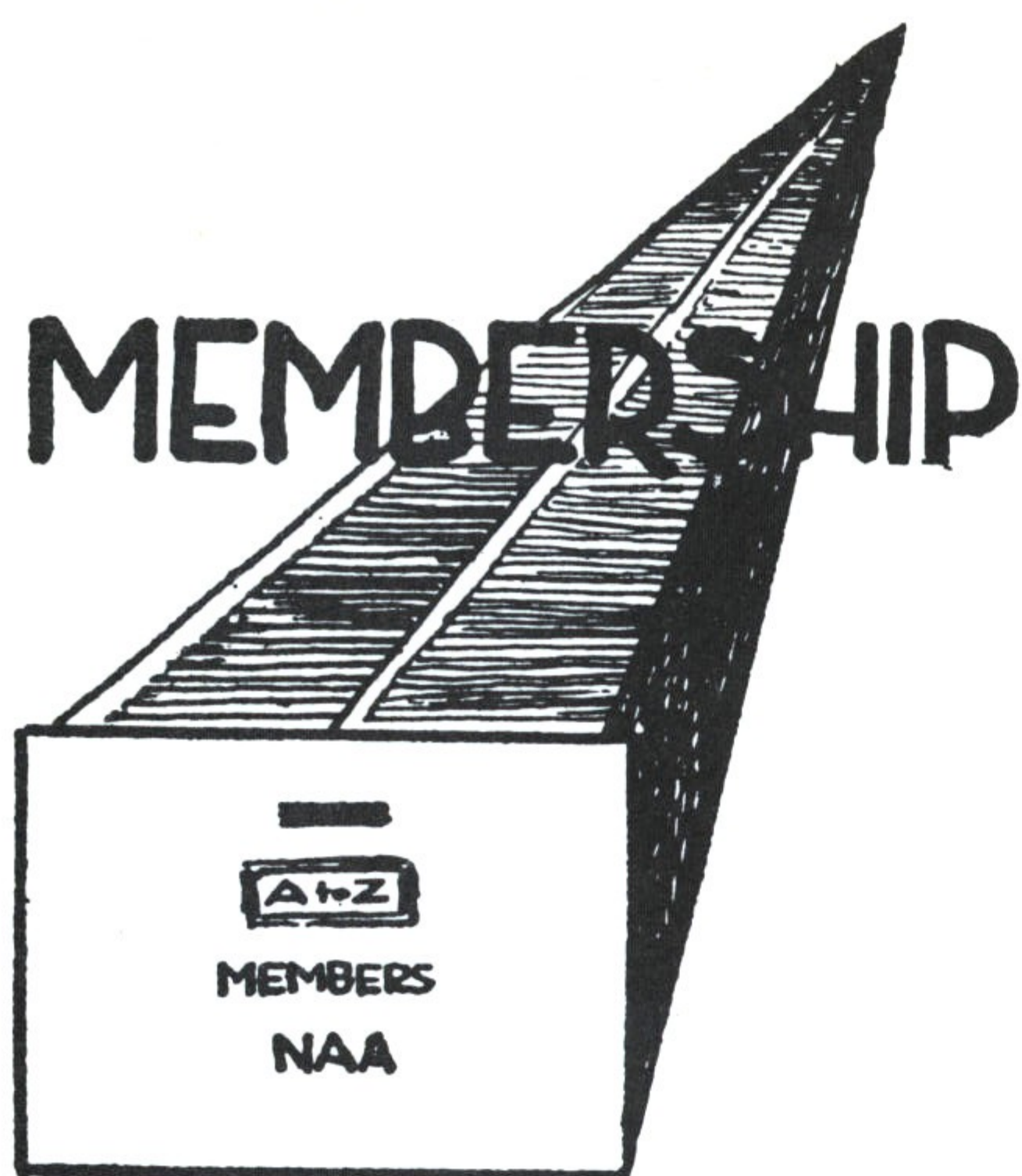
The house, charmingly restored is situated on a wooded lot with a babbling brook and a waterfall. It features a living room with stone fireplace and cathedral ceiling; two balcony bedrooms and a modern kitchen and dining area, family room, screened in patio—plus—guest house and garage.



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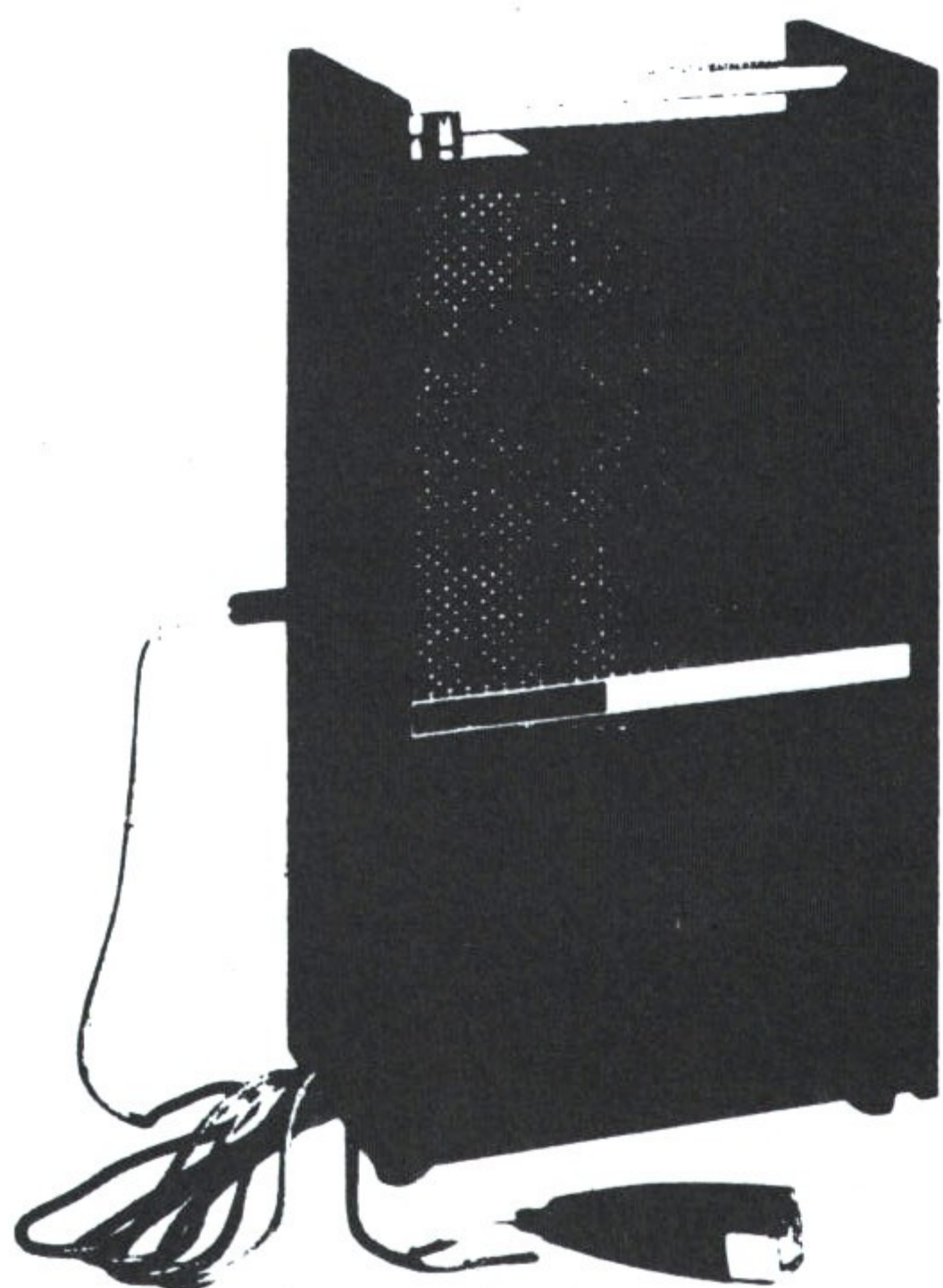
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A Message From Your President

Dear Fellow Members:

This being my first writing to you as your President, I am happy to report that things in general are very good here in the East. I don't believe the auction business has ever been better or in better hands than the auctioneers who are conducting today's sales.

Our local papers are full of auction sale advertisements. I have never seen as many furniture, antique and real estate sales listed as there has been this summer and fall and I understand prices have been excellent with buyers travelling many miles to attend the sales here in Franklin County.

We have had plenty of rain this summer with the best crops I can ever remember. Our livestock numbers had to be cut during the drouth of the last several years. Now, everyone is looking for cattle and it is creating a strong market.

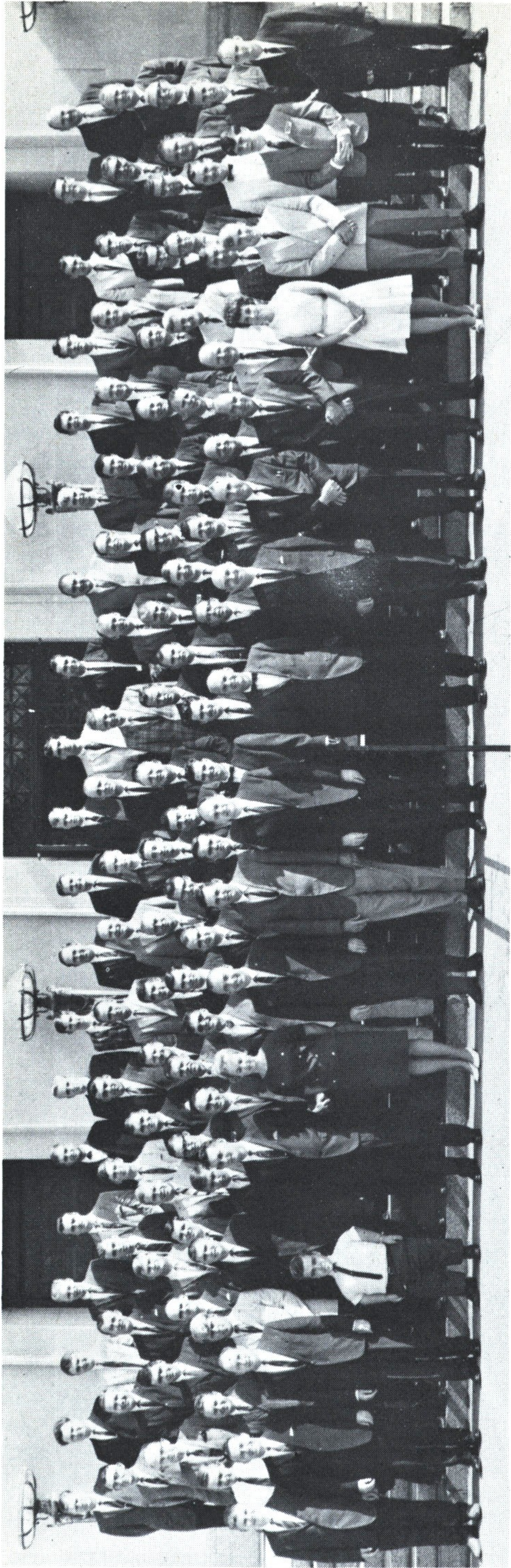
I have been busy since Mid-August and still have ten sales to go for the last two weeks in September. After that it looks like the rush will be over.

Dairy sales have been averaging from \$400 to \$500 per head, both pure-bred and grade.

As you all know by now, our National Office has been moved to Lincoln, Nebraska, and your officers and directors have been or are formulating plans for the future that should be of benefit to all of us as NAA members.

We are planning a winter meeting of officers and directors to consider and discuss these plans more fully.

Sincerely,
Ralph W. Horst



MISSOURI AUCTION SCHOOL

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Front row left to right: Toby Frye, Mo., Jim Hill, Fla., Okey Welch, Nev., Joe Neuhart, Calif., W. H. Rivers, Texas, Ann Shelton, School Sec'y, Jack Reedy, Instructor, Md., Bill Halbert, Instructor, Mo., R. W. Dewees, President, Boyd Michael, Registrar, Verlin Green, Instructor, Ks., Dean Cates, Instructor, Mo., Delbert Winchester, Instructor, Okla., Nova Srader, School Sec'y, Steve Myers, No. Caro., Dan Scheeler, Iowa, Ernest Shoemaker, Mo.

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Airport Property Brings \$305,000

After being declared surplus by the Burlington, N. C., City Council and the Federal Aviation Agency, the Fairchild Airport Property, near Burlington, was sold for \$305,000.

Approximately 60 acres was sold in various tracts at public auction. The auction was in charge of the Teague Auction & Realty Co., Burlington, N. C., with Kenneth W. Teague and John Albertson doing the selling. These men are members of their state and national auctioneers associations.

Papal Jewels Set For Auction Sale

UNITED NATIONS, N.Y.—Pope Paul VI's donation to help the United Nations feed the world's hungry, a diamond cross and ring worth an esti-

mated total of \$150,000, will be auctioned Nov. 1, Secretary-General U Thant said.

The Pope presented the jewels from his private collection to Thant Oct. 4, 1965, and specified that they be sold. The pontiff was at the United Nations to plead for peace before the General Assembly.

Ohio Guernsey Bull Sells for \$113,000

COLUMBUS, Ohio—Max Drake, general manager of Northern Ohio Breeders Assn., paid \$113,000 for a Guernsey bull, McDonald Farms, R. I. Dividend, at an auction here.

Seller was Anson B. Smith, insurance executive here, who purchased the bull back in 1961 for \$7,500.

Speculation was that the \$113,000 price was a record for a dairy bull at auction.

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This has been Centennial year in Nebraska and in keeping with the Centennial Theme the Nebraska Auctioneers Association constructed a float for the use of its members in various parades throughout the state. Marvin and Dick Grubaugh sponsored the float in the "Parade of the Century" held in connection with the Nebraska State Fair, Sept. 2.

Ken Troutt Named Champion Auctioneer

Great Falls, Montana—The chant of the World's Top cattle auctioneers echoed through Great Falls highlighting two days of strenuous competition to select a World Champion Livestock Market Auctioneer, Reserve World Champion, 8 Regional Champions, and 8 Reserve Regional Champions. Ken Troutt of Emmett, Idaho was judged World Champion succeeding H. Skinner Hardy of Bakersfield, California; Robert Schnell of Lemmon, South Dakota is the 1967 Reserve World Champion. Schnell was also Reserve World Champion in 1966.

The new champion's first official sale will be the Hawaii State 4-H Auction at

Honolulu on July 1st, which is sponsored jointly by the Hawaii 4-H Clubs, Farm Bureau, and the Junior Chamber of Commerce.

The contestants sold carload lots of Montana feeder cattle under regular market conditions at the Great Falls Livestock Market Center during the Livestock Marketing Congress June 23rd and 24th. A special sale of feeder cattle held at the Northern Montana Fairgrounds as a feature of Livestock Industry Day concluded the two day event.

The annual contest was conducted by the Missouri Auction School of Kansas City and is endorsed by the nation's 800 Certified Livestock Markets. It was designed to determine auctioneering skill and ability. A total of 14 industry judges from throughout the United States selected the winners.

Troutt, 34, represented the Emmett Livestock Commission Company of Emmett, Idaho. Schnell represented the Schnell Livestock Auction Markets of Dickinson, North Dakota and Lemmon, South Dakota.

Other regional winners included Tom Westrope, Denver, Colo.; George Williams, Jr., Denton, Tex.; Don Decker, Milford, Ill.; Archie Moody, Darlington, S. C.; Harry Gochenour, Woodstock, Va.; and Danny McDonald, Calgary, Alta.

Colorado Auctioneer Now Army Officer

Robert L. Cross, a member of the Colorado and National Auctioneers Associations, from Ft. Collins, Colo., graduated in June from Officer's Candidate School, Fort Carson, Colo. Before going into the armed services he was associ-

ated with the Austin Auction Company for the past five years.

Lt. Cross won the Army Leadership Award and the Erickson Trophy for having the highest academic and leadership grades. His auctioneer friends are very proud of him.

Appaloosa Colt Sold To "The Virginian"

James Drury, star of the TV series "The Virginian," paid \$3,750 for a yearling stud colt in the Appaloosa production sale at Sutter Bar R Ranch, Grass Valley, Calif. Drury said he planned to make a television star out of the leopard colored colt.

But it was a 7 year old stallion, Sutter's Show Boy, that topped the auction at \$44,000. The 52-head auction averaged \$1,461 per head. Dean Parker, Auburn, Calif., was auctioneer and sales manager.



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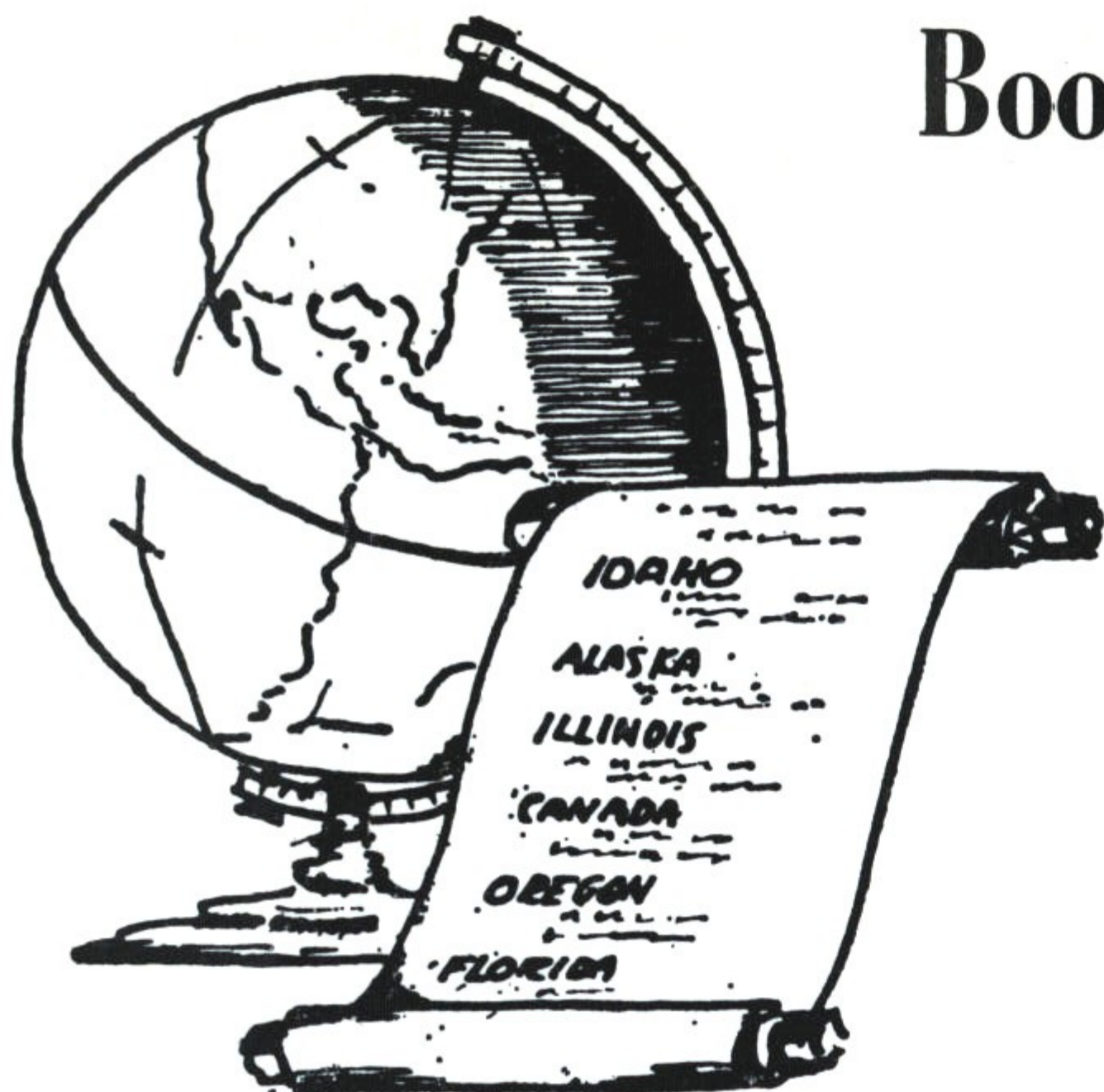
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The members whose names appear under their respective states have each given \$5.00 for their names to appear for one year in support of their magazine. Is your name among them? Watch this list of names grow.

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The Members Say...

Dear Mr. Hart:

Subject—Re: AUCTIONEERS' ERRORS AND OMISSIONS INSURANCE

For about the last six weeks I have tried to contact an Insurance Agency, here in the Portland metropolitan area, that sells Errors and Omissions Insurance for Auctioneers. There does not seem to be any insurance company that has this type of insurance available in this area, including Lloyd's of London; in so far as I can find out.

I believe this type of insurance is of the utmost importance to all Auctioneers; and that it should be available to every type of Auction Mart, also.

I am suggesting that the Board of Directors of the National Auctioneers Association contact a reliable insurance company, that has offices all across this nation; and try to get this type of insurance to be made available on a group basis. By having it on a group basis, I believe we can secure better coverage for a price that is reasonable. For the average auctioneer, I feel that we should

have a minimum coverage of \$5000 with \$100 deductible. This could be the starting point and then we can work on up to a larger coverage for anyone who needs it.

Because auctioneers are a much smaller group of people, as compared to most other types of businesses and professions, it appears that the insurance companies are not interested in this type of insurance, on an individual basis.

If you know of any insurance company that is offering this type of coverage please let me know.

Please let me hear from you real soon, if you have any information or suggestions that would be helpful in regard to the type of insurance that I have mentioned.

Very truly,
Harold E. Ball
Portland, Oregon

† † † †

Dear Bernie:

First I want to tell you that I was surprised to learn that you have moved and

I hope that it will be a successful venture; as I know that it will.

I am also glad that the convention turned out O.K., but best of all is the new format of our magazine "The Auctioneer." It's beautiful and the large type is very easy to read, too. So far I am on page 13, so I am anxious to get to the last page. I have every copy for the past 12 years.

Sincerely,
Al Gay
Seattle, Wash.

† † † †

Dear Sir:

Enclosed find a check for ten dollars (\$10.00) membership dues from July 1967 to July 1968 for Col. Roger Towner.

This year finds Col. Towner stationed at Fort Carson, Colorado, with the U.S. Army. Sp/4 Roger Towner returned to Fort Carson, on August 5th after spending a 14 day leave at home.

We read "The Auctioneer" every month and really enjoy it.

Mrs. C. E. Towner
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Oklahomans Meet

By V. K. CROWELL, Secretary

The Oklahoma State Auctioneers Association held its quarterly meeting on August 20, at the American Legion Building, Duncan, Okla. Thanks to our members, Col. Jay Blodgett and Col. James Kaspereit for their good work in setting up the Program.

They secured the services of Mrs. Boydston to cater the excellent food that was served. Col. Blodgett introduced the speakers and President Wayne Casteel presided.

District Attorney, Joe Humphries, talked on laws pertaining to the auction field. Senator Wayne Holden gave an address of welcome and some history on Duncan and its community. We were entertained by Hub Barker and Bill Garrett.

The business meeting followed and the meeting was adjourned by 3:30 p.m. We gained three new State members and two new National members at the meeting.

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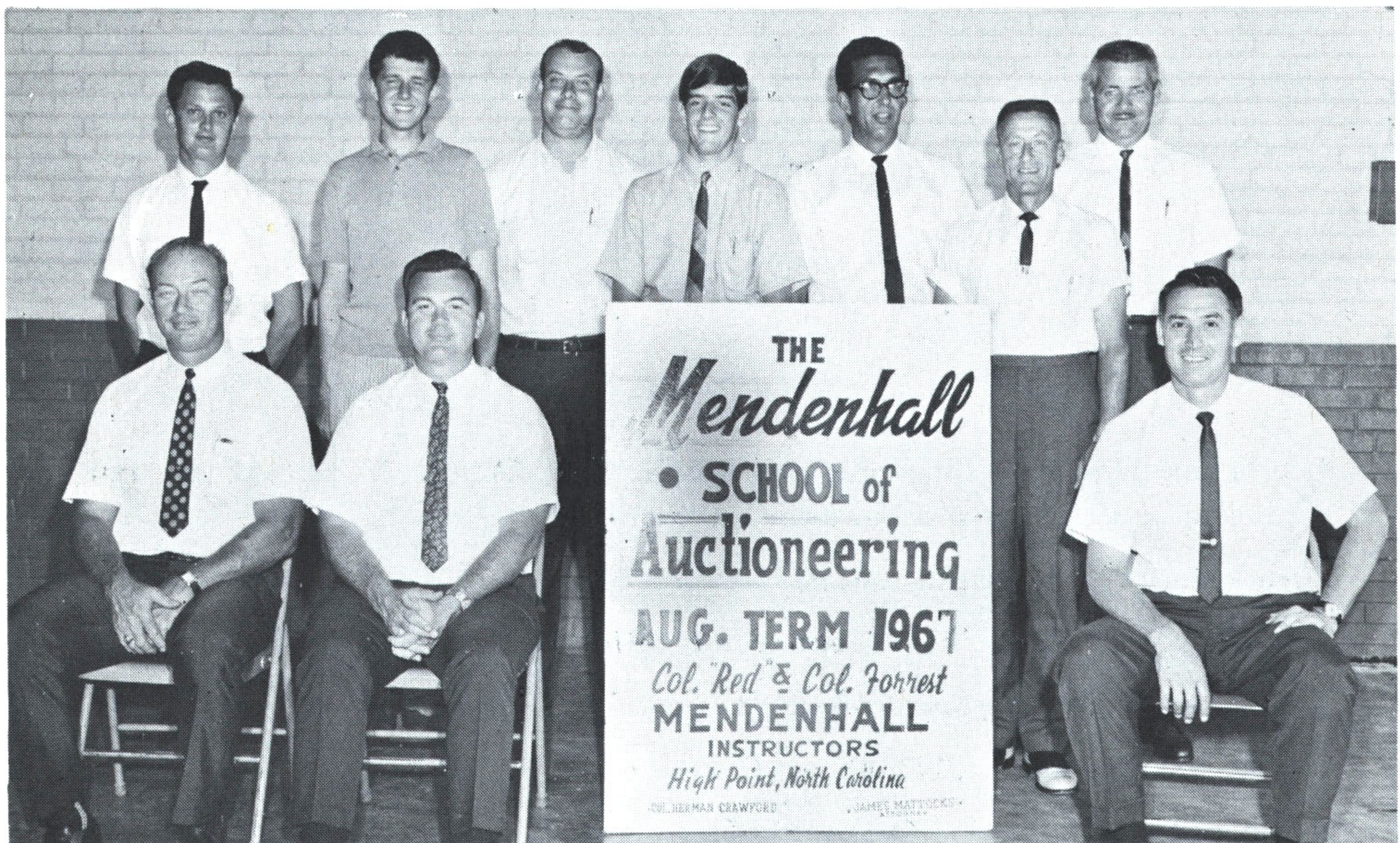
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Standing left to right; Earl Johnson, High Point, N.C.; Mark Steed, Denton, N.C.; Jesse Hodges, Sandy Level, Va.; Eddie Elliott, Denton, N.C.; J. D. Thomas, Winston Salem, N.C.; Gene Chrissman, Boonville, N.C.; R. J. McDaniel, Hurt, Va.



Col. John R. Fishdick, Eagle River, Wis., conducts Annual Youth Days Auction, sponsored by the Eagle River Recreation Association, August 11-12. During the past five years, these auctions have brought in some \$13,000. A spokesman for the Association said, "Much of the success of the auctions is attributed to Col. Fishdick who has handled the auctioneering duties and has helped much with the publicity."

Coloradans Enjoy Watermelon Feast

By **ED GIBSON, Secretary**

Colorado Auctioneers held their semi-annual meeting at Ft. Collins, on June 25. They had a family picnic at the City Park. Watermelon and pop was furnished by the Association and each family brought a covered dish. Of the 60 or more who attended, most certainly none could have gone home hungry.

Plans for the next annual meeting were discussed and a count of those planning to attend the National Convention in Chicago, was taken.

Mr. Bill Owens, Colorado's oldest auctioneer was made an honorary member of the Colorado Auctioneers Association. It was decided to hold meetings in various districts of the state in order to

interest more auctioneers in the organization.

Travis Mimm's Western Band provided the entertainment which was thoroughly enjoyed.

Largest Tree Sale

INDIANAPOLIS — The Amos - Thompson Corp., Edinburg, bought 200,000 board feet of black walnut trees from the Indianapolis Water Co. for a bid of \$133,000. It was hailed as the largest sale of standing black walnut trees in the United States in the past 35 years.

The Edinburg company operates only 50 miles from Geist Reservoir where the 1,600 trees bought at auction are growing. Most of the lumber will be used for walnut veneer.



Col. Bob Cline (left), Statesville, N.C., and Gene Carroll, Yanceyville, N.C., were elected to the offices of President and 1st Vice President, respectively, of the Auctioneers Association of North Carolina, at the Annual Meeting of that group, August 5-6.

Bob Cline Heads North Carolinans

By JAY ROGERS, Publicity Chairman

Col. Bob Cline of Statesville, was elected President of the Auctioneers Association of North Carolina at the group's Annual Meeting at Laurinburg, August 5-6. Col. Gene Carroll, Yanceyville, former Secretary-Treasurer of the group, is the new 1st Vice President.

Hon. Pat Taylor, Wadesboro, N.C., former speaker of the State House of Representatives, addressed a record crowd of auctioneers and their families at the Saturday evening Banquet. A Fun Auction completed the evening's activities.

Other speakers on the Program and their topics included: Kenneth Teague, Automobiles at Auction; Gene Carroll, Cattle at Auction; Johnny Godley, Farm Machinery at Auction; Craig Lawing, Selling for Public Administrator.

Archie Moody, Darlington, S.C., presided over the Bid Calling Seminar. Moody was Regional Champion at the 1967 World's Champion Livestock Auctioneers Contest at Great Falls, Mont.

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The School of Distinction



Col. Gary Van Hill, Zeeland, Mich., celebrated the 10th Anniversary of Van Hill's Sales Pavilion with special guest, Mrs. John Lubbers, also of Zeeland. The sewing basket they are holding is the first item sold by Van Hill and Mrs. Lubbers was the buyer, paying fifty cents for the item. This was a part of the Anniversary Party, held August 27.

Furniture Auction A Paying Venture

A consignment furniture auction has grown into a prosperous business for Gary Van Hill, Zeeland, Mich.

After graduating from the Reppert School of Auctioneering in December, 1956, Van Hill and his wife bought three acres of land between the Michigan towns of Holland and Zeeland. There was a house, horse barn and a cement block building on the land when it was purchased.

The Van Hills converted the horse barn into an auction house and on

August 27, 1957, they conducted their first consignment sale with about 60 people present. They report the first year as being rather difficult and they ended the year with a profit of \$1100.

Since then the business has shown a steady increase and many improvements have been made. They have doubled the original size of their auction building, added a new furniture store and a used furniture store and have added to their land until they have about 10 acres at present.

Recently, farm equipment consignment sales have been added and they have been very satisfactory. Also, their 15 year old son, Doug, has started assist-

ing his father with the auction chores and is a source of pride to his parents.

Van Hill, who holds a Life Membership in the NAA, gives much credit for his success to his Auction School training.

Imported Charolais Average \$14,522

Nineteen lots of imported French Charolais cattle and four calves of full French ancestry, making a total of 23 lots, sold for \$334,000 to average \$14,522 in Harold and Edna Biensch's "Velvet Touch" sale at Neilburg, Sask., Canada, July 3.

Ben Burnside, Newellton, La., wound up with nine lots costing \$118,500, as the sale's largest buyer. Included was the top bull, Acajou, at \$24,000.

Sale top was \$25,000 on the cow, Azalee, with heifer calf at side by Acajou. The pair went to John M. Jordan, Saxapaw, N. C.

An additional 63 lots of Canadian bred Charolais averaged \$943 in the same auction. The sale was managed by Danny Thomas and Ray Duell of Charolais Sales Management Service, Prairie Grove, Ark.

Livestock Sales To 218.7 Million Head

KANSAS CITY, MISSOURI — Livestock transactions in this country during 1966 totalled 218.7 million head and carried a value of \$18.8 billion, according to an independent study summary currently being distributed within the livestock industry.

This nation's competitive livestock markets, merchandising 109.7 million head, were responsible for better than half of the 1966 transactions.

The summary highlights a study conducted by Certified Livestock Markets Association, Kansas City, Missouri through Agri Research, an independent research firm. The study shows the volume and value of livestock transactions through both competitive live-

stock markets and non-market channels in 1966. The information covers cattle, hogs and sheep, and is broken down by geographical area.

The study defines competitive livestock markets as public markets, both auction and central, where sales transactions are the result of competitive bidding on price.

Similar studies were conducted by the association in 1961 and 1965. Comparative figures for 1966 and 1965 are provided in the summary.

The study shows that the total volume of livestock transactions increased by 3.7 million head in 1966 over 1965.

Cattle transactions, 97.1 million head, were up 1.9 million head over 1965. The value of all cattle transactions was \$13.4 billion. Competitive livestock markets handled approximately 63% of all cattle transactions.

Total hog transactions, valued at \$4.9 billion, were up 4.4 million head to 96 million head.

Sheep transactions, valued at \$469 million, were down 2.6 million head to 25.6 million head.

The summary is being distributed to various individuals, organizations and institutions related to the livestock industry.

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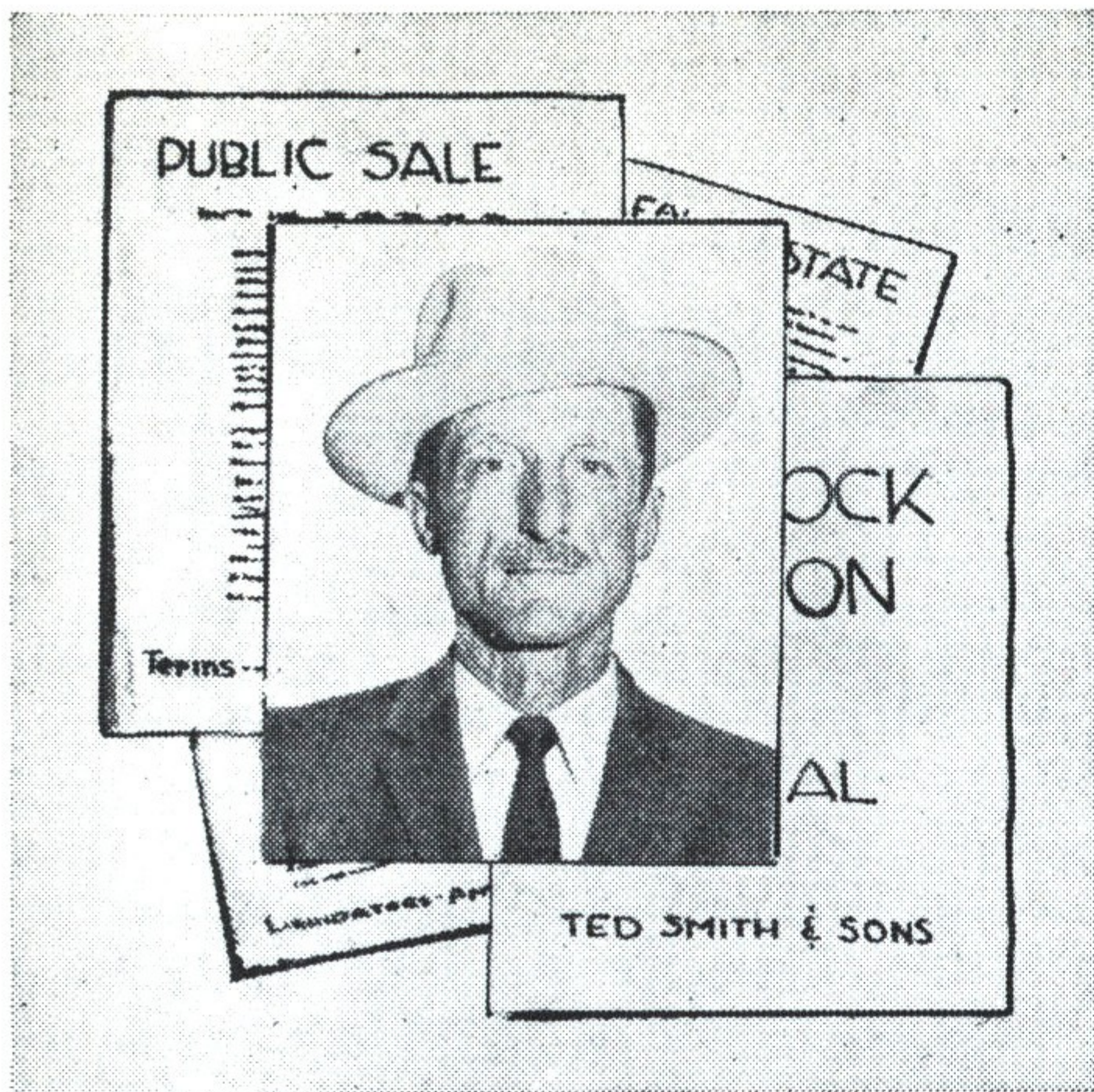
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Auction Shorts



It hardly seems possible that another month has rolled by, and the auctioneers throughout the midwest are looking ahead for a busy sale season.

Had a surplus machinery auction sale today. It was attended by customers from an area of 150 mile radius. Prices were good.

With the State Fairs and County Fairs mostly history for another year, many auctioneers will have been busy in conducting 4H Baby Beef, Swine and Sheep Sales and helping in many other ways, making these events more successful in their respective communities. The Baby Beef Sale in our County set a new high for the Champion.

While at the Nebraska State Fair it was my pleasure to see several of the Nebraska Colonels busy helping make our great Fair even greater.

Yes, and with the brisk fall air it also reminds us that fall harvest is approaching and it looks like another harvest of abundance for which we should all be very thankful.

Speaking of fall, brisk air also reminds us of another football season, with everyone out rooting for their favorite teams.

Aside from sales and other obligations, I have been appointed to do a number of appraisals of real estate and personal property for estates and dissolving of partnerships.

Henry Buss
Columbus, Nebraska

\$1,970 Per Acre For Pennsylvania Farm

A record for a public sale of farm land may have been set Saturday, September 2, with the auction of a 36-acre Weaverland Valley Farm belonging to the Clarence P. Martin estate. The farm, located one mile north-east of Blue Ball, Pa., sold for \$71,000 or approximately \$1,970 per acre.

In a high state of cultivation, the farm contained a two and one-half story brick dwelling, a frame house, tobacco shed, silo and chicken house. It was purchased by a neighboring farmer.

Paul Z. Martin, Blue Ball, Pa., a member of the Pennsylvania and National Auctioneers Associations, was the auctioneer.

Ruidoso Sale Makes \$2,899 Average

RUIDOSO, N.M.—Nothing in this year's offering of Quarter Horse racing yearlings at Ruidoso detracted from the reputation of the All-American Futurity Sale as "the world's greatest sale of Quarter Horse yearlings."

The 165 fillies and colts that auctioneers Dean Parker, Auburn, Calif., and Ken Troutt, Emmett, Idaho, gavelled off to buyers from 16 states sold for a \$2,899 average in three nightly auctions, Sept. 1, 2 and 3.

Buyers were here looking for "sleepers" like Turf's Best and Clovis Rocket, finalists in this year's All-American Futurity, that sold at bargain-basement prices in last year's auction.

"We were a couple hundred off last year's sale average," said Walt Wiggins, director of public relations and sale manager for the Ruidoso Racing Assn., the agency that sponsors the race and the sale, "but we sold 65 more horses than we did last year. All in all we think it was a mighty good sale."

Buffalo Auction Set For October 24

VALENTINE, NEBR.—For the first time in the 54-year history of Fort Niobrara National Wildlife Refuge near here, a public auction of surplus buffalo will be held.

Sale date has been set for October 24 when 40 buffalo will be auctioned.

Buffalo available for purchase will be 20 young bulls in the yearling and 2-year-old age class, and 20 females both heifers and bred cows.

Also offered for sale will be 40 Texas longhorn cattle including cows, calves, steers, heifers and bulls.

Sale time is 1 p.m. (MDT) at refuge headquarters five miles east of here on Nebraska 12.

Four Illinois Farms Bring \$600,209

Williamsville, Ill.—Four farms with a total acreage of 739.5 acres in Sangamon and Logan counties were sold for \$600,209 at an auction held August 3 in the Williamsville High School Gymnasium.

The land was part of the Stephen L. Little estate. Under the terms of his will, Memorial Hospital will receive the proceeds of the sale. The land sold is about one-fourth of the estate. The hospital will receive an income from the remainder under the terms of the trust.

Average selling price of the land was \$813 an acre.

The auction was conducted by auctioneers Luke J. Gaule, Luke Lee Gaule, William L. Gaule and W.L. Dragoo.

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An agitator was addressing a band of strikers.

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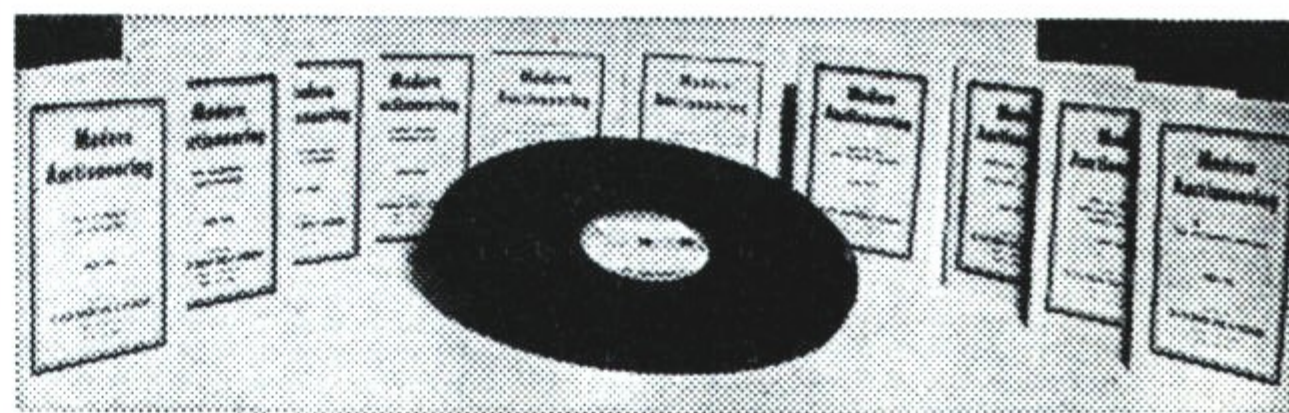
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Auction Market Sold

Don Weaver and D. E. Dunn, Syracuse, Kas., have purchased the Limon Livestock Sales Co., Limon, Colo., it has been reported. Seller was LeRoy Noll. Noll has accepted a position with an Ord, Nebr. bank.

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New Jersey's First President Is Dead

Lester B. Stout, Charter Member and first President of the New Jersey State Society of Auctioneers, passed away June 26, following a long period of illness. He was 67 years old.

A benefit auction for Mrs. Stout was conducted by members of the NJSSA on August 7. Some 75 attractive and useful items had been donated for the auction.

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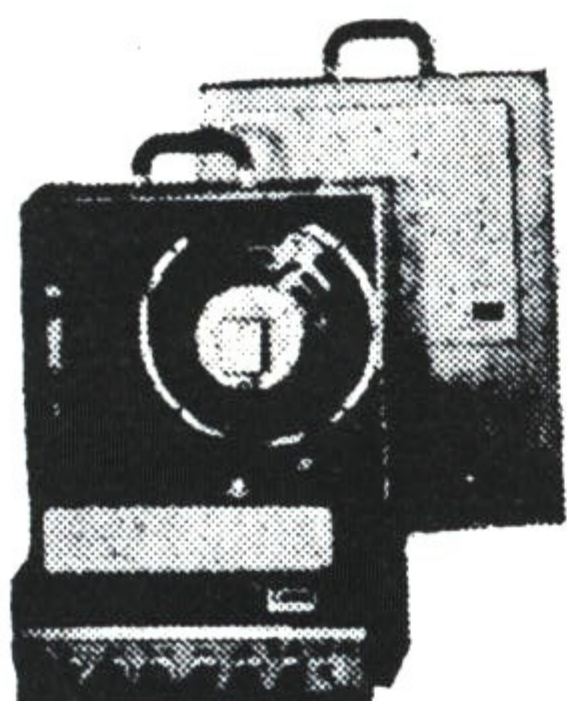
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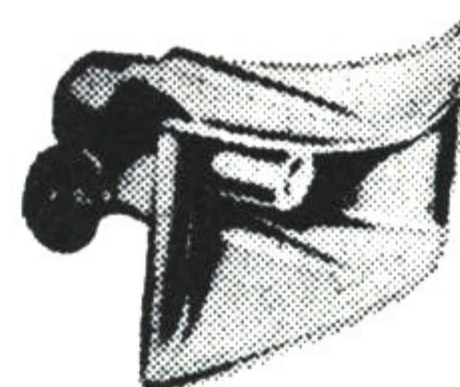
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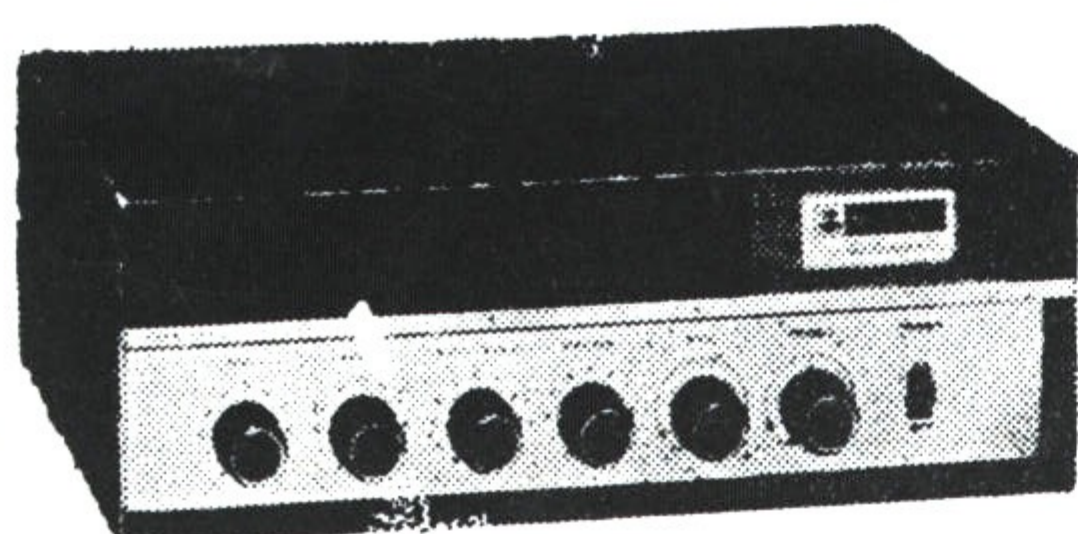
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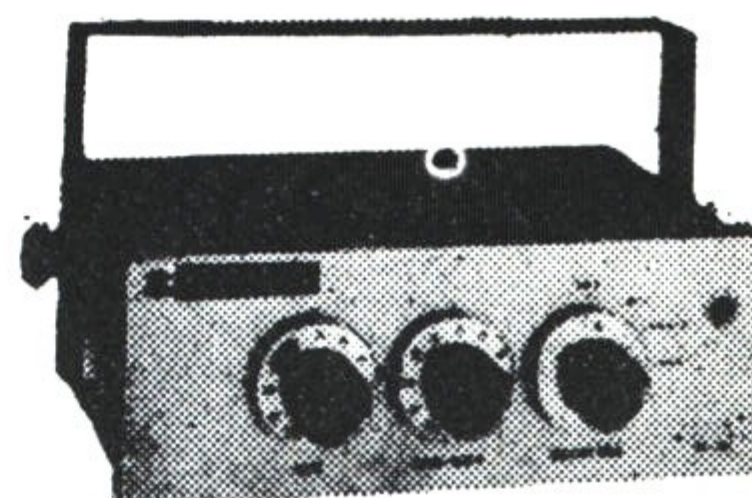
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