

VOL. XXI

NO. 7

JULY, 1970

THE **auctioneer**



MEET US HERE!

Hotel Pfister

Milwaukee, Wisconsin

Let There Be No Doubt!



who is in charge of the sale!

It's convention time once again and the Lawing family is looking forward to seeing you all in Milwaukee toward the end of the month. I know it will be beautiful there this time of year.

We have decided not to bring our hat samples to the Convention this year, as it takes up a lot of our time and we miss a lot of the interesting presentations. However, you still have plenty of time to get your order in and have your hat in time to wear to the Convention. Everyone should wear their Auctioneer Hat to the Convention.

Remember, we have the felt and the straws in all sizes with brim widths of 2" - 2-3/8" and 2-5/8". When ordering please include the brim width as well as the size and material. You would be surprised at the fellows who fail to give us this information. Also include the name of the wearer as we put the name in the sweat band.

Winter hat - Felt	\$12.95
Summer hat - Straw	11.95

Plus 4% Sales Tax

COLONEL W. CRAIG LAWING

5521 Belhaven Blvd.—Charlotte, N. C. 28208

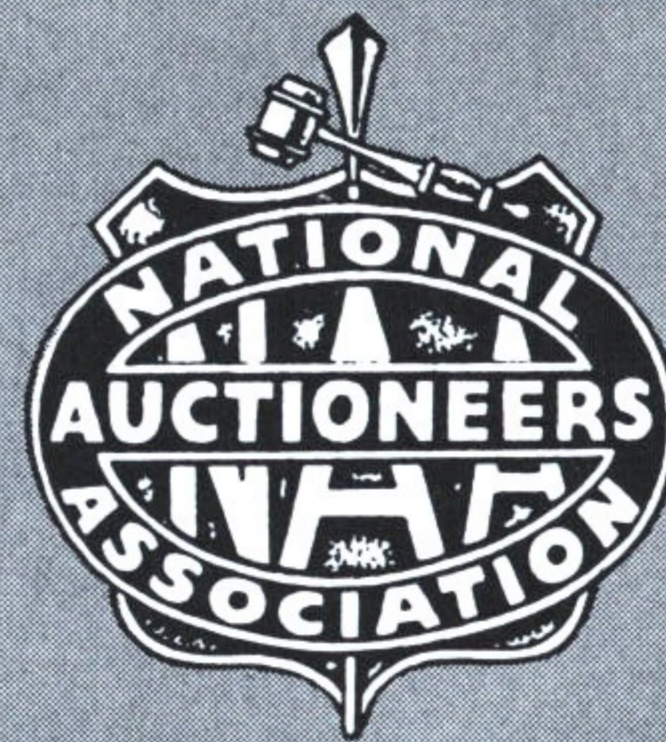
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THE **auctioneer**

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NATIONAL AUCTIONEERS ASSOCIATION

3277 HOLDREGE ST. LINCOLN, NEBRASKA 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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Milwaukee Awaits You

Convention time is near — the days are numbered — the plans are completed — the freeways and airways are ready to deliver you to the Pfister Hotel and Tower in downtown Milwaukee and the hospitality committee is ready to roll out the red carpet and welcome you to the National Convention, July 29th through August 1st. We sincerely hope you have reserved these dates in your plans for this summer.

We in Wisconsin have waited a long time for the opportunity to be your host at the National Convention. We have left no stone unturned to make your stay in Milwaukee and Wisconsin a most memorable one.

The convention program for both men and women, the convention entertainment, the Fun Auction, and in addition, the private entertainment of the city should provide you with a variety of fun and education to make this a convention you will never forget.

Wisconsin is America's Dairyland. Milk and cheese will be in abundance. The Wisconsin Dairy industry will provide all that you care to consume while here. There will be hospitality rooms on the convention floor where you may relax and enjoy our dairy products served by a group of select dairy maids. Be sure and visit these rooms and enjoy the fellowship of other Auctioneers and friends while relaxing.

By this time a new Alice in Dairyland will have been crowned. Time does not permit publication of her picture at this time. However, everyone attending the noon luncheon on Thursday will get a personal glimpse as she welcomes you to Wisconsin. It is anticipated she will have some useful souvenir which will go to the highest bidder during the luncheon program. Don't miss this luncheon as it will be climaxed by an outstanding speaker — a Mr. Enthusiasm himself.

The Wisconsin Department of Agriculture will set up a display booth for Thursday only. Prior commitments confine this to just one day. We hope you will pay them a visit and learn about Wisconsin Agriculture.

The Milwaukee Chamber of Commerce has been very cooperative in planning the

week's activities. Information and assistance will be available at the registration desk on things to do, places to see in and around the city. One might wish to visit such sights as Mitchell Park Conservatory, Art Library, Pabst, Schlitz, or Miller Breweries, Automotive Museum, Marquette University, Public Museum, Our Lady of Fatima Shrine, Whitnall Park Botanical Gardens, County Zoo or any of a number of others according to your interest.

Why are the members of the Wisconsin Auctioneers so enthusiastic about this convention? Because we in Wisconsin are very appreciative of the many good times we have enjoyed at past convention. I believe I am right when I say attendance from Wisconsin has always ranked in the top ten states each year. WE have enjoyed your hospitality, now we want you to come, be our guest at the Pfister Hotel and Tower, Milwaukee July 29-30-31 and Aug. 1st. Remember all convention activities are on the seventh floor — excellent rooms — free parking and surprises. We in Wisconsin and Milwaukee Await You. Do Come.

JOE DONAHOE

Those Important Dates

It's July again and the Convention most of us love as much as our profession is almost here!

Those of you who have never attended an NAA convention may not realize what you are missing. The minute the convention dates are released we mark off two weeks for our vacation and include the NAA dates in this period. I've turned down some lucrative auctions because of dates conflicting with the convention but I've made more money by attending than I've lost through a few missed sales.

Every convention we think, "We'll never top this," but the hard work of dedicated auctioneers such as we have in Wisconsin will make this year's convention the best ever! No one ever attends one of our conventions without learning something that will make him

a better auctioneer, able to do his job better, and if he can serve the public better he'll do more business and make more money.

You'll meet and talk with the leading auctioneers from every state. They will do everything they can to help you. I owe what little I know to many auctioneers throughout the country. I've used one's method of advertising, another's method of check-in and check-out and the different clerking and cashiering systems I've seen. I've borrowed the best from each and I'll never forget what an auctioneer who was leaving his first convention said to me. "Boy, I wonder why I didn't do this ten years ago. "I've learned more here in three days than I have learned by myself in ten years of heart breaking effort."

This same man is now one of the leading auctioneers in his territory and has never missed a convention in the last eight years. We can't help but pick up something some one is doing that will help you in your service to your clients.

There is a lot of beautiful country, lakes, etc. around the State of Wisconsin. There is something for everyone to enjoy. If there are any trotting races at the Fairs, or Horse Shows, don't miss these. Some of the most beautiful horse flesh in America is found in Wisconsin.

Combine your vacation with the most

valuable three days you'll ever spend. See you all in Milwaukee.

JOHN A. OVERTON

Van Pelt Memorial By New Jersey Group

June 1, 1970, was a very special day for the New Jersey State Society of Auctioneers. It was the date they celebrated the passing of the 200 member mark. This was a goal established several months ago by the group's President, B. G. Coats, as a tribute to the late Herbert Van Pelt.

A special program was held at the Far Hills Inn, Somerville, in marking the occasion. It was in the form of a memorial for Mr. Van Pelt, a veteran member of the organization, who passed away March 15, 1968, at the age of 86 years.

THOUGHT FOR THE MONTH

New organization — Rest and Aspiration Society — the group's motto is: "We don't aim at nothing, so we can't hardly Miss."

Col. John R. Fishdick

Wisconsin Welcomes You!

I would like to extend my personal invitation to all Auctioneers, Auctionettes, and their families to our great city of Milwaukee and the National Auctioneers Convention July 30, 31, and Aug. 1.

We in Wisconsin are proud of Milwaukee. You'll find Old World Charm in restaurants specializing in excellent food and gemutlichkeit of another era, in the replica of a Street in Old Milwaukee at the new downtown Museum, in the hospitality of the city's famous breweries. Milwaukee is noted also for one of the world's finest zoos, fine theaters, stores, and the friendliness of the people. Milwaukee is the home of the Bucks, our fine NBA basketball team, and the new Milwaukee Brewers. And, just a stone's throw away, the Green Bay Packers.

Gus Pabst, owner of Pabst Breweries, was one of our great leaders in Agricul-

ture. He developed a well-known herd of Holsteins on his farm outside of Milwaukee. He sold breeding stock at a price the average dairyman could afford to improve the breed. This famous herd was disposed of at auction a few years ago.

If you can spare a few extra days, see the rest of Wisconsin. Look over our fine dairy farms in the agricultural areas. Or, travel north to one of the finest vacationlands to be found. Visit our famous Wisconsin Dells on the way north, and try some fishing, swimming, or boating on 820 miles of Great Lakes "seashore" or Wisconsin's 9,000 inland lakes. Whatever you desire in the way of a vacation, I'm sure it can be found in Wisconsin. Come and find out!

Col. Dean George, President
Wisconsin Auctioneers Association

Convention Registrations

1960 Through 1969

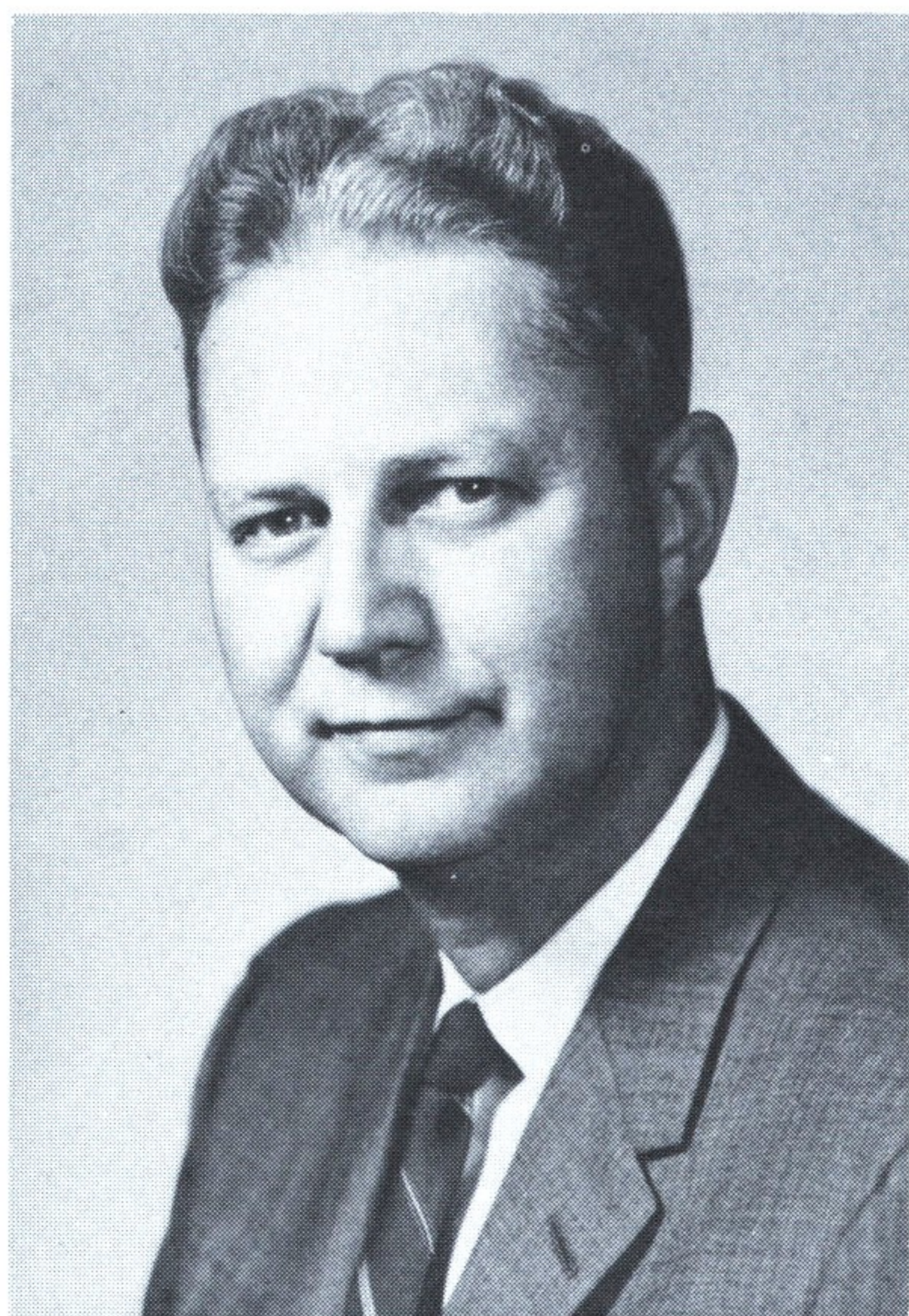
As convention time approaches each year the question that arises in the minds of many is the number of registrants and how it compares with past years. With this in mind we have prepared a tabulation of registration by states for the past ten years along with the name of the city in which the meeting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

STATES	1960 (Louis- ville)	1961 (Hous- ton)	1962 (Lin- coln)	1963 (Cincin- nati)	1964 (Des Moines)	1965 (Spok ane)	1966 (Phila) delphia	1967 (Chi- cago)	1968 (Okla. City)	1969 (Roa- noke)
Alabama	1	1	0	0	1	0	0	0	0	5
Arizona	0	0	0	2	0	0	0	0	2	0
Arkansas	5	9	2	2	10	3	3	18	25	7
California	1	1	1	0	0	6	0	4	10	3
Colorado	7	10	13	2	11	8	3	7	11	10
Connecticut	0	0	0	0	0	0	5	0	1	1
Delaware	1	1	1	1	1	1	2	1	1	1
Florida	0	0	0	7	0	0	2	4	4	9
Georgia	1	0	0	2	0	2	0	1	0	3
Hawaii	3	3	3	3	3	3	3	2	3	2
Idaho	0	2	3	2	6	22	0	1	2	2
Illinois	44	39	36	37	36	12	23	91	43	23
Indiana	48	19	26	51	31	41	17	46	24	25
Iowa	20	17	32	24	111	22	19	42	29	22
Kansas	15	23	34	4	18	15	5	9	37	18
Kentucky	40	22	9	33	10	6	8	11	22	23
Louisiana	0	7	2	0	2	0	0	0	9	5
Maryland	6	4	2	6	2	0	10	3	5	13
Massachusetts	5	3	3	7	4	1	19	4	1	7
Michigan	18	9	20	30	22	6	15	17	1	21
Minnesota	11	1	2	6	11	0	0	0	0	4
Mississippi	0	0	0	0	0	0	2	0	2	5
Missouri	17	21	37	11	30	8	10	20	26	11
Montana	7	2	2	2	0	33	2	2	4	2
Nebraska	17	26	109	16	46	19	7	29	38	29
Nevada	0	0	0	1	0	0	0	0	0	0
New Hampshire	2	0	0	0	0	0	0	0	0	1
New Jersey	9	4	5	8	6	4	19	7	4	10
New Mexico	2	2	2	2	2	2	2	2	9	2
New York	20	10	12	18	17	7	26	18	9	27
North Carolina	5	4	2	10	5	4	14	17	12	36
North Dakota	1	0	14	3	12	19	2	8	22	14
Ohio	74	26	35	123	38	17	43	44	18	62
Oklahoma	2	1	8	4	8	10	4	3	77	9
Oregon	2	1	2	0	1	12	0	1	0	0
Pennsylvania	46	18	24	64	25	20	122	36	23	37
Rhode Island	0	0	0	0	0	0	0	0	0	0
South Carolina	2	4	1	10	4	1	6	6	3	6
South Dakota	0	0	9	10	16	6	3	6	7	15
Tennessee	30	36	22	25	23	4	12	9	9	42
Texas	14	37	11	6	11	14	5	7	29	11
Utah	0	0	0	0	0	0	0	0	0	0
Vermont	0	0	0	0	0	0	0	0	0	2

Virginia	2	2	1	13	3	1	13	11	10	82
Washington	0	4	1	1	5	47	4	8	7	8
West Virginia	6	1	0	4	0	0	5	3	4	11
Wisconsin	39	29	24	24	38	20	23	49	41	58
Wyoming	0	7	6	0	0	2	0	0	2	0
Canada	5	5	5	0	1	8	2	1	1	5
Totals	528	411	528	574	570	405	460	548	587	689

Convention Talent

Each year we draft certain individuals outside our profession to be speakers on our National Convention. Below is a brief summary on those we have lined up for you this year.



JAMES E. DORNOFF

To open our Convention a speaker has been selected who has spoken to the Wisconsin State Meeting some years ago. His talk the "Power of Enthusiasm" will be an inspiration for the entire Convention and no one will be more enthusiastic than the speaker himself. A lifelong native of Milwaukee, Wisconsin, James E. Dornoff will give all who hear him a stimulating experience.

Born and raised in Milwaukee, Mr. Dornoff is a graduate of Marquette University of Business Administration with BS Degree, graduate of Dale Carnegie Institutes and the Sale Analysis Institute of Chicago, past instructor of Elmer Wheelers Course of Tested Salesmanship

and guest lecturer of Marquette University, Carroll College and Milwaukee Technical College.



DONALD N. McDOWELL

Donald N. McDowell is a native son of Wisconsin. Born and raised on a farm near Montello, Wisconsin, he has become one of the greatest leaders in Agriculture Wisconsin has ever known. His life has been dedicated to agriculture and the youth of this state and nation.

His career began as a 4-H club member. He was a National Achievement winner having received the Presidents Trophy Award in 1932. As a FFA member during high school he was elected to state office and received the American Farmer Degree in 1935.

CHARLES W. HIGGINS, JR.

Mr. Higgins will deliver a history of the Auction profession at the Convention on Friday, July 31st at 9:30 A.M. Having written a thesis on this subject while working on an educational degree,



BILL HIGGINS

he is well informed on the history of our profession and his talk should be interesting to all attending.

He is presently employed as Trust Officer United Virginia Bank/Citizens and Marine, Newport News, Virginia, having begun his career with the bank in 1962 and was named assistant Trust Officer in 1967 and Trust Officer June 12, 1969.

KENNETH W. HAAGENSEN

Kenneth W. Haagensen, Executive Vice President, Wisconsin State Chamber of Commerce, a post he has held since 1966, will deliver the Grand Banquet Address.

Mr. Haagensen has a long and distinguished record of service both in the field of Public Relations and in the Chamber of Commerce movement. Prior to joining the Wisconsin State Chamber of Commerce, he was assistant to the Vice President of Marketing Service and Public Relations for the Allis Chalmers manufacturing company of Milwaukee.

If you are 29 and have 36 working years left, all you earn in 10 of them will go for taxes.



K. W. HAAGENSEN

**West Virginia Vote
\$500 To Building Fund**

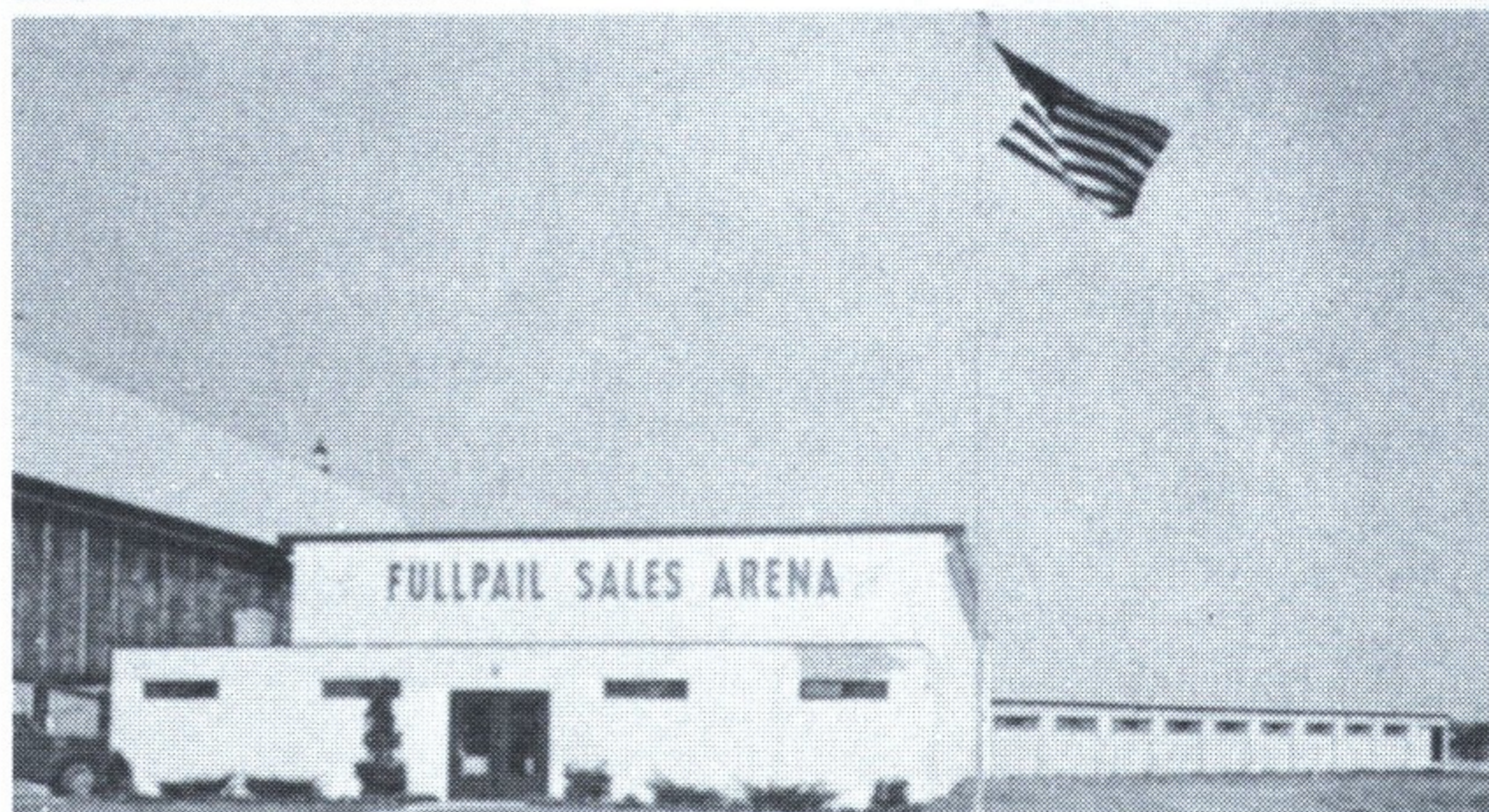
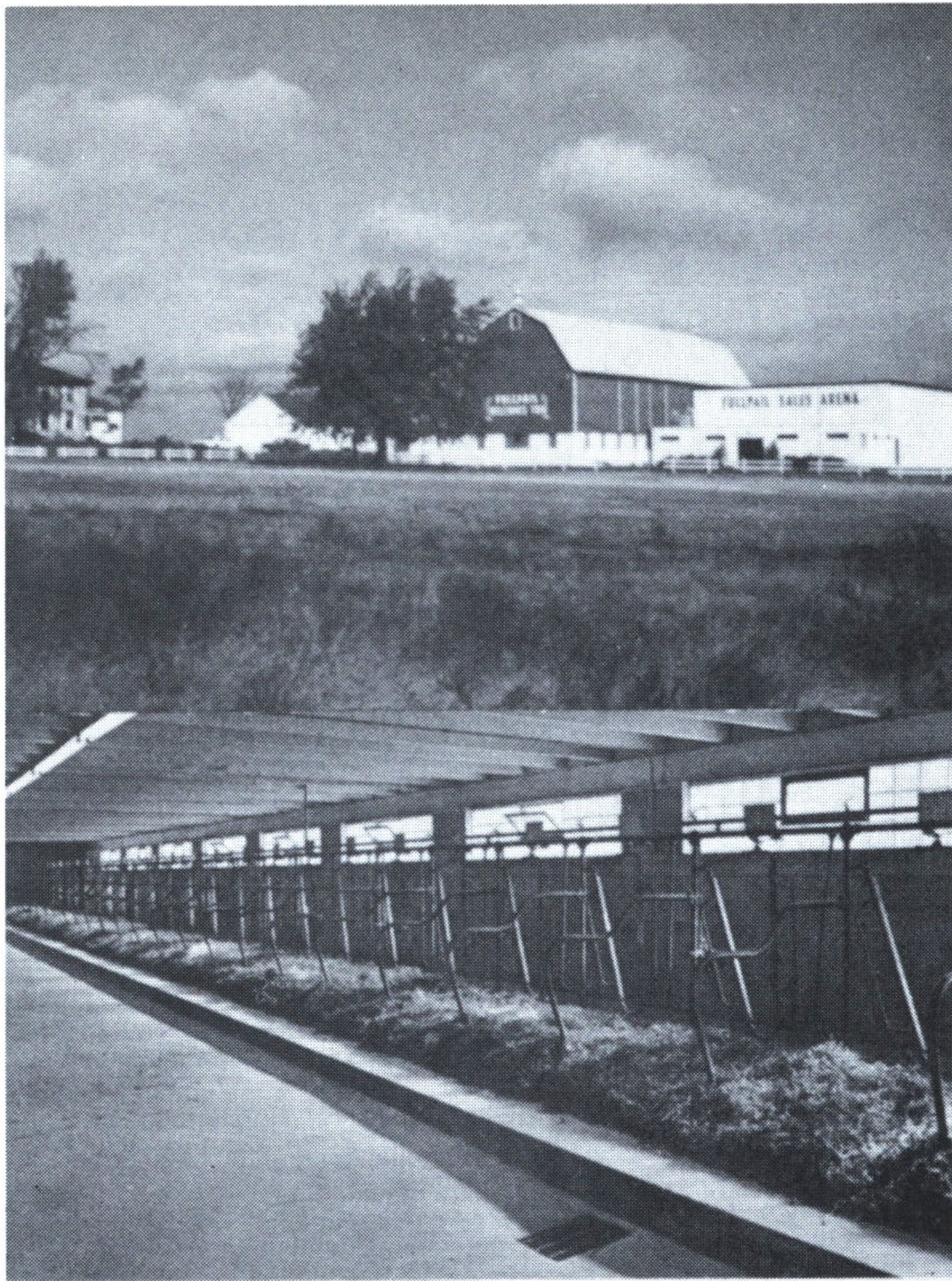
The Ninth Annual Convention of the West Virginia Auctioneers Association was held on June 13-14, 1970, at beautiful Cedar Lakes. The two day event was one of the most successful conventions of the association.

Col. R. C. "Rick" Woodard was re-elected to the presidency as was Col. Cleo Johnson to the vice-presidency. Col. Wilson E. Woods was reelected for the eighth year as secretary. The auctioneers and their families were entertained by the annual FUN AUCTION, a bingo party and the music of the "Gypsies" featuring the singing of Everette Pauley.

An important part of the convention was the decision to send \$500.00 to the NAA BUILDING FUND. West Virginia Auctioneers are very proud to offer a share in the construction of the national home office building!

An efficiency expert is a guy who's smart enough to tell you how to run your business, but too smart to start one of his own.

IN UNITY THERE IS STRENGTH



THE FULLPAIL FAMILY WELCOMES YOU TO WISCONSIN!!

If your time permits we would like to have you stop and see our "Modern Sale Barn". You will be most welcome. We are located 35 miles northwest of Milwaukee, 6 miles west of Highway 41 on Highway 60, just west of Hartford, Wisconsin.

Come and see our place of business where we sell "THE BETTER KIND" of dairy cattle at auction.

Sincerely,

**Phyllis, Vincent,
Ernie Jr., and the
Ole Boy, Ernie
Kueffner.**

Building Fund Notes

Gifts and pledges have now reached the point where our goal is assured. We proudly present to you the complete roster of those who have made gifts of \$100.00 or more to the project.

Since this is the last time a complete list will be printed for several months we asked that you check and see that we have your name as you wish it to appear on the bronze plaque inside the new building. If your name has been inadvertently omitted or if it is not the way you wish to have it please let us know. If your name is not already included among the following you may correct this by mailing your check immediately.

FOUNDERS

(Gifts of \$1000 or more)

J. P. King, Inc., Gadsden, Ala.
B. L. Wooley, Little Rock, Ark.

J. L. Todd, Rome, Ga.
Harold C. Henry, Los Angeles, Cal.
Milt Cully, Des Plaines, Ill.
A. C. Dunning, Elgin, Ill.
Mr. and Mrs. Mike Modica, Chicago, Ill.
Romaine Sherman, Goshen, Ind.
In memory of E. T. Sherlock,
St. Francis, Kans.
Phil Goldstein, Boston, Mass.
Gary and Doug Van Hill, Zeeland, Mich.
Missouri Auction School, Kans., Mo.
Forke Brothers, Inc., Lincoln, Nebr.
Mr. and Mrs. Bernard Hart,
Lincoln, Nebr.
Rex Young — Eddie Morris,
Plattsmouth, Nebr.
The New Mexico Auctioneers,
Albuquerque, N. M.
T. Edison Ogden, Syracuse, N. Y.
Harris Wilcox, Inc., Bergen, N.Y.
Penfield Auction Service,
Bowman, N. Dak.
In memory of Tom D. Berry,
West Newton, Pa.

It's Your Office !!

The National Auctioneers Association office in Lincoln (when it is completed) will be YOUR office. It is a building whose only function will be the improvement of the auction profession.

The design of the building will be functional, both inside and out. It's location is the best. Your neighbor on one side and across the street are professional people. On the other side is a fine brick home that is a part of some of that beautiful city's finest residential area.

The projected use of this building is to upgrade the Auction Profession. If you are making a living in the Auction Profession (or only using it as a supplemental income) you cannot help but receive many benefits from the completion and use of YOUR national office.

The NAA has done more in the last 20 years to upgrade this profession than had been done by all auctioneers in the 3,000 or 4,000 years before. This effort can now be carried on in a positive manner by having a permanent office and a professional staff to do the work.

Nebraska has gone all out in raising funds so far, and they are not done yet. Certainly they should be commended, as about 20 to 25% of the total contributions so far are from their state.

What have you done? It's not too late yet, so get your contribution in now, as funds are reaching the point **now** where the Building Committee and Board of Directors can proceed with finalizing the plans.

Set down and write the check now, Tomorrow you'll be glad you did.

Bob Penfield

C. B. McCarter, Sevierville, Tenn.
 Pearl and Walter Britten, Bryan, Tex.
 Wayne Cook & Assoc., Dallas Tex.
 Bobbie and Ray Brock, Pasco, Wash.
 Bud Chapman, Seattle, Wash.
 Arkansas Auctioneers Association
 Florida Auctioneers Association
 Iowa Auctioneers Association
 Kentucky Auctioneers Association
 Nebraska Auctioneers Association
 North Dakota Auctioneers Association
 Oklahoma Auctioneers Association
 South Dakota Auctioneers Association
 Texas Auctioneers Association
 Virginia Auctioneers Association
 Washington Auctioneers Association
 Friends of Tim Anspach

BUILDERS

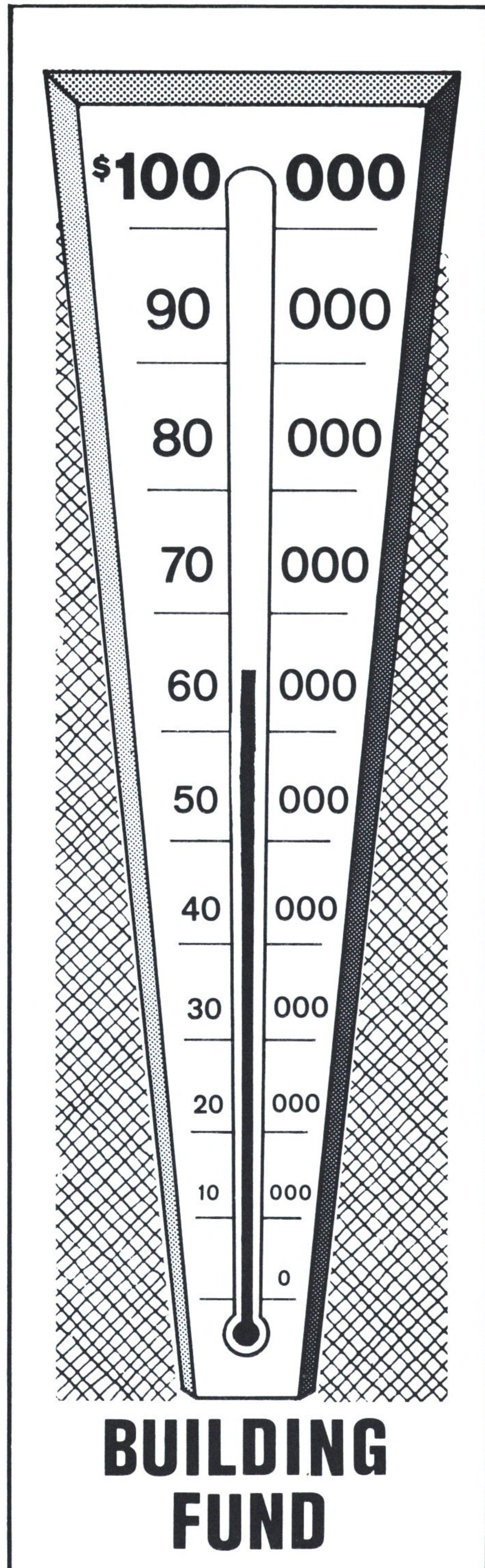
(Gifts of \$500 or more)

Mr. & Mrs. Howard Roland,
 Grand Junction, Colo.
 Mr. & Mrs. Jim Messersmith,
 Jerome, Ida.
 Mr. & Mrs. John L. Cummins,
 Cynthiana, Ky.
 Homer Snyder, Hampstead, Md.
 Albert O. Maas, Mellville, Minn.
 Boomer's Printing Co., Lincoln, Nebr.
 Charles Corkle, Norfolk, Nebr.
 W. V. Emrich, Norfolk, Nebr.
 Fleming's Auction Service,
 Atkinson, Nebr.
 In memory of Dan J. Fuller,
 Albion, Nebr.
 C. C. Gannett, Omaha, Nebr.
 Henry Rasmussen, St. Paul, Nebr.
 Ernest C. Weller, Atkinson, Nebr.
 M. D. Straw, Seabrook, N. H.
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 Uniontown, Pa.
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 Greenwood, S. C.
 Mr. & Mrs. Ronald Bodart,
 Seymour, Wisc.
 New York State Auctioneers Association
 West Virginia Auctioneers Association

SPONSORS

(Gifts of \$250 or more)

Mr. & Mrs. John Modica, Chicago, Ill.
 Mr. & Mrs. Fred Quick, Aurora, Ill.
 Mr. & Mrs. Earl Thies & Sons, Ames, Ia.
 L. F. Wessel, Ft. Dodge, Ia.
 Henry Buss — August Runge,
 Columbus, Nebr.
 Russell T. Kiko, Canton, Ohio



Ed Vierheller, Claremore, Okla.
Robert F. Losey, Renton, Wash.
Kansas Auctioneers Association
Montana Auctioneers Association
Nebraska Ladies Auxiliary
North Dakota Ladies Auxiliary
Tennessee Auctioneers Association

FRIENDS

(Gifts of \$100 or more)

R. F. Armantrout, Mattoon, Ill.
Neil Rich, Decatur, Ill.
Virgil Scarbrough, Quincy, Ill.
Alumni Col. Neimeyer's School,
Lowell, Ind.
Warren Collins, Jesup, Ia.
Leland Dudley, Hampton, Ia.
Leoy Joy, Ames, Ia.
Mr. & Mrs. Harold Van Syoc,
Mt. Union, Ia.
Mr. & Mrs. Wendell Ritchie,
Marathon, Ia.
Dick & Virginia Brewer, Mt. Hope, Kans.
John Collins, Garden City, Kans.
Joe Gingerich, Hutchinson, Kans.
Ed Reimer, Goessel, Kans.
Ronald Scott, Garden City, Kans.
L. E. "Gene" Watson, Hutchinson, Kans.
Mr. & Mrs. Earl Whitehurst,
Emporia, Kans.
Charles H. Switzer, Cynthiana, Ky.
Jack Reedy, Hampstead, My.
Ross Rhodes, Church Hill, My.

Jewett M. Fulkerson, Liberty, Mo.
Wilbur L. Brell, Smithfield, Nebr.
E. A. Camfield, North Platte, Nebr.
Albert Christensen, Pawnee City, Nebr.
Corn Growers State Bank,
Murdock, Nebr.
Mack Cosgrove, Omaha, Nebr.
Billy B. Day, Loup City, Nebr.
Harry Eiler, McCook, Nebr.
Mr. & Mrs. Walter Frickey, Prosser, Nebr.
Dick Grubaugh, David City, Nebr.
Marvin Grubaugh, Rising City, Nebr.
John W. Heist, Beatrice, Nebr.
Herold & Fleskoski, Falls City, Nebr.
Duane Jensen, Newman Grove, Nebr.
Tom Johnson, Albion, Nebr.
Dick Kane, Wisner, Nebr.
Jerry Kelley, Tecumseh, Nebr.
Ralph Kuhr, Blair, Nebr.
Robin & Eugene Marshall,
Elm Creek, Nebr.
Ed Lightner, Hastings, Nebr.
Mr. & Mrs. James W. Martin,
Chappell, Nebr.
C. E. McClurg, Atkinson, Nebr.
J. D. "Jake" McCoy, Arapahoe, Nebr.
Stacy McCoy, Arapahoe, Nebr.
Murray State Bank, Murray, Nebr.
Olson Auction Co., Grand Island, Nebr.
Jerry W. Phillips, Wallace, Nebr.
John T. Ryan, Greeley, Nebr.
Irvin & Wayne Schultis, Fairbury, Nebr.

Make Wisconsin Pay

Every member of the National Auctioneers Association now has the opportunity to make the Wisconsin Auctioneers Association contribute to the National Headquarters building fund.

In a resolution passed at the Wisconsin State meeting June 10th the membership voted to contribute One Dollar to the building fund for each registrant at the National Convention in Milwaukee July 29th through Aug. 1st.

Here is an opportunity each of you have to make someone else pay, just by your attendance. Plans and arrangements are made for a registration of 1000 Auctioneers and their families. Help make this goal a reality and you also help a good cause with the Wisconsin boys paying the bill.

We in Wisconsin wish to contribute to the building fund. We are leaving the amount of the check in your hands. Won't you please come to the National Convention so our contribution will be a substantial one.

What will the Wisconsin check be? We are prepared to pay. The rest is up to you members of National Auctioneers Association. Bring the family. We will be waiting for you in Milwaukee.

Schwarz-Plate Auction Co.,
 Grand Island, Nebr.
 Stanley Sexton, Cambridge, Nebr.
 Dick & Mary Shea, Sterling, Nebr.
 Mylen Wegener, Humphrey, Nebr.
 Young & McHugh, Murdock, Nebr.
 Watson Van Sciver, Burlington, N. J.
 Robert Steffes, Arthur, N. Dak.
 Ford Good, Seville, Ohio
 Alma Crowell, Oklahoma City, Okla.
 V. K. Crowell, Oklahoma City, Okla.
 Russell E. Kehr, Hanover, Pa.
 Jack Churchill, Hermosa, S. Dak.
 Charles Fischer, Long Lake, S. Dak.
 Vernell Johnson, Hartford, S. Dak.
 Fred McFarland, Sturgis, S. Dak.
 Dale McPherson, Rapid City, S. Dak.
 Curtis Price, Madison, S. Dak.
 Irvin Salzer, Timber Lake, S. Dak.
 Dennis Younie, Wessington Springs,
 S. Dak.
 Dave Bumpass, Jr., Mineral, Va.
 Morris Fannon, Pennington Gap, Va.
 Clarence L. Marshall Hillsville Va.
 George H. Shields, Danville, Va.
 Roy Wheeler, Charlottesville, Va.
 Mr. & Mrs. William Bodell,
 Hazen Green, Wisc.
 Walter Heise Family, Oconto, Wisc.
 Ernest Kueffner, Hartford, Wisc.
 Colorado Auctioneers Association
 Illinois Auctioneers Association
 Massachusetts State Auctioneers
 Association
 Michigan Auctioneers Association
 Ladies Auxiliary N.A.A.

—
 All work and no play makes jack —
 but this can be rough on Jill.

**THE LADIES AUXILIARY TO THE
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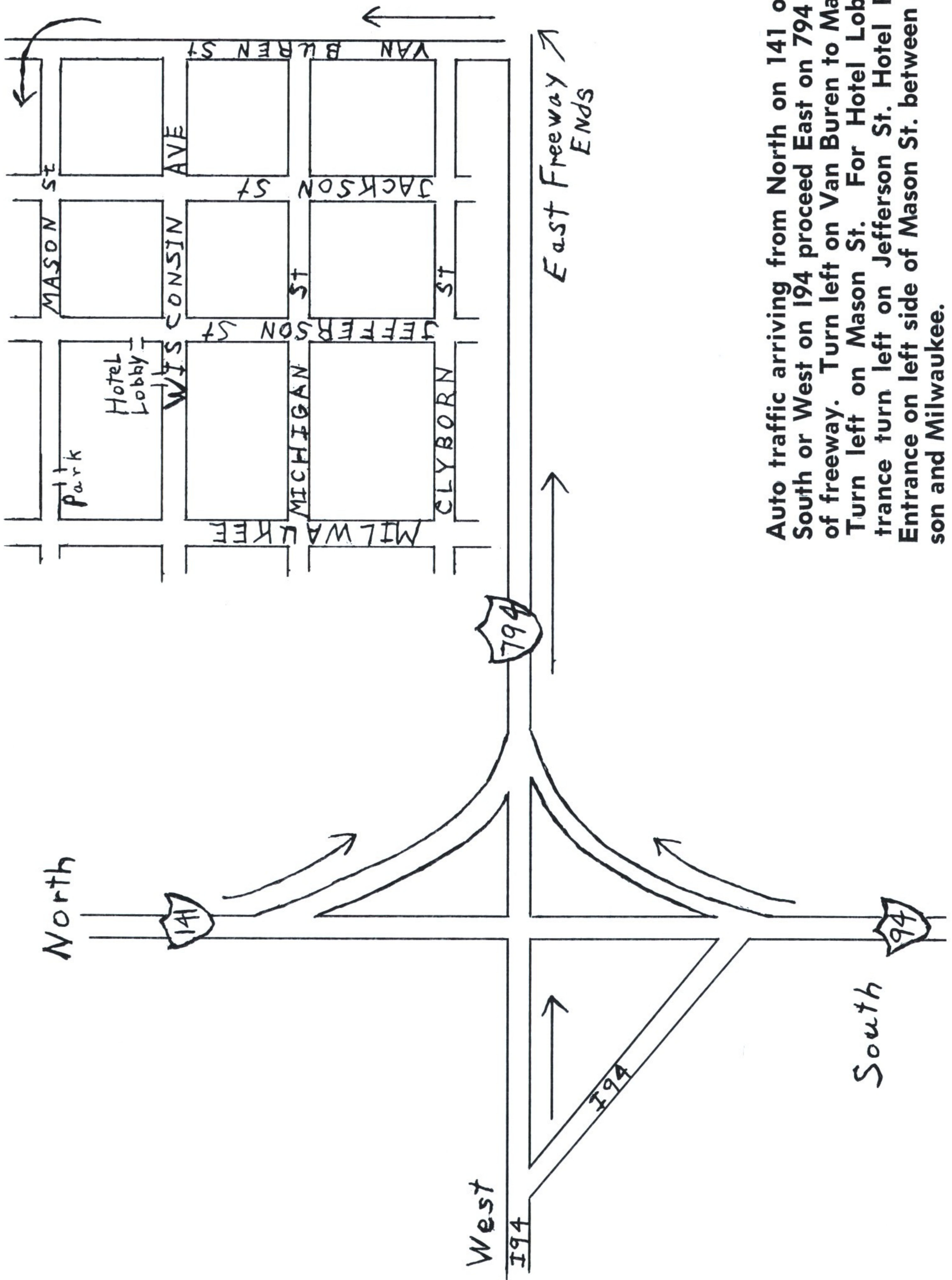
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 Williamsville, Illinois



Newly elected officers of Association and Auxiliary with President of N.A.A. Jim Jessersmith, Jerome, Idaho.



Auto traffic arriving from North on 141 or from South or West on 194 proceed East on 794 to end of freeway. Turn left on Van Buren to Mason St. Turn left on Mason St. For Hotel Lobby Entrance turn left on Jefferson St. Hotel Parking Entrance on left side of Mason St. between Jefferson and Milwaukee.

Wisconsin Welcomes Young And Old

Fellow auctioneers and families, the heading of this invitation doesn't mean 6 to 60 or 7 to 70, it means that we have confidence that the Wisconsin Auctioneers, being ably guided by their National Director and Convention Chairman, Col. Joe Donahue, will have a program so designed to the best interest of everyone in attendance, if you're an Old Timer just the thought of meeting old and new friends in the beautiful atmosphere of the Pfister Hotel in Milwaukee, should be enough to make you want to come. However, we will do our best to keep you occupied besides shaking hands. We will have many different types of cheese for you to try and we're sure one will meet with your approval. Plus, all the milk you wish to drink (a fair young maiden will pour for you). We realize that the stomach is the only part of man which can be fully satisfied, the yearning of the auctioneer's brain for new knowledge and experience and for more and pleasant comfortable surroundings never can be completely met, an appetite which cannot be fulfilled.

For you young auctioneers, we will have speakers that will broaden your

vision about the auction business, give you new ideas and methods and the famed Thomas Edison's words will come to light, "There is far more opportunity than there is ability". It is Wisconsin's duty to entertain you, have speakers for you to obtain this potential knowledge, have auctioneers in attendance (nation wide) that can "Fire Your Furnace". Most of them will tell you there are no secrets to success, success is doing the things you know you should do and one of them is attend the National Auctioneers Convention.

Old timers, new comers, wives, families, and friends, please accept our invitation. We will pray for your safe arrival and we will pray for powers equal to our task.

Ernie Kueffner
Hartford, Wisconsin
Co-Chairman Fun Auction
Committee

The Seven Deadly Sins are: 1. Politics without principle. 2. Wealth without work. 3. Pleasure without conscience. 4. Knowledge without character. 5. Business without morality. 6. Science without humanity. 7. Worship without sacrifice.

—E. Stanley Jones



This fine group of Missouri ladies were on hand to mark the beginning of the second year for the Ladies Auxiliary to the Missouri State Auctioneers Association. The meeting was held at St. Charles, May 2-3.

Convention Entertainers



Jack Bauer & Donna



Dick Byrd & Janine



John Shirley

NATIONAL AUCTIONEERS FUN AUCTION

LOCATION: *Imperial Ballroom, Pfister Hotel,
Milwaukee, Wisconsin*

DATE: **T H U R S D A Y , July 30, 1970, Sale
Starts 7:30 P.M.**

Including Most Anything

Items already consigned:

An autographed Green Bay Packers Football, from your Convention Chairman, Col. Joe Donahoe, also a Lantern to light your way to a better career, by Earl Clauer; also the Co-Chairman of the fun auction, Don Lloyd, is bringing part of the Oshkosh B'Gosh factory from his home town.

The Wisconsin state President, Dean George, will have a few select Gruen wrist watches, also some antiques from the Bue's, the Freund's McNamara's Teske's, Brandau's, the Irish O'Brien Boy's, as well as all of the Wisconsin Auctioneers, will have most useful, most unusual items. Yes, no doubt some good "Ole Wisconsin" cheese, a case of suds, milk that is. We have not yet considered to let Bill Jones bring his goat (he claims no-odor).

**An Unusual consignment, it will attract attention
Nation Wide, her name !!!**

"MISS MILWAUKEE - LINCOLN FUND"

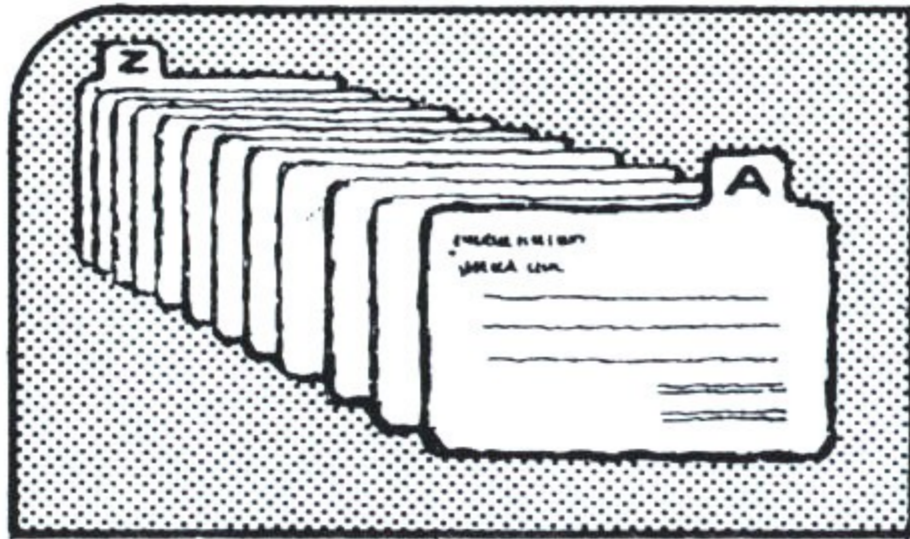
Her motto - "Buy me for a better building."

TERMS: If you need help financing talk to Don Lloyd, he owns a bank and made it all in the Auction business.

Sale Managers

All auctioneers attending National Convention and sold by same.

P.S. If you have a worthwhile article you wish sold please bring it to Milwaukee, commission charged will be 100%, balance goes to consigner.



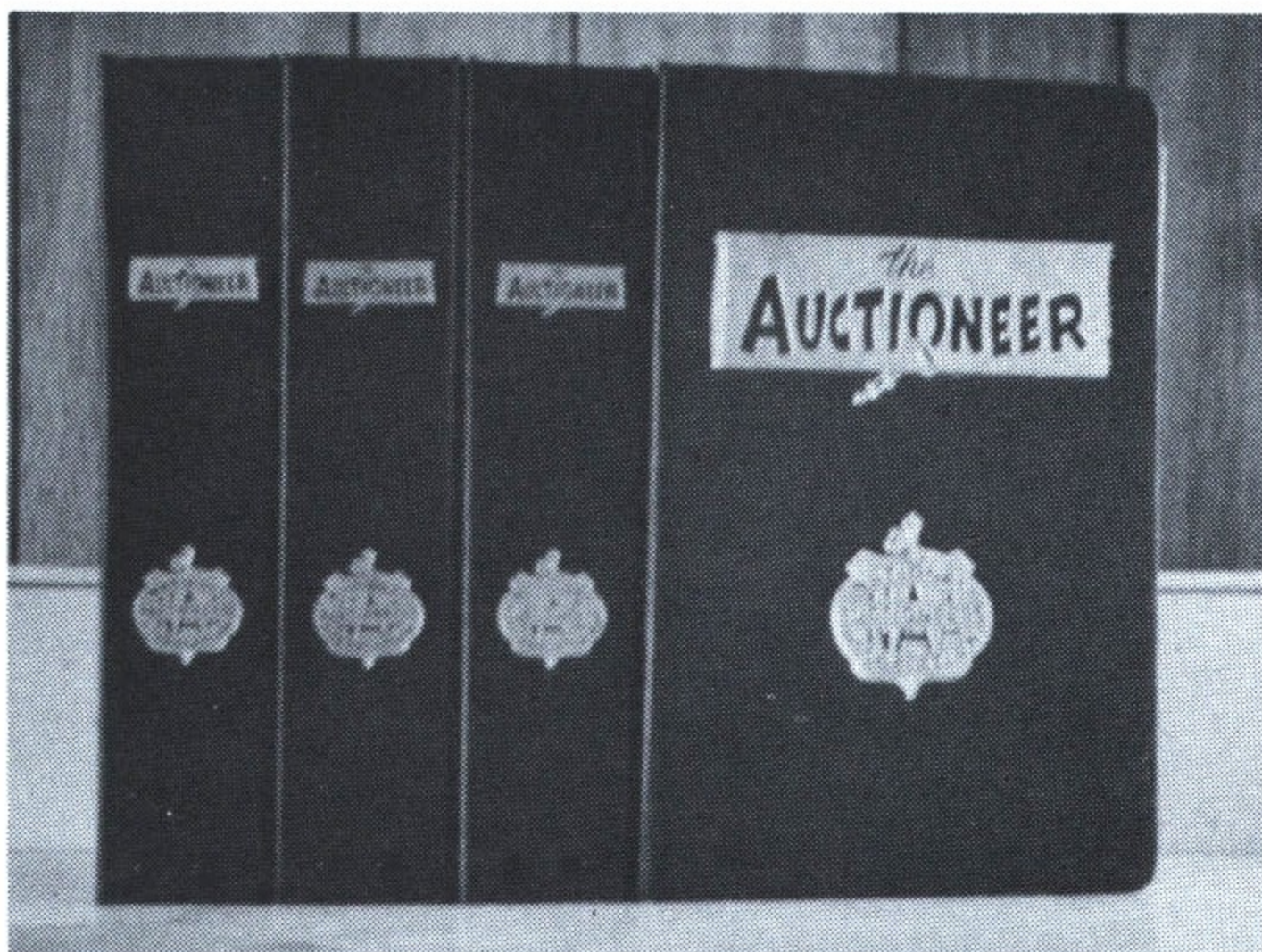
Membership

Memberships processed May 16 through June 15:

- * Lewis Weber, Oklahoma
- Jasper L. Casto, West Virginia
- * Frank Griffin, Missouri
- Archie Moody, South Carolina
- Valery Watts, Louisiana
- * Leland Boesker, Kansas
- Neil Bolton, North Carolina
- John Oglevee, Mississippi
- * Winford J. Lewis, Indiana
- * Joe Mahan, Arkansas
- Marsh Dozar, California
- Larry Standen, Ohio
- J. O. Fenstermaker, Ohio
- Harry Strauss, New Jersey
- Walter Wiseman, West Virginia
- * Herman H. Benz, New York
- * Dalton J. Daily, Arkansas
- John Jackson, Illinois
- William Amoss, Maryland
- Roy Farless, Virginia
- * Bill F. Goad, Jr. Illinois
- * Henry Kuiper, Wisconsin
- Bob Bedna, Nebraska
- Wilbur Brell, Nebraska
- * Dean Buller, Nebraska
- * Thomas Burris, Nebraska
- Henry Buss, Nebraska
- Albert Christensen, Nebraska
- Bob Connealy, Nebraska
- Mack Cosgrove, Nebraska
- Billy Day, Nebraska
- Frank Dierks, Nebraska
- Dick Dolan, Nebraska
- Kenneth Duer, Nebraska
- Blaine Farrar, Nebraska
- Ray Flanagan, Nebraska
- Dean Fleming, Nebraska
- Pete Fowlkes, Nebraska
- Walter Frickey, Nebraska
- C. C. Gannett, Nebraska
- Dick Grubaugh, Nebraska
- Marvin Grubaugh, Nebraska
- L. Dale Hanna, Nebraska
- Edward Hart, Nebraska
- Albert Helzer, Nebraska
- John Heist, Nebraska
- Harold Hupp, Nebraska
- * Melvin Huss, Nebraska
- Don Jensen, Nebraska
- Duane Jensen, Nebraska
- Tom Johnson, Nebraska
- Dick Kane, Nebraska
- Jerry Kelley, Nebraska
- Freddie Kolb, Nebraska
- Harold Kraupie, Nebraska
- Ralph Kuhr, Nebraska
- Ed Lightner, Nebraska
- Delbert Manske, Nebraska
- Eugene Marshall, Nebraska
- Jim Martin, Nebraska
- Dean Martin, Nebraska
- M. E. Montgomery, Nebraska
- Richard Montgomery, Nebraska
- Eddie Morris, Nebraska
- Stacy McCoy, Nebraska
- Jake McCoy, Nebraska
- * Tom McFadden, Nebraska
- Leon Nelson, Nebraska
- Virgil Olson, Nebraska
- Gerald Phillips, Nebraska
- Charles Radil, Nebraska
- Ladd Reeves, Nebraska
- August Runge, Jr., Nebraska
- Bill Rut, Nebraska
- John Ryan, Nebraska
- * Allan Samuelson, Nebraska
- Stanley Sexton, Nebraska
- Dick Shea, Nebraska
- Wayne Schultis, Nebraska
- Irvin Schultis, Nebraska
- Glenn Schwarz, Nebraska
- Mylene Wegener, Nebraska
- Don Werner, Nebraska
- Tom Wieck, Nebraska
- Ronnie Woodward, Nebraska
- Allan Woodward, Nebraska
- * Dick Glandt, Nebraska
- Randy Emrich, Nebraska
- C. O. Emrich, Nebraska
- W. V. Emrich, Nebraska
- John Klein, Nebraska
- Garey E. Marsden, Nebraska
- Darrel Olson, Nebraska
- Robin Marshall, Nebraska
- C. E. McClurg, Nebraska
- * Jim Baldridge, Nebraska
- Kenneth Rice, New York
- Dan Danner, Illinois
- Dale Danner, Illinois
- Tim Danner, Illinois
- * Edwin Welz, Massachusetts
- J. W. Reynolds, North Carolina
- Stephen Koltuniak, Florida
- A. R. McGowan, Illinois

Merle Straw, New Hampshire
 Dick Heberlein, Colorado
 * James Griffin, Minnesota
 * Floyd Putnam, North Carolina
 Don Edwards
 * Daniel Hoffman, Illinois
 * Willard Duggan, California
 Gene Clark, Kentucky
 Virgil Madsen, Oregon
 L. L. Peninger, Kansas
 Earl R. Roderick, Kansas
 Earl W. Whitehurst, Kansas
 Lawrence Welter, Kansas
 Dale Clayton, Kansas
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 Ed Reimer, Kansas
 Guy C. Michael, Kansas
 John G. Collins, Kansas
 Bob L. Jessup, Kansas
 Rex B. Newcom, Kansas
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 Richard Brewer, Kansas
 Larry Lagasse, Kansas
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 Ron Gingerich, Kansas
 Carson E. Hansen, Kansas
 Frederick Sherlock, Kansas

Roy E. Wood, Kansas
 Ronald J. Scott, Kansas
 Wilson Hawk, Kansas
 L. E. "Gene" Watson, Kansas
 Gerald Zimmer, Kansas
 * James Hind, Kansas
 Eldo H. "Bud" Ensz, Kansas
 L. R. Spratt, Michigan
 * Ray Lemon, Oklahoma
 Nino Damilano, Illinois
 Margaret Berry, Pennsylvania
 Carl Shaffer, Pennsylvania
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 Harold Heinly, Pennsylvania
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 W. Harlan Gundy, Pennsylvania
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 Clyde H. Wolgemuth, Pennsylvania
 Frank L. Steller, Pennsylvania
 Clay Hess, Pennsylvania
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- Paul Hurst, Kansas
- William Moore, Tennessee
- * Robert E. Games, Tennessee
- Earl Kinney, Montana
- Bert Boughton, Montana
- Errol Fritz, Montana
- Mike Coolidge, Montana
- Gene Gabel, Montana
- * George E. Bain, North Carolina
- * Lee Zalis, Maryland
- * William Irwin, Ontario
- * Ronald Hurst, Kentucky
- * Chester Hollenbeck, Wisconsin
- Merrill Picquet, New York
- Roy Butler, Kentucky
- E. I. Thompson, Kentucky
- James L. Riley, Kentucky
- Haskel Stratton, Kentucky
- * John W. Stark, Florida
- George Lamb, Kansas
- James W. Fritts, Kentucky
- * F. L. Satterfield, Tennessee
- Warren Dunlap, New Jersey
- Roy L. Slayton, Missouri
- Cliff McCarville, Iowa
- Robert D. Alhouse, Nebraska
- * Les Goeman, South Dakota
- * Erv Jones, Missouri
- * A. Virgil Wilder, Tennessee
- Claude H. Coleman, Tennessee
- Al W. Hill, Tennessee
- D. C. Payne, Missouri
- T. J. Allred, Arkansas
- Dale G. Brown, Arkansas
- * Benjamin F. Burgess, Arkansas
- B. J. Barnett, Arkansas
- Dan S. Baldwin, Jr., Arkansas
- * Robert L. Cline, Arkansas
- Kenneth G. Grady, Arkansas
- Virgil Irwin, Arkansas
- James Irwin, Arkansas
- Charles T. "Sonny" James, Arkansas
- Paul Kelly, Arkansas
- T. J. Offutt, Arkansas
- John B. Tucker, Arkansas
- Glen R. Vaught, Arkansas

* Denotes new member



Auction Shorts

Hot weather surely has been prevailing in our area. I know everyone will be Milwaukee bound, come the end of July. It appears as of now, mom and I will have to pass it up this year, because of responsibilities at home at that time.

We have had considerable Real Estate activity and a few Auctions, other than that it has been rather normal.

IT ISN'T EASY . . .

To apologize
 To begin again
 To admit error
 To be unselfish
 To face a sneer
 To be considerate
 To keep on trying
 To profit by mistakes
 To forgive and then act
 To keep out of the rut
 To make the best of little
 To shoulder deserved blame
 To subdue an ugly temper
 . . . but it's worth it!

Henry Buss
 Columbus, Nebraska

Horst Anniversary Sale Best One Yet

On Saturday, May 30, Ralph W. Horst, Marion, Pa., held his 25th Anniversary Sale of farm equipment at his farm and place of business. It was on May 30, 1945, that he held his first sale.

The Silver Anniversary Sale topped all others by more than \$20,000 in volume. Buyers and sellers were in attendance from Pennsylvania, Maryland, New York, Ohio, West Virginia, Virginia, North Carolina and Tennessee.

Preceding the start of the sale the auctioneers presented Mr. and Mrs. Horst with a large basket of flowers in commemoration of the event. All of them are members of the Pennsylvania and National Auctioneers Associations. They

were Russ Kehr, Paul Z. Martin, Blaine Rentzel, Clyde Wolgemuth, Kenneth Upperman and Jake Spencer. Horst is a former President of the National Auctioneers Association.

Free coffee and soft drinks were dispensed during the sale.

On the same day the following paragraph appeared under the "25 years ago" heading of the local newspaper:

One of the most largely-attended sales of the season is held at the R. B. Horst farm, near Marion; buyers attend from at least seven counties in Pennsylvania and from Maryland.

Ralph reports that this first sale included 300 hogs in addition to the farm equipment.

UNCLAIMED

Found: Bird or hat, which flew or blew into our service station. It's sort of round with green and red feathers and quills. If you've lost a bird or hat, maybe we have it.

Even if you haven't, drive by and see it. It's worth the trip.

Missouri Auxiliary Elects New Officers

The Missouri State Auctioneers Association met May 2-3 at the Three Flags Restaurant and Town House Inn, in St. Charles. The Ladies Auxiliary met for their business meeting after registering the Colonels and their ladies during the forenoon.

Auxiliary members now total 28. The organization was formed just a year ago.

Officers elected for 1970 are: Bernice Brehe, Owensville, President; Jean Knight, Unionville, Vice President; Phyllis Gross, Merico, Secretary-Treasurer; and Lucille Cates, Kearney, Reporter.

Board members are: Lena Campbell, Chillicothe; Marion Barnicle, Ellisville; Wanda Wagster, Broseley; and Lillian Albertson, Green City.

We would certainly welcome more Missouri Colonel's ladies at our Fall Meeting.

LUCILLE CATES, Reporter

Failure is the line of least persistence.

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Pop's Ponderings

My Advice — Join Those Who Are Going Forward

By COL. POP HESS

The date of this writing is June 12th, and this being my 17th annual "Pre-Convention" issue, the pages of this the July issue will be strong in the up coming NAA Annual Convention at Milwaukee, Wisconsin. July 29th through August 1st, four good days for John Q. Public auctioneers to get together to pile up and subtract and push forward with further ideas in servicing the public with the auction sale method.

The kind of service that will meet the requirements of our daily changing world. The words used in our fast and coming modern days. Sometimes I look up on it as a coming "computer world", which could become the auctioneer's biggest competitor in the sale business. It has now reduced office help, and no doubt there is now a "busy brain" somewhere trying to build one where your entire sales is poured in the top and when done grinding out comes the net figure. Then I presume we will have the name Col. Computer. However, I have good news for all you from 21 up to 100 in age, you'll all be past Col's. before that job is completed.

If our summer of this 1970 stays as it has been in temperature the past 12 days of June, the summer air of Wisconsin will be very attractive to many of our Col's. attending.

As we read our June issue, word from the home office is that the Building Fund is coming in and shows signs that the great home shrine of the National Auctioneers will be started and completed by January 1, 1971. If this does prove out, looks like my prediction on date of dedication can come for our 1970 Christmas socks. The sooner completion comes, the sooner I can unload the few words I will have in my speech for the occasion. However, I may be jumping the gun as I have not yet been invited to be a speaker and would probably save headaches should I make the speech I have in mind.

Now it is time to stop the old man's day dreaming and look back a few years and take account of our position as of this July, 1970. Our great NAA has grown up under the management of Auctioneers in the know. Now only the business of auctioneering, but have the will power and business ability to bring to a certainty our Association to the March of Progress. The great stride in this management has been strong the past ten years, 1960 through 1970, when we supported our great business manager, Secretary, Bernie Hart, and the type of officers who can take time out from personal business to make our National Auctioneers Association a certainty and a grasp of the times.

We note in references to our State Auctioneer Associations those who have come through with a donation for the permanent office. One that can stand out through out all the states, the Shrine of the past, for the present, and the generation to follow. The Auctioneer and the Auction Way of Selling will have top spot in the business world.

As your writer checks, he finds a few of our leading states in NAA membership are still not counted with NAA support of the great project. Lets hope before the curtain falls in Milwaukee, August 1, their names will be in order for Supporters of the Shrine.

Yes, there are a few who take time out to stop progress and be heard to complain. The only gain such can make is to be listed and stand out as Mr. NO, and with his tightly hoarded dough — the show will go on. The complainers will live out their unity. I took note of a little remark made on our present Federal government. One thing that amuses our Honorable Dick Nixon, it is natural to complain and the joker is all blame Dick, the boy who had very little to do with our National Problems that were created ten years ago. The big complainers were in power to clean

up and could not find the answer and complain why Dick sometimes has to study and try to find the bug. Yes, we say let old Dick get it done.

Now as I bring to a close my column for our past current year, I want to thank all who have contacted me in various ways and your support and comments, and well wishes for Mom Hess to be back in normal health. I presume I will be back pondering as usual for the next issue, September, through to close of July 1971, if the officers and management invite me back. However, mostly after 90 years, we live by month to month. I am a strong believer in God and hope, and as long as we have life, there is room for much hope.

Antique Car Auction Business Is Growing

The antique car auction business is growing. While it may not be too big in the way of volume, it's another thing when it comes to tallying up the cash for which the cars are sold.

A little over a week ago, Park-Bernet held the fifth of its antique car auctions at their Galleries in New York, at which a handful of cars, by big wholesale auto auction standards, was offered, but the prices were considered excellent.

The prize purchase at the sale was a

1928 Stutz Black Hawk Speedster, built for the daughter of the Stutz president, F. E. Moskovics. The car went to an unidentified collector who had placed a winning bid of \$15,000 in advance of the auction.

A 1929 Rolls Royce with new, wide whitewall tires was sold for \$9,500.

Other purchases included a 1912 Kisselkar for which a New Yorker paid \$11,000 and a 1954 Rolls that brought \$9,000.

The oldest car offered was an 1898 C. Fisson, which was said to have been used for a Paris opera excursion by Johann Strauss. Another curiosity was an auto picnic trunk with a complete service for six.

Parke-Bernet's initial venture in the antique car business began in Denver three years ago when its board of directors decided that a good market existed.

Since then, the gallery says it has sold more than 300 automobiles in five auctions held in Burlingame, Calif., Brookline, Mass., and New York. The gallery's highest one-day sale was \$302,000 in Brookline.

Five rules for job failures: 1. Do only what is required. 2. Leave it until the last minute. 3. Let mistakes go; to err is human. 4. Don't listen to your conscience. 5. Learn to bluff convincingly.

REPPERT SCHOOL OF AUCTIONEERING

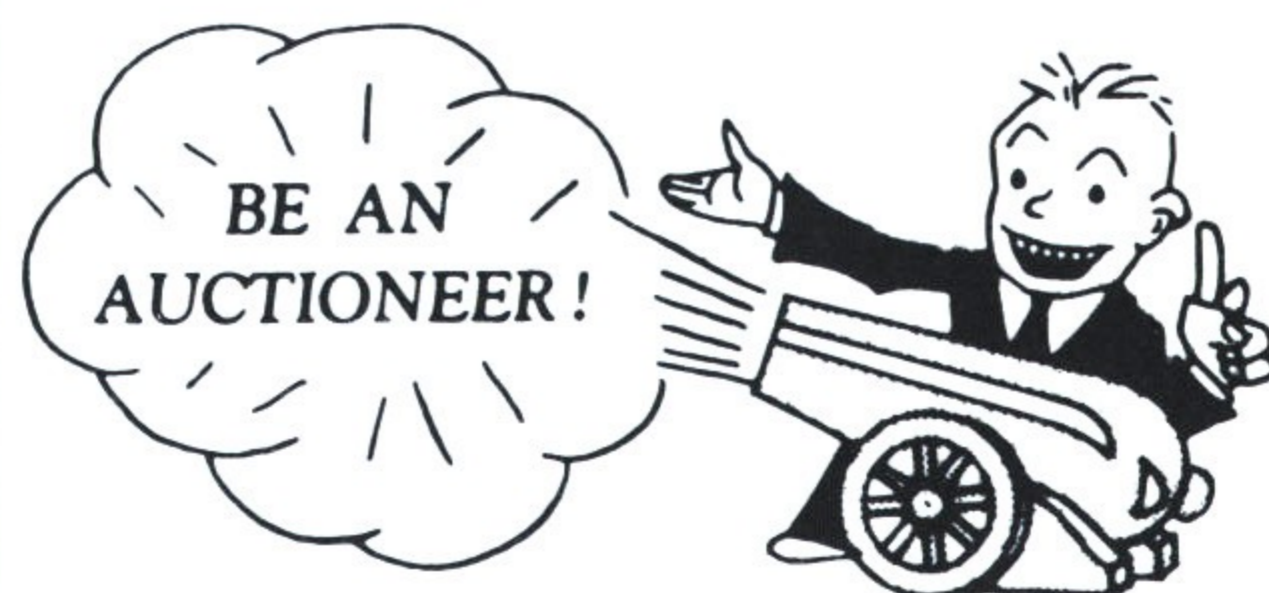
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**NATIONAL AUCTIONEERS ASSOCIATION
CONVENTION**

**PFISTER HOTEL AND TOWER
MILWAUKEE, WISCONSIN**

July 29, 30, 31—Aug. 1, 1970
Convention Chairman—Joe Donahoe

PROGRAM

Wednesday July 29, 1970

Convention Headquarters—Seventh Floor

10:00 A.M. Registration—Grand Foyer
3:00 P.M. Board of Directors (NAA) Meeting—Mirror Room

NAA OFFICERS

President: Jim Messersmith Jerome, Idaho
1st Vice President: Dean Fleming Atkinson, Nebraska
2nd Vice President: Grover Howell Seagoville, Texas
Secretary: Bernard Hart Lincoln, Nebraska
Treasurer: Henry Rasmussen St. Paul, Nebraska

BOARD OF DIRECTORS

Warren Collins Jesup, Iowa
Roy Crume Kokomo, Indiana
Joe Donahoe Darlington, Wisconsin
Morris F. Fannon Pennington Gap, Virginia
Phil Goldstein Boston, Massachusetts
Ralph Horst Marion, Pennsylvania
W. Craig Lawing Paw Creek, North Carolina
Bob Penfield Bowman, North Dakota
Fred Quick Aurora, Illinois
Wylie Rittenhouse Uniontown, Pennsylvania
Howard Roland Grand Junction, Colorado
Fred Sherlock St. Francis, Kansas
Jim Stevens Nashville, Tennessee
Ed Vierheller Claremore, Oklahoma

8:00 P.M. Imperial Ballroom—Amateur Contest and Early Bird Party, Sons and Daughters of Auctioneers.

Thursday, July 30, 1970

- 8:00 A.M. to 5:00 P.M.—Registration—Grand Foyer, 7th Floor
10:00 A.M. Meeting of Auditing Committee—Kennedy Room
Meeting of Grievance Committee—McKinley Room
Meeting of Resolutions Committee—Roosevelt Room
12:00 Noon Alice in Dairyland Luncheon—Grand Ballroom
Star Spangled Banner—Miss Marcia Mittelstadt,
Hartford, Wisconsin
Invocation—Col. Curtis Cunningham—Greenwood, S. C.
Introduction of Convention Chairman
Greetings from Wisconsin Auctioneers Association
Col. Dean George, President, Wisconsin Auctioneers Assn.
Welcome to Milwaukee—Mr. Bert Mulroy, Milwaukee
Mayor Staff Assistant
Welcome to Wisconsin—Alice in Dairyland
Address “Power of Enthusiasm”—James E. Dornoff,
Milwaukee, Wisconsin
RECESS
2:30 P.M. Reconvene in Imperial Ballroom
President’s Address—Col. Jim Messersmith, Jerome, Idaho
Procedure for Convention Business—Col. Dean Fleming,
Nebraska, 1st Vice President, NAA.
National Headquarters Progress Report—Col. Grover
Howell, Texas, 2nd Vice President, NAA.
3:30 P.M. Cancer’s Safeguards, Diagnosis & Treatment—John D. Hurley,
MD; St. Mary’s Hospital, Milwaukee
4:15 P.M. Announcements
ADJOURN
6:00 P.M. Buffet Dinner—Grand Ballroom
7:30 P.M. Fun Auction—Imperial Ballroom
Cols. Warren Collins, Jesup, Iowa; Ernie Kueffner,
Hartford, Wis.; Don Lloyd, Oshkosh, Wis.

Friday, July 31, 1970

- 8:30 A.M. to 5:00 P.M.—Registration—Grand Foyer
9:30 A.M. Call to Order—Imperial Ballroom
“History of Auctioneering”—Charles W. Higgins, Jr.,
Newport News, Virginia
10:00 A.M. “Auctioneering during the 60’s . . . Col. Ernie Niemeyer
Lowell, Indiana
10:30 A.M. “Auctions—What’s Ahead in the 70’s . . . Col. C. P.
“Terry” Dunning, Elgin, Illinois
11:00 A.M. “Auctioneers Roll in Agriculture in the Seventies” . . .
Donald N. McDowell, Executive Director,
National FFA Foundation, Madison, Wisconsin
11:45 A.M. RECESS
1:30 P.M. Call to Order—Imperial Ballroom
Pictorial Tour American Breeders Service,
DeForest, Wisc., Lawrence W. Keeley, Director
Public Relations ABS

- 2:30 P.M. "Selling the Registered Dairy Cow"—Col. A. C.
 "Whitey" Thomson, Burlington, Illinois
- 3:00 P.M. "Antique Sales"—Col. Lester Bue, Beloit, Wisconsin
 3:30 P.M. Bid Calling Seminar—Col. Dick Kane, Wisner, Nebr.,
 Moderator
- 4:30 P.M. ADJOURN
- 7:30 P.M. Entertainment—Grand Ballroom
 Variety Show and Dancing—Courtesy of Wisconsin
 Auctioneers Association

Saturday, August 1, 1970

- 8:00 A.M. Breakfast of National Officers and Directors with
 State Presidents and Secretaries as guests—1st
 Vice President, Dean Fleming, presiding—McKinley Room.
- 9:30 A.M. Call to Order—Imperial Ballroom
 "Auctioneering as a Profession"—Col. H. Earl
 Wright, Ohio
- 10:00 A.M. "Atom to Atom", Mr. S. R. Majors, Manager Visitors
 Service Deere & Company, Moline, Illinois
- 10:30 A.M. "The Industrial Auction", Mr. Eugene T. Dougherty
 General Manager, Thorp Sales Corp., Thorp, Wisc.
- 11:00 A.M. "Selling Real Estate", Col. Lyle Erickson, Pres.,
 Iowa Real Estate Board, Cresco, Iowa
- 11:30 A.M. Instruction in Parliamentary Procedure, Education
 Committee of NAA. Ralph Horst, Chairman
- 12:00 Noon RECESS
- 1:30 P.M. Call to Order—Imperial Ballroom
 President Jim Messersmith Presiding—
 Memorial Service for Deceased Members by Ladies
 Auxiliary
 Business Meeting
 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—1971 Convention Site and Other Activities
- 4:00 P.M. ADJOURN
- 4:10 P.M. Meeting of 1970-71 NAA Officers and Directors—Mirror Room
- 6:30 P.M. Grand Banquet—Grand Ballroom
 Presentation of Awards
 Speaker Kenneth W. Haagensen, Executive Vice President
 Wisconsin State Chamber of Commerce,
 Oconomowoc, Wisconsin
 Dancing to music of Lenny King Orchestra.

National Convention Committee Members

General Convention Chairman — Joe Donahoe, Darlington, Wis.

Host State Co-Chairmen: Ernest Freund, Fond du Lac, Wis.; Dean George, Evansville, Wis.; Ed McNamara, Lancaster, Wis.

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Grover Howell, Seagoville, Tex., Chairman
Ed Vierheller, Claremore, Okla.
Joe Donahoe, Darlington, Wis.

Auto Auction Marks 25th Anniversary

The Manheim Auto Auction hosted 150 employees and guests at their recent 25th Anniversary Employee Banquet held at the Host Town Motel, Lancaster Pa.

Jacob Ruhl president of Manheim Service Corp., briefly described the past 25 years of operation and outlined expansion plans for the future. He also presented service awards to employees with 5 years and 10 years service. Gold watches were presented to 4 employees with more than 15 years service.

Francis Cassel, general manager of the auction acted as toastmaster. He introduced Marcus Bartlett, executive vice president of Cox Broadcasting Corp., parent company to Manheim Services.



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LADIES AUXILIARY CONVENTION PROGRAM

**PFISTER HOTEL,
MILWAUKEE, WISCONSIN**
July 29—30—31, Aug. 1, 1970

Auxiliary Chairman—Mrs. Ernest Freund, Fond du Lac, Wis.
Co-Chairman—Mrs. Le Roy Teske, Berlin, Wis.

Wednesday, July 29, 1970

2:00 PM Registration—Convention Headquarters, 7th Floor
3:00 PM Officers & Directors Meeting—Kennedy Room
8:00 PM Amateur Contest

Thursday, July 30, 1970

8:00 AM to 5:00 PM Registration—7th Floor
12:00 Noon Governor's Luncheon—Grand Ballroom
6:00 PM Buffet Dinner—Imperial Ballroom
7:30 PM Fun Action—Imperial Ballroom

Friday, July 31, 1970

8:30 AM Registration—7th Floor
12:00 Noon Ladies Luncheon—Grand Ballroom
2:00 PM Business Meeting
Program—Mrs. Claire Thomas—Madison, Wisconsin
7:30 PM Entertainment—Dancing

Saturday, August 1, 1970

8:00 AM Breakfast for the New Officers & Directors—Kennedy Room
9:00 AM to 11:00 AM Bus Tours
1. Ladies
2. Children
11:15 Past Presidents Brunch—Watts Tea Shop
6:30 PM Grand Banquet & Awards—Grand Ballroom
9:00 PM Dancing—

Ladies Hospitality Room during entire convention
Imperial Room—7th Floor

AUDITING COMMITTEE

Mrs. Albert (Virginia) Rankin, Chairman, Alger, Ohio
Mrs. Phil (Charlotte) Goldstein, Boston, Mass.
Mrs. Bob (Winona) Penfield, Bowman, North Dakota

NOMINATING COMMITTEE

Mrs. Wendell (Bernice) Ritchie, Chairman, Marathon, Iowa
Mrs. Fred (Ruth) Sherlock, St. Francis, Kansas
Mrs. Ray (Bobbie) Brock, Pasco, Washington

Kansans Enjoy Their Best Convention

High School graduation exercises over much of the state held down attendance at the Annual Convention of the Kansas Auctioneers Association, May 23-24. But those who were present enjoyed one of the better meetings of the group's history, held at Hutchinson's Hilton Inn Hotel.

On Saturday afternoon there was a panel discussion of the Bulk Sales Law and the Truth in Lending Law. Moderators were Lane Cronhardt, a Hutchinson attorney; Tom Van Sickle, State Senator from Fort Scott; and Glee Smith, Senator from Larned. Even though the moderators did not agree on all points, it was a very interesting discussion.

While the men were attending the Panel Discussion the Ladies were entertained by Anna Jane Baird, Home Economist for the Kansas Wheat Commission. She gave a cooking demonstration and showed pictures from the 1969 World Food Fair.

A buffet dinner, fun auction and dancing to the music of the Trail Riders rounded out the evening's entertainment.

Sunday morning's Program included Auctioneers Association officials, namely, Virginia Brewer, Mt. Hope, Kas., President of the Ladies Auxiliary; Jim Messersmith, Jerome, Idaho, NAA President; and Bernard Hart, Lincoln, Nebr., NAA Secretary. A rally for the NAA Building Fund brought in close to \$1,000 from interested members in attendance. A panel discussion on auction selling completed the morning events.

Fred Conger, talented manager of radio station KWBW, entertained with afternoon was spent in evaluating the convention and other topics of concern to members of the KAA, followed by the annual business meeting.

John Collins, Garden City, was elected as the new President. Dick Brewer, who had served as Secretary-Treasurer for the past 10 years was named to the office of Vice President. Rex Newcom, Whitewater, and Floyd Gehring, Moundridge, along with retiring President, Joe Gingerish, Hutchinson, were named to

three year terms on the Board of Directors. The Board then selected Bob Jessup, Phillipsburg, as the new Secretary-Treasurer.

It was decided to hold the 1971 convention in Dodge City, with the Board of Directors to select the date.

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Should not be used to shift the gears.

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Ohio Auctioneers Plan State-Wide Contest

The Ohio Auctioneer's Association met for their summer meeting at the beautiful Atwood Lake Lodge at Delroy, Ohio, on June 13 and 14. The Saturday evening social hour was devoted to Round and Square dancing with "The Old Smoothies" providing music and several auctioneers calling for the squares.

A Coffee Hour provided by the Ladies' Auxiliary opened the Sunday meeting. Colonel Ford Good of Seville presided during the business session. Three charter members were present and were recognized for their continuing service to the Association: Clarence Latham, Clayton Sooy, and Bernard Bruse.

A plan for districting the state for the purpose of dealing with local problems was presented by Committee chairman, Paul Wisecup and approved by the membership.

The Association also approved a plan for the promotion of an **Ohio Auction Week** to be sponsored by the Association from August 30 to September 5. The first day (Aug. 30) will be designated as Ohio Auctioneer's Day at the Ohio State Fair. All auctioneers licensed by the State of Ohio will be admitted to the Fair free on this date. The Ohio State Fair Board and the Auctioneer's Association will cooperate in an Auctioneer's contest to be held at 1:00 P.M.

This will be broadcast live on WRFD. There will be an entry fee of \$5.00 and all Ohio licensed auctioneers are eligible to participate. First prize will be \$350.00 plus trophy. First runner-up will receive \$250.00 plus trophy. Second runner-up will receive \$100.00 plus trophy. Third runner-up will receive \$100.00 plus trophy. The next six placed will receive trophies. At 4:00 P.M. the Association will present an Honorary Membership to the Honorable James A. Rhodes, Governor of the State of Ohio.

After considerable discussion the Association voted not to contribute to the NAA Building Fund at this time. It was recommended that contributions might be made by individual auctioneers independently.

Following a delicious dinner 107 auc-

tioneers and wives enjoyed an entertaining and instructive speech by Fred Knauf of Cleveland. Mr. Knauf, a Dale Carnegie instructor, was introduced by program chairman, Dick Kiko, and talked on the subject: "Your Success Triangle."

Committees will continue work on plans for Ohio Auction Week and the districting program. A number of auctioneers are planning to attend the National Convention in Milwaukee. Announcement was made that the January meeting of the Ohio Association will be at Christopher Inn, Columbus.

FORD GOOD, President

Knowing what to say at the right time is a must for an auctioneer. Like the Calument County auctioneer who was handling a sale of antiques recently.

"What am I offered for this valuable bust of Robert Burns?" he asked in trying to get the bidding started.

"That's not Burns, that's Shakespeare," a man in the crowd shouted.

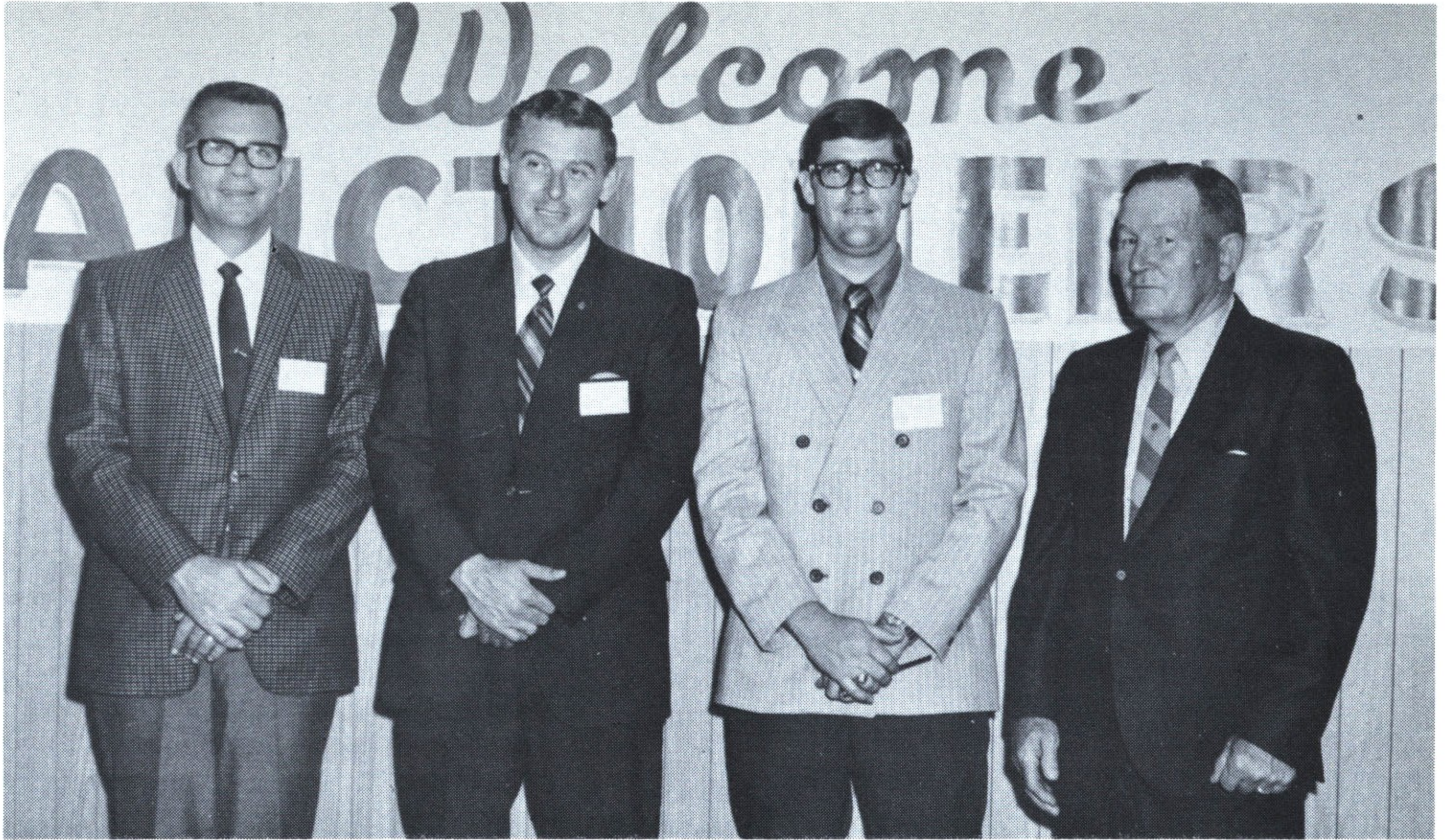
"Sorry," the auctioneer replied without hesitation, "that just goes to show how much I know about the Bible."

—Ed Liska

in the Chilton Wisconsin Times-Journal



Col. Dale G. Brown, (left) out-going President, receives plaque for untiring and devoted service to the AAA.



Newly elected officers of AAA (l to r) B. L. Wooley, Little Rock, Director; Monroe Robinson, Jr., Magazine, Vice-President; Glen R. Vaught, Little Rock, Director; Fred Hiatt, Rogers, President; T. J. Offutt, Sec.-Treas., from Pine Bluff, not pictured.

Messersmith Speaks At Arkansas Meeting

Members of the Arkansas Auctioneers Association and the Ladies Auxiliary held their Annual Conventions at Batesville, May 17. The Batesville Chamber of Commerce rolled out the Red Carpet for the affair.

Registrants were honored with the presence of NAA President, Jim Messersmith, Jerome, Idaho and his spirited "Auction Talk." A marketing expert from the P & S Division of the USDA reported on the Packers and Stockyards Act and its application. Tony Thornton, Springfield, Mo., reminisced over his 25 years as an auctioneer.

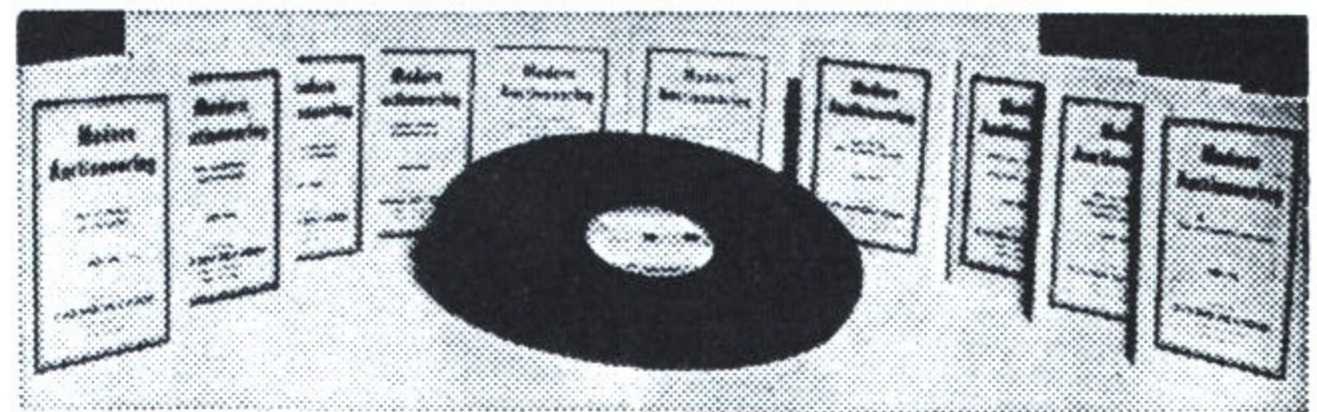
Fred Hiatt, Rogers, was elected President, succeeding Dale G. Brown, Ft. Smith. Monroe Robinson, the retiring Secretary-Treasurer, was elected Vice President. T. J. Offutt, Pine Bluff, was elected Secretary-Treasurer, B. L. Woolley, Little Rock, and Glen R. Vaught, Little Rock, were elected to the Board of Directors.

Now I lay me down to sleep;
I hope and pray my records keep.

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Col. Ben Schwadron—Queens Village
Col. Harold Spoor—Baldwinsville
Col. David H. Tracy—Pavilion
Col. Richard C. Tracy—Dansville
Col. J. V. Trageser—Java Center
Col. Gregory Vierra—Rochester
Col. Lee Viningre—Grahamsville
Col. Morris Weinstein—Middletown
Col. Sidney White—New York City
Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Kenneth Aycock—Kenly
Col. Jackie Ball—Marshall
Col. Neil Bolton—Winston-Salem
Col. E. Brooks Harris—Henderson
Col. C. D. Carpenter—Conover
Col. George K. Dukes—Winston-Salem
Col. Billy Dunn—Maxton
Col. Clinton Garner—Denton
Col. Johnny Godley—Charlotte
Col. E. Brooks Harris—Henderson
Col. Homer E. Harden—Greensboro
Col. J. Martin Haywood—Rockingham
Col. Ben G. Hoffmeyer—Charlotte
Col. Turner Kees—Hickory
Col. W. Craig Lawing—Charlotte
Col. Forrest A. Mendenhall
—High Point
Col. A. T. Morris—Durham
Col. James E. Mozeley—Charlotte
Col. Hugh Simpson—Union Mills
Col. Joe Stockton—Lattimore
Col. Johnnie Sutton—Salisbury
Col. Kenneth W. Teague—Burlington
Col. J. W. Walden—Monroe
Col. H. M. Watson—Walkertown

NORTH DAKOTA

Col. Norman Aldinger—Cleveland
Col. Edward Heinze, Jr.—Dazey
Col. Larry Hubbard—Mandan
Col. Wilbert Kroh—Bismarck
Col. Lester Lein—Harvey
Col. Bob Penfield—Bowman
Col. Bud Rice—Tioga
Col. Willard Schnell—Dickinson
Col. Robert Steffes—Arthur

OHIO

Col. Robert Adkins—Ironton
Col. Gary W. Cain—E. Springfield
Darbyshire & Associates, Inc.,
—Wilmington
Col. Chris B. Dawson—Waverly
Col. Tom Deaton—Lebanon
Col. Donald R. Florea—Milford
Col. Herman L. Hart—Bristolville
Hunter-Mayhugh Realty Co.—Hillsboro
Col. Harry W. Kerns—Urbana
Col. Richard T. Kiko—Canton
Knotts Auction School—Gallipolis
Col. O. L. Lansaw—Middletown
Leaning Pine Auction Co.—West Milton
Col. Mearl Maidment—Bowling Green
Col. James A. Marlowe, Sr.—Warren
Col. Harley O'Day—Columbus
Col. George Roman—Canfield
Col. Don Standen—N. Ridgeville
Col. Larry Standen—Elyria
Col. Ralph VanderVlucht—Perrysburg

Col. Harold Vaughn—Hamilton

OKLAHOMA

Col. Cecil Abernathy—Oklahoma City
Able Auction & Realty—Lawton
Col. Lewis W. Campbell—Wyandotte
Col. V. K. Crowell—Oklahoma City
Col. Eddie Douglas—Tonkawa
Col. Orval Free—McAlester
Col. Clyde Jones—Alva
Col. Jerry Kudlac—Yukon
Col. Evelyn Payne—Crescent
Col. Jim Richards—Spencer
Col. F. E. Springer—Red Oak
Col. R. B. Thompson—Ralston
Col. Ed Vierheller—Claremore

OREGON

Col. Harold E. Ball—Portland
Col. Orland J. Brenner—Medford
Gary Day Associates—Canby
Col. Donald Heffelfinger—Portland
Col. Donald F. Kennedy—Portland
Col. Larry Lewin—Salem
Col. Virgil R. Madsen—Junction City
Col. C. A. Morrison—Grants Pass
Col. Virgil Munion—Roseburg
Col. Harold W. Morris, McMinnville
Col. Eldon H. Shelley—Eugene
Col. Lynn Walters—Clackamas
Col. Forrest Witthar—Portland
Col. Melvin Wood—Roseberg

PENNSYLVANIA

Q. R. Chaffee & Son—Towanda
Col. H. L. Frye—Pleasant Unity
Col. Jacob A. Gilbert—Wrightsville
Col. Ralph W. Horst—Marion
Col. Wylie S. Rittenhouse—Uniontown

RHODE ISLAND

Col. Jos. W. Champagne, Jr.—Coventry
Col. Ernest O. Maine—Hopkinton
Col. Max Pollack—Providence

SOUTH CAROLINA

Col. Lloyd Meekins—Dillon
Col. Archie Moody—Darlington
Col. George P. Pechilis—Columbia
Col. J. L. Pinckney—Orangeburg

SOUTH DAKOTA

Col. Wild Bill Hickok—Hot Springs
Col. Richard W. Stene—Beresford

TENNESSEE

Col. Rubert Ainley—Dukedom
Col. Richard W. Bethea—Chattanooga
Col. David O. Hardin—Greenville
Col. J. Robert Hood—Lawrenceburg

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Adams & Adams Auction Service
—Corpus Christi
Col. Walter S. Britten—Bryan
Col. Dub Bryant—Big Spring
Col. Arthur L. Bunnell—Marble Falls
Col. Phil Bunnell—Marble Falls
Col. J. E. Conoly—Van Horn
Col. Paul Gaston—Irving
Col. Grover Howell—Dallas
Col. Henry A. Ismonde—Houston
Col. B. W. Jett—Ft. Worth
J. O. Lawlis Associates—Conroe
Col. Jack V. Ogle—Greenville
Col. Gene Rogan—Granbury
Col. David M. Sims—Houston
Col. Gene Smith—Campbell
Col. R. J. Smith—Lone Oak
Col. Henry R. Story—Brownwood
Col. E. W. Strahan—Houston
Col. W. J. Wendelin—Henderson
Col. John W. Wilson—Amarillo

VERMONT

Col. Walter Flatow—Waterbury Center
Col. Terry P. Lawton—Brattleboro

VIRGINIA

Col. W. F. Artrip, Jr.—Winchester
Col. C. W. "Buck" Bayne—Covington
Col. William Bozarth—Gloucester
Col. Willie T. Catlett—Lynchburg
Col. Richard Cox—Orange
Col. Harold Entsminger, Jr.—Roanoke
Col. Morris F. Fannon—Pennington Gap
Col. Harry D. Francis—Max Meadows
Col. David H. Gladstone—Norfolk
Col. C. D. Jordan—Bassett
Col. O. D. Jordan—Martinsville
Col. Melvin Lacey—Dry Fork
Lackey-Saunders Co.—Hampton
Col. Jack Peoples—Chesapeake
Col. Dick Price—McLean
Col. Tom W. Reese—Remington
Col. Maury Riganto—Norfolk
Col. J. E. Sutphin—Newport
Col. J. D. Vaughn—Keysville
Col. Roy Wheeler—Charlottesville

WASHINGTON

Col. Ray S. Brock—Pasco
Col. Juel L. Burling—Lynnwood
Burnham & Burnham—Thornton
Col. Bud Chapman—Seattle
Col. Bob Etherton—Seattle
Col. Al Gay—Seattle
Col. Robert F. Losey, Sr.—Renton
Col. Orville Sherlock—Walla Walla
Col. Hank Summers—Seattle
Col. Wes Wendt—Granger

WEST VIRGINIA

Col. Jim Alvis, Jr.—Rupert
Col. Wilbur S. Brock—New Haven
Col. Jasper L. Casto—Buffalo
Col. Ronald Dempsey—Anstead
Col. Leonard F. Eddy—Middlebourne
Col. O. B. Harris—Beckley
Col. James McCutcheon—Parkersburg
Col. A. G. "Dick" Miller—Ceredo
Col. Robert S. Michael—Morgantown
Col. Robert D. Moore—Parkersburg
Col. B. G. Park—Paden City
Col. Bill Sheets—Buckhannon
Col. Walter Wiseman—Charleston
Col. R. C. "Rick" Woodard—Huntington
Col. Rodney Woods—West Liberty

WISCONSIN

Col. Lester M. Bue—Beloit
Col. Earl F. Clauer—Mineral Point
Col. James L. DeQuardo—Hubertus
Col. John Freund—Omro
Col. Harold Gavin—Baraboo
Col. Fred C. Gerlach—Brookfield
Col. Dean George—Evansville
Col. Paul George—Evansville
Col. W. C. Heise—Oconto
Col. Walter Nowatske—Mukwango
Col. Williard Olson—Delavan
Col. John Paffel—Comstock
Col. Gerald Pearson—Plainfield
Col. Erwin L. Stewart—Durand
Col. LeRoy Teske—Berlin
Col. Howard Thompson—Evansville
Col. Victor Voight—Reedsville

WYOMING

Col. Earl W. Conner—Kemmerer
Col. Bob Force—Gillette

ELSEWHERE

Col. Charles Benavoy—Ottawa, Ont.
Col. H. P. Higgins—Huntingdon, Quebec
Col. Ross Kemp—Stratford, Ont.
Ladies Auxiliary to the NAA

EACH MINUTE A MIRACLE

I believe that only one person in a thousand knows the trick of really living in the present; most of us spend 58 minutes an hour living in the past with regret for lost joys, or shame for things badly done (both utterly useless and weakening) or in a future which we either long for or dread. The only way to live is to accept each minute as an unrepeatable miracle, which is exactly what it is — a miracle and unrepeatable.

—STORM JAMESON

My Twenty-Five Years As A Public Auctioneer

A quarter of a century (practically half my life) spent in selling everything from wild animals to a \$358,000.00 ranch in Oklahoma (with a few curtain stretchers popping up on a sale every now and then), and what are my thoughts after all this? Cussed, discussed, befriended, debated, honored, dishonored, defended and offended while twenty-five years roll by — dealing with an attorney one day, an alcoholic the next, and a sweet-faced, kind, old lady with an ice-box and a kerosene lamp the next, I still sum it all up by saying “there ain’t no business in the world like it and I wouldn’t trade places with Aristotle Onassis”!

Yes, I’ve enjoyed it and I still enjoy it and, if I can match the seven thousand public auctions I’ve had with another seven thousand before my allotted span has passed, I sure hope to do so. I know of no other profession where a man could get a broader, more varied range of business experience than in managing and conducting of public auction sales. Sure, there’s Excedrin headaches, there’s problems (ranging from legal to financial) but if one enjoys people, variety and hard work, one would have to enjoy the auction business. From the selling of junk to the selling of livestock, industrial equipment, antiques, and motels, plus instructing in three auction schools for over twenty years, I still say it’s been a ball.

I have believed in taking sales of any type, any size, anywhere. My smallest sale for a very poor bachelor brought about \$36.25. But often times the small sales help get larger sales.

I urge you younger auctioneers to not only be intent upon the amount of your commission and upon how well you can “roll the bid”, but along with these things, take a personal interest in your clients and in what you are selling, learn values. Treat your buyers right (you’d be in trouble without them) but remember that the seller has turned over to you the selling of what, in many cases, represents a lifetime’s labor, and he expects and should get a fair deal. I would also urge both the young and



the older auctioneers to take a personal interest and devote some of their time to the furtherance and up-grading of their State and National Auctioneers Associations. Our profession has changed from a situation where the owner listed and advertised his own property and the auctioneer merely showed up sale day to sell, into a profession where a full time (or even a part time) auctioneer must be somewhat of an attorney, doctor, psychologist, trouble shooter, and mediator — the auctioneer, in most cases today, must book, advertise, manage, arrange, conduct and “settle up” his sales while at the same time, strive to keep up with happenings in his profession.

Personally, I have belonged to the National Auctioneers Association for approximately 15 years and have belonged to the Missouri State Auctioneers Association for approximately 16 years. I know that auctioneers are busy — demand after demand is made on your time, but I sincerely feel that time spent in your National and State Auctioneers Association work is time well spent, not only for the individual but also for the entire profession. If you

get nothing from the conventions except drinking coffee and visiting with your fellow auctioneers, your time will be well spent; but I'll guarantee you if you enter into the association meetings and activities in the proper spirit, you'll be a better auctioneer and a better man because of so doing. You'll get new, modern ideas regarding the betterment of our profession.

Hoping to see you at the NAA convention in Milwaukee, Wisconsin.

—Tony Thorton

Estate Auctioned For College Benefit

By Delece Holle Norcott

Mt. Vernon, Iowa, will never be the same after a history-making auction conducted on the campus of Cornell College. On June 5 and 6, the Clinton County team of Burnett, Burnett, and Cavanagh liquidated the estate of the late Gaylord C. Rorem, famed Ellsworth, Iowa, banker, for the purpose of establishing a scholarship fund in his name. Both students of Cornell, Rorem and his wife possessed assets estimated at over one million dollars, the bulk of which he left to the college.

Among the items to cross the auction block were ten rooms of furnishings, including antique furniture and jewelry, china, crystal, and silverwares, and collections of coins and photographic equipment. Of historical interest were three items which had been buried in the sand during the 1871 Chicago Fire and later uncovered. These included a horsehair settee and six matching chairs, selling for \$1,600; a melodian, selling for \$120; and a silver water server, selling for \$110.

The widely-publicized auction drew crowds of antique dealers and collectors, newsmen, and curiosity-seekers, amounting to nearly 400 registered from across the United States, including New York and Texas. During an on-the-scene interview with KCRG television, Paul Burnett commented that it was an outstanding auction with highly competitive bidding and estimated a \$20-25,000 total for the A-1 quality merchandise.

Thanks to the talent and dedication of three men, countless young people can now attend a college who otherwise may not have had the chance.



W. Craig Lawing, Paw Creek, N. C., a member of the Board of Directors of the NAAA, has won his party's nomination to the North Carolina House of Representatives from his home district. Craig is not a new-comer to the political arena. At the age of 26 he was elected to the Mecklenburg County Board of Commissioners, the youngest man ever to hold this office in North Carolina. He served in the post for five consecutive terms.

Collectors Pay Top Prices For Old Wine

"IT'S" like digging up Franz Liszt and having him sit down and play the piano for you," said Alexander Campbell McNally of the 1870 Chateau Lafite which inspired Vincent Mazza of Maxwell Wines and Spirits, New York, to bid \$1,400 for it at the Heublein auction of rare wines held at Chicago's Pick-Congress hotel. More than 18,000 bottles brought a total of \$106,128.

The \$1,400 bought three bottles of the very rare, pre-phylloxera Lafite (bottled before the dread root louse devastated the vineyards of Bordeaux late in the last century), and for 3 bottles of Chateau Latour 1887, another prestigious premier cru (crop) of Bordeaux; also for 6 bottles of 1904 Chateau Rauzan-Gassies, a very fine second cru Bordeaux red wine.

Wisconsin Auctioneers Hold

20th Anniversary Convention

Members of the Wisconsin Auctioneers Ass'n. who attended the State Convention at the Holiday Inn, Oshkosh, left Wednesday afternoon, June 10th with memories of a great convention and are looking forward to an even greater one as they host the National Convention in Milwaukee this summer.

The evening of June 9th found the largest crowd ever to attend the festivities prior to Convention Day. Approximately seventy-five people attended a steak dinner at 7:30 P.M. after which they enjoyed a Fun Auction with articles donated by the Wisconsin members and the Ladies Auxiliary bringing an appreciative amount to each treasury. We appreciate the articles donated by the Missouri Auction School which also boosted our treasury. Everyone enjoyed music provided by Bob Koscher, a 20 year old boy who has been blind from birth and has mastered the accordion, organ and drums and they especially applauded when he gave his unusually good interpretation of the famous "Auctioneer Song".

Wednesday found more auctioneers, wives and families coming from various parts of our state to attend a day filled with informative speakers, discussions and meeting of old friends.

Peter May, the Ass't. General Manager of Equity Co-op Livestock Sales of Baraboo, Wis., spoke on the importance of good physical health, knowing your product and the changing markets as advice to auction market auctioneers attending as well as others.

Col. Hope Waldecker, "America's Foremost Lady Auctioneer", of Galetonia, Wis., who liquidates estates and is well informed in the antique field, gave an interesting talk on her career as a lady auctioneer and she later answered questions brought to discussion by those who were interested in her tactics on handling sales and the public at her auctions.

Following a delicious smorgasboard luncheon, John Reed, Vice Pres. of American Family Life Insurance Co., Madison, Wis., gave a highly praised ad-

dress, called "Sales-Security-Success". He told of the need for us to get involved in our government as a means to protect our American Way of Life in order to insure the three aforementioned topics.

The business meeting was brought to order by Col. LeRoy Teske of Berlin, Wis. Col. Joe Donahoe reported on the progress of the National Convention and members were satisfied to know that through the efforts of many everything is being made ready to welcome ALL AUCTIONEERS to WISCONSIN July 29-August 1.

Col. Dean George, Evansville, who has served the past year as Vice Pres. now takes the office of President. Col. James Esch, Shawano, was elected as Vice President and John Freund, Omro will serve as a director for the coming two years. Robert Brandau, Wilton, will continue to serve as secretary-treasurer.

Col. John Spies, Waterloo, chairman of the New Member Committee presented all new members attending the convention with a tie-tack, a gift from the association.

In commemoration of our twentieth anniversary this year a gift was presented to the oldest and youngest auctioneer attending. Col. Art Doede, Roshelt, (oldest) and Col. Ernie Kuefner Jr., *Hartford, (youngest) were each presented with a binder for the Auctioneer magazine.

The Wisconsin Auctioneers have pledged to give \$1.00 for every person registered at the National Auctioneers Convention in Milwaukee to be presented to the building fund in Lincoln, Nebr. We are counting on YOU auctioneers and your families to join us and that our contribution will be a substantial one.

We'll see you in Wisconsin! !

Robert Brandau, Secretary

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

—La Rochefoucauld

IN UNITY THERE IS STRENGTH



From left to right, Col. Ted Stumpf, Vice-President; Col. Harold Sackman, Convention Chairman; Col. Mike Fahnders, President; Col. J. C. Kornburst, Secretary-Treasurer. The 1970 officers of The Illinois State Auctioneers Association. Photo taken at the Spring Convention, held at Aledo, Illinois.

South Dakotans Stage Another Good Meeting

Members of the South Dakota Auctioneers Association always stage one of the better state conventions and this year's event was no exception. A very good attendance of auctioneers and their wives gathered at the Holiday Inn, in Aberdeen, for the meeting, June 12-13.

Friday night saw the usual "Early Bird Roundup" which consisted of dancing to the music of the Commoncheros and the initiation of new members. The fact this carried over into the wee hours of Saturday morning testifies to the total enjoyment of the participants.

William Hauck, Mayor of Aberdeen, welcomed the registrants to the City to open the Saturday session. Balance of the forenoon was spent in hearing reports and general discussion. Membership promotion was the principal topic along with the distribution of membership brochures, a program that was initiated early this year.

Bernard Hart, NAA Secretary, closed the morning session with a report on the NAA Building Project that South Dakota auctioneers are supporting in a

most commendable manner.

During the noon hour the ladies enjoyed a Poolside Luncheon and drew names for door prizes.

Jack Burchill, Secretary of the South Dakota Real Estate Commission, was the principal speaker in the afternoon. He described the workings of the commission and answered questions from the floor.

Les Goeman, Lennox, was elected as the new President, succeeding Charles Fischer, Long Lake. Gilbert Wagner, was elected to the office of Vice President. He had been Secretary-Treasurer for several years. Howard Schwenn, Pierre, was selected as the new Secretary-Treasurer. Norbert Simons, Hoeven, and Ervin Salzer, Timber Lake, were elected to three year terms on the Board of Directors.

It was voted to hold the 1971 Convention in Watertown, June 11-12.

Following the Banquet Dinner, Joseph Barnett, an Aberdeen attorney and State Representative, gave a most interesting and informative address. Presentation of awards, a fun auction and once more, dancing to the Commoncheros, completed the successful meeting.

Life Members

With the practice of publishing the names of the memberships, new and renewal, received each month every member is assured of getting his name in THE AUCTIONEER at least once each year. However, one very important group is omitted from these monthly listings. These are the holders of Life Membership Certificates.

Life Memberships were issued in the early days of the NAA to those who had made unusual sacrifices of time and money toward the establishment of the organization. They were also made available to all eligible members at a cost of \$100.00. Sales of Life Memberships were promoted as a means of replenishing a depleted treasury in the early years.

Since 1955, Life Memberships have not been promoted but far sighted individuals have taken advantage of the bargain rate and purchased a small number each year. However, the adoption of our present By-Laws, two years ago, made it impossible for this type membership to be secured.

Currently, we have 96 holders of Life Membership Certificates and to keep them from being "forgotten men" we are listing their names, herewith.

N. M. Adams, Chicago, Ill.
Tim Anspach, Albany, N. Y.
Tim W. Anspach, Albany, N. Y.
Jay Arnold, Mallard, Iowa
Ray Austin, Canfield, Ohio
Ken Barnicle, Ellisville, Mo.
William Boes, North Apollo, Penn.
Jack D. Braddock, Granville, Ohio
Critt Bradford, Worthington, Ohio
Walter Britten, Bryan, Tex.
Wallace Bucher, Francesville, Ind.
Dean S. Bullard, Williamsfield, Ohio
Paul W. Calkins, Peru, N. Y.
Thomas K. Carpenter, Minneapolis, Minn.
B. G. Coats, Rumson, N. J.
Warren Collins, Jesup, Ia.
Roy L. Crume, Kokomo, Ind.
C. E. Cunningham, Greenwood, S. C.
J. Meredith Darbyshire, Wilmington, Ohio
Richard W. Dewees, Kansas City, Mo.
C. B. Drake, Ft. Lauderdale, Fla.
Roy J. Draper, Paducah, Ky.
Harold E. Ellingson, Edgeley, N. Dak.
John R. Fishdick, Eagle River, Wis.
Robert Foland, Noblesville, Ind.

Arnold Ford, Rome, N. Y.
John Freund, Omro, Wis.
John M. Glassman, Eau Claire, Mich.
Tom Gould, Harlingen, Tex.
Delbert Graft, Avilla, Ind.
John T. Gray, Temple Terrace, Fla.
W. H. Hale, Williamson, W. Va.
Owen V. Hall, Celina, Ohio
Frances R. Hamilton, Rossville, Ind.
R. F. Hamilton, Rossville, Ind.
Vince Hanson, Manitowoc, Wis.
H. Skinner Hardy, Bakersfield, Cal.
Bernard Hart, Lincoln, Nebr.
Walter Hiese, Oconto, Wis.
Glen Helberg, North Platte, Neb.
Russell Kiko, Canton, Ohio
Carl E. Marker, Fort Wayne, Ind.
George A. Martin, East Lebanon, Me.
James C. Martin, Elk Grove, Cal.
Forrest A. Mendenhall, High Point, N. C.
Boyd Michael, Kansas City, Mo.
Hugh B. Miller, Evansville, Ind.
Fred Millsbaugh, Greentown, Ind.
Lenore E. Moser, Berne, Ind.
Pete Murray, Ballston Lake, N. Y.
H. B. Mushrush, Franklin, Penn.
William McCracken, Sun City, Ariz.
David Nicolls, Conneautville, Penn.
James C. Patterson, Bainbridge, Ohio
Bert Penfield, Bowman, N. Dak.
Bob Penfield, Bowman, N. Dak.
Earl S. Penfield, Lemon, S. Dak.
John Peterson, Albia, Ia.
William Podell, Grand Rapids, Mich.
Carman Y. Potter, Jacksonville, Ill.
Fred Ramsey, Madison, Tenn.
Henry Rasmussen, St. Paul, Nebr.
John W. Rhodes, Tama, Ia.
E. M. Rickey, Decatur, Ohio
Ray Roberson, Napa, Cal.
Thomas C. (Cliff) Roberson,
Chattanooga, Tenn.
Joseph J. Ross, Tipton, Ind.
Roger D. Rumbaugh, Homerville, Ohio
Foster Sheets, Roanoke, Va.
Garland Sheets, Roanoke, Va.
Edward Sprunger, Decatur, Ind.
Don W. Stanton, N. Ridgeville, Ohio
Joseph Steiner, Silver Spring, Md.
Douglas Steltz, Elm Grove, Wis.
William Stinebaugh, St. Marys, Ohio
Lyle D. Thornton, Gainesboro, Tenn.
Tony Thornton, Springfield, Mo.
Jim Tindall, Columbus, Ohio
David H. Tracy, Pavilion, N. Y.
Richard C. Tracy, Dansville, N. Y.
Kenneth Travis, Johnson City, Tenn.
Kenneth Troutt, Emmett, Ida.
Gary Van Hill, Zeeland, Mich.
Eugene C. Waldrep, Birmingham, Ala.

R. A. Waldrep, Gainesville, Ga.
 Lee Waldrip, Gainesville, Ga.
 W. J. "Bill" Wendelin, Henderson, Tex.
 Garth W. Wilber, Bronson, Mich.
 Henry F. Wilber, Bronson, Mich.
 Harris Wilcox, Bergen, N. Y.
 Clyde Wilson, Green Camp, Ohio
 James E. Wilson, Hot Springs, Ark.
 B. L. Wooley, Little Rock, Ark.
 Rex Young, Plattsmouth, Nebr.
 Joseph L. Zieman, Detroit, Mich.

Nationwide Name Of Concern To NAAA

CHICAGO — The Board of Directors of the National Auto Auction Association, at a meeting here, recognizing the similarity of name of the National Auto Auction Association and the Nationwide Auto Auctions, adopted a resolution noting that neither the NAAA or its members are directly or indirectly associated in any way with the Nationwide operation.

The Board said it was of the opinion that the similarity in names could "cause confusion and mislead persons, firms and organizations engaged in the automobile industries related to the sale of automobiles such as insurance companies, finance agencies, publishers, and other similar organizations doing business with the Association and its members."

After an operation an Irishman muttered, "Sure and I'm thankful that's over!" "Don't be too certain of that," said an undiplomatic patient in the next bed. "They left a sponge in me and had to cut me open again." "A man on the other side of the ward exclaimed, "Why, I heard of one lady who had her stitches taken out so they could retrieve a medical instrument!" Pat, who had been wheeled in from the intensive care section, became very apprehensive when he heard these gloomy reports. Just then the surgeon who had operated on him stuck his head in the door and inquired, "Has anybody seen my hat?" Pat fainted!

IN UNITY THERE IS STRENGTH



Newly elected Officers and Directors of the New York State Auctioneers Association, back row, left to right: Donald Martin, Ballston Spa; Arnold Johanson, Schuylerville; Leon D. Moody, Syracuse; Morris Weinstein, Middletown; and Doyt McGinnis, Nedrow. Those seated are identified only as: Jones, Gentz, Kennelley, Boyd and Kent.

When you meet temptation on the road of life, the best traffic rule is Turn to the right.



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The Lighter Side...

BALONEY!

Diane and Ruth had not seen each other for 15 years. When they met one day, each asked how the other had been. Then Diane asked Ruth, "And how is your husband?"

"Well, he played the stock market," said Ruth, "And today we are millionaires."

"Fantastic!" said Diane. "Fantastic! And what is your son Danny doing?"

"My son Danny is a great lawyer," said Ruth. "He is making a fortune."

"Fantastic, Ruth," said Diane. "That's fantastic! And what about your daughter Kathy?"

"My Kathy is a famous writer now," said Ruth. "She has already written two novels — both best-sellers."

"Fantastic!" said Diane.

"So what's new with you?" Ruth asked.

"Well, I am going to a charm school," said Diane.

"Really?" said Ruth. "What are you learning there?"

"Well, they are teaching me to say 'fantastic' instead of 'baloney'," said Diane.

FATAL MISTAKES

The young wife had no interest in fishing, but since her mother had emphasized "togetherness," she agreed to accompany her husband fishing.

A week later, while alone, she was visited by a friend who asked where hubby was. "Gone fishing," the bride said with a smile.

"How is it you didn't get asked to go again?"

"The first time I did everything wrong. I used the wrong rod, the wrong tackle, the wrong bait. I fished in the wrong place. I talked too loudly—and I caught more than he did!"

NERVOUS?

Did you hear about the Hindu Fakir who kept biting his nails . . . and now he has no place to sleep?

SCHOOL DISORDERS

If a four-year old becomes uncontrollable and starts to throw things, it's called a temper tantrum. When a 20-year-old does it, it's called "a justified, politically-oriented demonstration against the entrenched Establishment." And it has even filtered into the student correspondence schools. There was a case of one correspondent student who turned militant and beat up the mailman.

SYMBOLISM

About an hour after a woman bought 200 stamps for her daughter's wedding invitations, she returned to the post office to exchange them. She explained to the postmaster, "My daughter thought the whooping crane on the stamps looks too much like a stork."

MALAPROP

A high school student declared in a book report: "After reading this book I decided to become a doctor because they devote themselves to the savings of other people's lives."

CRUEL!

A family of bears, rummaging in a Yellowstone National Park garbage dump, looked up when a car crammed with eight tourists pulled up at the side of the road.

"Isn't it cruel," commented Papa Bear to his brood, "to keep them caged up like that?"

MAKE ALLOWANCES, BUT . . .

Forget the slander you have heard;

Forget the hasty unkind word.

Forget the trials you have had;

Forget the weather if it's bad.

Forget the gray lines in your hair;

Forget you're not a millionaire.

Forget the coffee when it's cold;

Forget the knock, forget the scold.

Forget to even pay attention—

But don't forget this year's convention!

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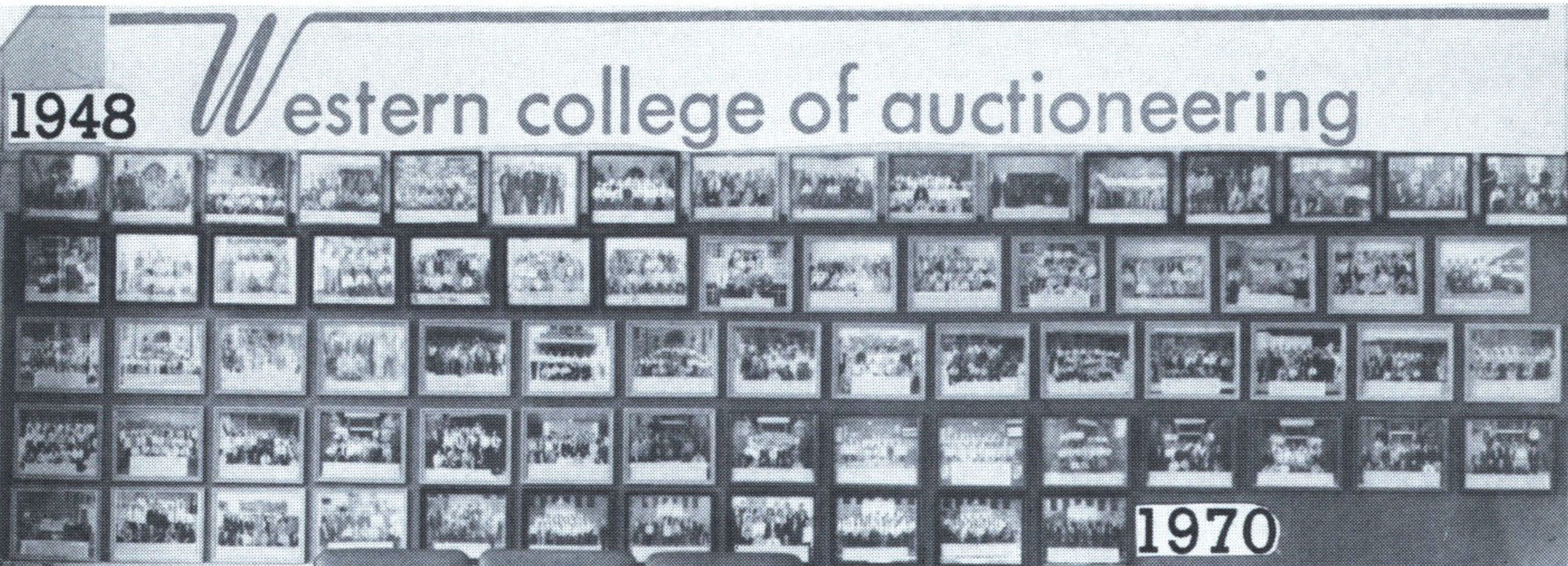


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3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".
1,000 Tags \$9.75 5,000 Tags \$42.50

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.
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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.
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AT THE CONVENTION

WEDNESDAY, JULY 29, 1970

- 10:00 A.M. — Registration
- 3:00 P.M. — Board of Directors Meeting (NAA)
- 3:00 P.M. — Officers and Directors Meeting (Auxiliary)
- 8:00 P.M. — Amateur Contest

THURSDAY, JULY 30, 1970

- 8:00 A.M. — Registration
- 12:00 Noon — Alice in Dairyland Luncheon — Official Opening of Convention — Address by James E. Dornoff, Milwaukee, Wisconsin
- 6:00 P.M. — Buffet
- 7:30 P.M. — Fun Action

FRIDAY, JULY 31, 1970

- 8:30 A.M. — Registration
- 12:00 Noon — Luncheon — Ladies Auxiliary
- 7:30 P.M. — Variety Show and Dancing

SATURDAY, AUGUST 1, 1970

- 8:00 A.M. — Breakfast for New Officers and Directors
- 9:00 A.M. — Bus tour (Ladies and Children)
- 11:15 A.M. — Past Presidents Brunch — Auxiliary
- 1:30 P.M. to 4:00 P.M. — General Business Meeting
- 4:10 P.M. — 1970-71 Officers and Directors Meeting
- 6:30 P.M. — Grand Banquet and Awards
- 9:00 P.M. — Dancing to the music of Lenny King Orchestra

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