

VOL. XX NO. 9

SEPTEMBER, 1969

# THE **auctioneer**



THE PASSING OF THE GAVEL



*Let There Be No Doubt!*



*who is in charge of the sale!*

The fall season is now here and we have received our winter hats and are ready to start shipping. Take a look at your present hat. Does it do you justice? If not get your order in today. Nothing sets you off better than a nice hat.

For the benefit of all the new members this "Auctioneer" hat is of the finest felt and is Silver Belly in Color (light gray) with red satin lining and the National Auctioneers emblem in the top (inside) with "Auctioneer" stamped in the sweat band. They come with 2" — 2-3/8" brims. We also have the "Auctioneer" hat in summer straw with the same brim widths.

Since we first started supplying the "Auctioneer" hats the prices to us have increased three times, but we will continue to sell them at the original price until January 1, 1970, after which time we will be compelled to raise the price.

Get your order in now and please state size, brim width and who will wear the hat as we put the name of the owner in the sweat band.

**FELT OR STRAW — \$11.95 plus 4% Sales Tax**

**COLONEL W. CRAIG LAWING**

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

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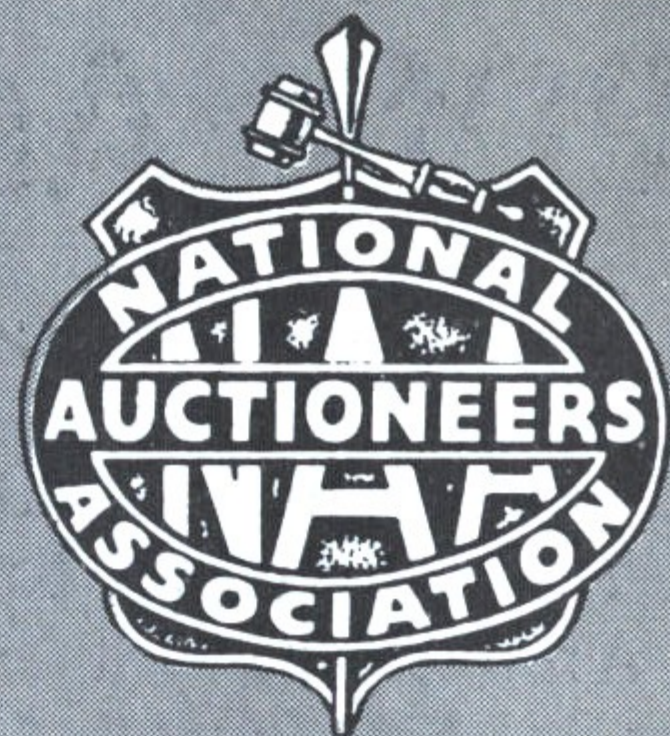
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# THE **auCTIONeer**

IS THE OFFICIAL PUBLICATION OF  
**NATIONAL AUCTIONEERS ASSOCIATION**

3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503



## **EDITOR**

Bernard Hart, Lincoln, Nebraska

## **Contributing Editors**

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

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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# **NATIONAL AUCTIONEERS ASSOCIATION**

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Russell Kiko, Canton, Ohio

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3277 Holdrege St.

Lincoln, Nebr. 68503



# Records Fall By Wayside At 20th Anniversary Convention

Old records fell and new ones were established as auctioneers from all parts of the United States gathered at the historic Hotel Roanoke to celebrate the 20th Anniversary of the National Auctioneers Association. Five Canadians made it truly an international affair.

Facilities of the spacious Hotel were taxed to capacity as the hotel staff worked hard to make everyone comfortable and get them fed on time. Total attendance figure was 685 persons, topping last year's record attendance in Oklahoma City by almost 100 heads.

Auctioneers and their families from 42 states and one Canadian Province were in attendance, the first time as many as 40 states had ever been represented at one convention. When the convention officially opened at noon on Thursday, 523 people sat down for Luncheon, a new record. By evening, there were 626 ready to share in the Buffet Dinner, also a new record. To show that they came early and stayed late, 580 were still there on Saturday evening for the Grand Banquet.

Virginia, playing host to their first National Convention since 1950, turned out with the most people as would be expected, 82 being registered. There were 62 from Ohio and 58 from Wisconsin. Tennessee, a state ranking third in total NAA membership, was represented by 42 people and Pennsylvania registered 37. North Carolina was close behind with 36.

A complete listing of registrations as taken from the registration cards follows:

## ALABAMA—5

Mr. Fred Gielle, Gadsden  
Mr. J. P. King and daughter, Gadsden  
Mr. and Mrs. Eugene Waldrep, B  
Birmingham

## ARKANSAS—7

Mr. and Mrs. Monroe Robinson,  
Magazine  
Mr. and Mrs. James Wilson and daughter,  
Hot Springs  
Mr. and Mrs. B. L. Wooley, Hot Springs

## CALIFORNIA—3

Mr. L. Limbo Burleson, Paramount  
Mr. Charles E. Coulter, Whittier  
Mr. Charles B. Middleton, San Diego

## COLORADO—10

Mrs. Artie Baldwin, Denver  
Mr. and Mrs. H. W. Hauschildt, Denver  
Mr. and Mrs. Howard Roland, Grand  
Junction  
Mr. and Mrs. J. L. Sears and three  
children, Ft. Lupton

## CONNECTICUT—1

Mr. C. R. Cone, Jr., North Franklin

## DELAWARE—1

Mr. Riley Jefferson, Lincoln

## FLORIDA—9

Mr. and Mrs. Lewis C. Dell, Sanford  
Mr. C. B. Drake, Fort Lauderdale  
Mr. and Mrs. Martin Higgenbotham and  
two children, Lakeland  
Mr. and Mrs. Ray James, Sarasota

## GEORGIA—3

Mr. George D. Hand, Atlanta  
Mr. and Mrs. J. L. Tood, Rome

## HAWAII—2

Mr. and Mrs. Louis Stambler, Honolulu

## IDAHO—2

Mr. and Mrs. Jim Messersmith, Jerome

## ILLINOIS—23

Mr. Edward E. Bilbruck, Chicago  
Mr. and Mrs. George W. Cravens,  
Williamsville  
Mr. A. C. Dunning, Elgin  
Mr. and Mrs. Marcellus C. Hartman,  
Waterloo  
Mr. and Mrs. Edmund E. Kueker,  
Waterloo  
Mr. and Mrs. John Modica, Chicago  
Mr. and Mrs. Michael Modica and three  
children, Chicago

*IN UNITY THERE IS STRENGTH*



Mr. and Mrs. Lyle M. Paddick, Oblong  
 Mr. and Mrs. Fred Quick, Aurora  
 Mr. and Mrs. James E. Sims,  
 Thompsonville  
 Mr. and Mrs. Ted Stumpf, Mascoutah

#### INDIANA—25

Mr. and Mrs. James A. Buckley and Son,  
 Shelbyville  
 Mr. and Mrs. Bill Cooke, Griffith  
 Mr. Roy L. Crume, Kokomo  
 Mr. Tom Dunlevy, Jeffersonville  
 Mr. and Mrs. John L. Friedersdorf,  
 Franklin  
 Mr. and Mrs. Cecil Meier, Hanover  
 Mr. and Mrs. D. D. Meyer and three  
 children, Vincennes  
 Mr. and Mrs. C. Ray Minton, Evansville  
 Mr. and Mrs. Ernest Niemeyer and daugh-  
 ter, Lowell  
 Dr. and Mrs. R. L. Reppert, Decatur  
 Mr. and Mrs. Romaine Sherman, Goshen

#### IOWA—22

Mr. and Mrs. Warren Collins, Jesup  
 Mr. and Mrs. Leland Dudley, Hampton  
 Mr. and Mrs. Lyle Erickson, Cresco  
 Mr. Howard B. Johnson, Story City  
 Mr. and Mrs. Robert J. Mallenger and  
 daughter, Sigourney  
 Mr. and Mrs. Kenneth E. Mozena,  
 Dubuque  
 Mr. Fred Neumeister, Dubuque  
 Mr. and Mrs. Wendell R. Ritchie,  
 Marathon  
 Mr. and Mrs. Earl Thies and two sons,  
 Ames  
 Mr. and Mrs. Harold H. Van Syoc and  
 daughter, Mt. Union

#### KANSAS—18

Mr. and Mrs. Richard Brewer, Mt. Hope  
 Mr. and Mrs. Pat Keenan and two  
 children, Great Bend  
 Mr. and Mrs. Rex B. Newcom and two  
 children, Whitewater  
 Mr. and Mrs. Fred Sherlock, St. Francis  
 Martha Smith, Emporia  
 Mr. and Mrs. Earl Whitehurst and three  
 children, Emporia

#### KENTUCKY—23

Mr. and Mrs. Adrian Atherton,  
 Hodgenville  
 Mr. J. O. Briggs, Stanton  
 Mr. and Mrs. W. L. Crowder,  
 Bowling Green

## OUR COVER

It's a big moment for Jim Messersmith (left), Jerome, Idaho, as he accepts the gavel of President of the National Auctioneers Association from Bob Penfield, Bowman, N. D. To Bob it is no doubt a relief to pass the responsibilities to another but with the feeling that he had completed a job he wouldn't have missed for anything. The NAA has been fortunate in having so many men of outstanding leadership qualities to fill this important task and these two men are no exceptions.

Mr. John L. Cummins, Cynthiana  
 Mr. and Mrs. Ray Humfleet, London  
 Mr. and Mrs. Wayne Kessler and son,  
 Campbellsville  
 Mr. and Mrs. Perry Poe, Brooksville  
 Mr. and Mrs. Rex Proffitt, Tompkinsville  
 Mr. and Mrs. Charles H. Switzer and two  
 children, Cynthiana  
 Mr. and Mrs. A. L. Trautner and 2  
 children, Louisville

#### LOUISIANA—5

Mr. and Mrs. Randy McCoy and three  
 children, Shreveport

#### MARYLAND—13

Mr. and Mrs. William H. Amoss, Fallston  
 Mr. and Mrs. George Bollinger,  
 Westminster  
 Mr. and Mrs. Jack Reedy and Jeff,  
 Hampstead  
 Mr. Ross Rhodes, Church Hill  
 Mr. Homer Snyder, Hampstead  
 Mr. and Mrs. Earl Steiner, Silver Spring  
 Mr. and Mrs. George J. Wittstadt,  
 Cambridge

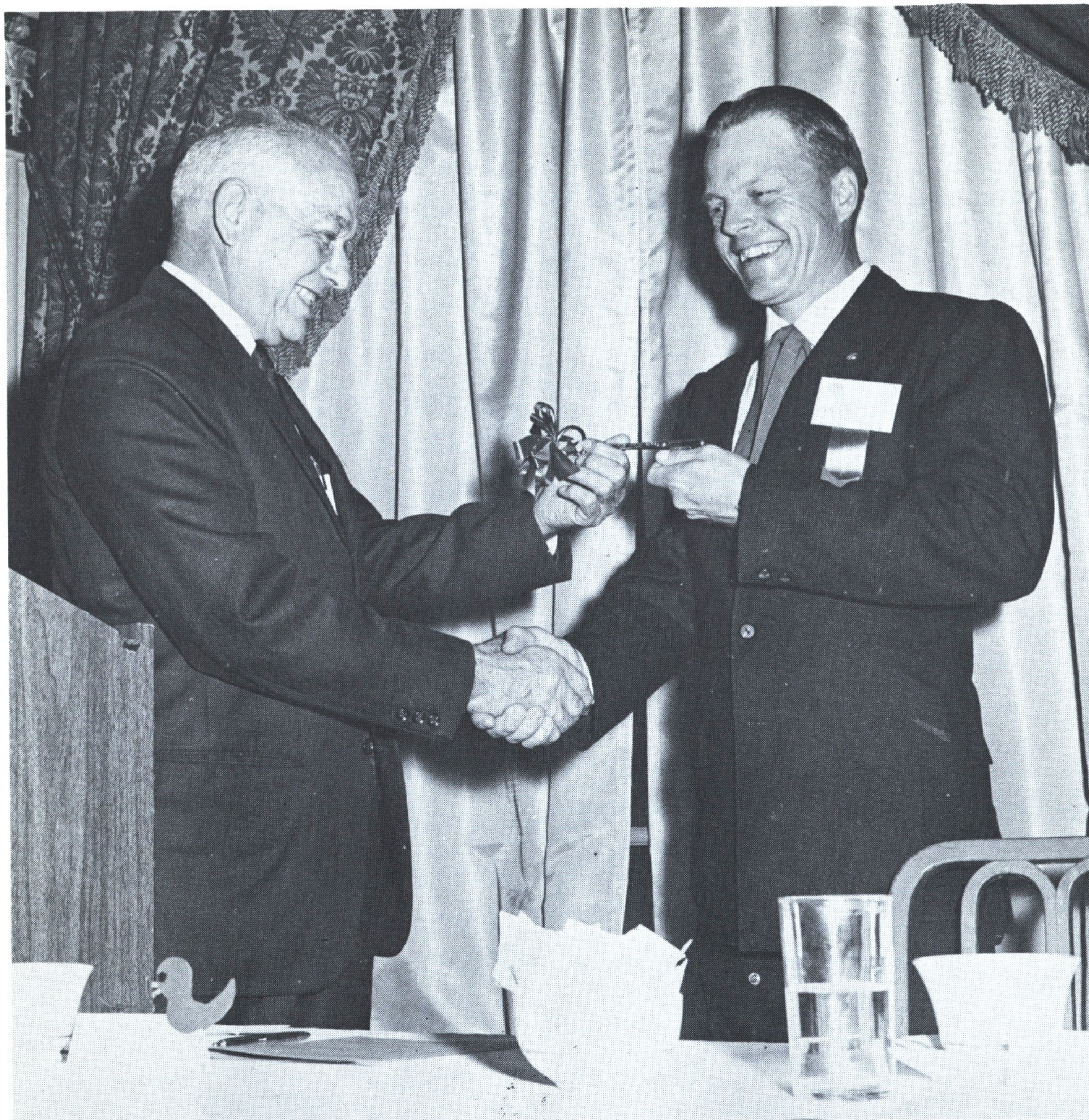
#### MASSACHUSETTS—7

Mr. and Mrs. Phil Goldstein, West  
 Roxbury  
 Mr. and Mrs. Frank Onischuk,  
 Westminster  
 Mr. Arthur Schachat, Malden  
 Mr. and Mrs. Leonard Shienfeld, Boston

#### MICHIGAN—21

Mr. Jim Brannan, and three guests, Boyne  
 City  
 Mr. and Mrs. Harold Cole, Flint  
 Mr. and Mrs. Frank Gates, Litchfield  
 Mr. John Glassman, Eau Claire





**The 1969 NAA Convention is officially underway as Roanoke Mayor, Roy L. Webber, presents the key to the City to NAA President, Bob Penfield.**

Mr. and Mrs. William Podell and two  
children, Grand Rapids  
Mr. Doug Van Hill, Zeeland  
Mr. Gary Van Hill, Zeeland  
Mr. and Mrs. Brent Wilber, Bronson  
Mr. and Mrs. Henry Wilber, Bronson  
Mr. and Mrs. Garth Wilbur, Bronson

#### **MINNESOTA—4**

Mr. Dale Butman, Pipestone  
Mr. and Mrs. Gilbert C. Marty, North St.  
Paul  
Mr. Richard Staples, Slayton

#### **MISSISSIPPI—5**

Mr. and Mrs. David Gillentine II and two  
children, Tupelo  
Mr. David Gillentine III, Tupelo

#### **MISSOURI—11**

Mr. and Mrs. H. Willard Arnaman and  
son, Unionville  
Mr. and Mrs. Ken Barnicle and son,  
Ellisville  
Mr. and Mrs. Bob Broyles, St. Joseph  
Mr. and Mrs. Dick Dewees and Son,  
Kansas City



### **MONTANA—2**

Mr. Frank Bass and daughter, Lewistown

### **NEBRASKA—29**

Mr. and Mrs. E. A. Camfield, North Platte

Mr. and Mrs. Albert Christensen and two children, Pawnee City

Mr. and Mrs. Dean Fleming and two children, Atkinson

Mr. Marvin J. Grubaugh, Rising City

Mr. Bernard Hart, Lincoln

Mr. and Mrs. Don Jensen, Verdigre

Mr. and Mrs. Duane L. Jensen and three children, Newman Grove

Mr. Dick Kane, Wisner

Mr. and Mrs. Ed Lightner, Hastings

Mrs. Jan Merritt, Lincoln

Mr. and Mrs. Virgil Olson

Mr. and Mrs. Glenn Schwarz and two children, Grand Island

### **NEW HAMPSHIRE—1**

Mr. Merle D. Straw, Jr., Seabrook

### **NEW JERSEY—10**

Mr. and Mrs. Ralph S. Day, Leonia

Mr. and Mrs. Bob Koty, Milford

Mr. and Mrs. Louis J. Mylow, Wyckoff

Mr. and Mrs. Watson Van Sciver and two guests, Burlington

### **NEW MEXICO—2**

Mr. and Mrs. John A. Overton,  
Albuquerque

### **NEW YORK—27**

Mr. Jim Adriance, Vestal

Mr. and Mrs. Paul Calkins and four children, Peru

Mr. Mel Manasse, Whitney Point

Mr. and Mrs. Doyt McGinnis, Nedrow

Mr. and Mrs. Pete Murray and two children, Ballston Lake

Mr. Harold Spoor, Baldwinsville

Mr. and Mrs. David H. Tracy, Pavilion

Mr. William Vosborgh, Jr., Fonda

Mr. and Mrs. Morris Weinstein,  
Middletown

Mr. Craig Wilcox, Bergen

Mr. and Mrs. Harris Wilcox, Bergen

Mr. and Mrs. Alfred V. Zogg, Jr. and two children, Cortland

### **NORTH CAROLINA—36**

Mr. Donald R. Abernathy, Landis

Mr. Neil Bolton, Winston-Salem

Mr. and Mrs. Bob Cline, Statesville

Mr. and Mrs. Donald E. Cox, Charlotte

Mr. Billy Dunn, Maxton

Mr. Clinton Garner, Denton

Mr. and Mrs. G. T. Gilbert and two children, Lincolnton

Mr. and Mrs. Fairfax Harrison and two children, Charlotte

Mr. and Mrs. J. Martin Haywood and three children, Rockingham

Mr. and Mrs. Larry Hedrick, Statesville

Mr. James E. Jones, High Point

Mr. J. D. King, Seagrove

Mr. and Mrs. W. Craig Lawing and daughter, Charlotte

Mr. Bobby Mendenhall III, High Point

Mr. Forrest Mendenhall, High Point

Mr. A. T. Morris, Durham

Mr. and Mrs. J. Kent Pfaff, Pfafftown

Mr. Worth Reynolds, Climax

Mr. and Mrs. Kenneth W. Teague  
Burlington

### **NORTH DAKOTA—14**

Mr. and Mrs. F. E. Fitzgerald, Bismarck

Mr. and Mrs. Wilbert Kroh, Bismarck

Mr. and Mrs. Bob Penfield and two children, Bowman

Mr. and Mrs. Richard O. Saunders and four children, Hettinger

### **OHIO—62**

Mr. and Mrs. Dick Babb and four children, Wilmington

Mr. Cloyce Bradford, Worthington

Mr. Don Courtney and guest, Findlay

Mr. and Mrs. Newt Dilgard, Ashland

Mr. and Mrs. Rolland Featheringham,  
Ashville

Mr. and Mrs. Walter A. Hartman, Camden

Mr. and Mrs. "Andy" Hasapis and five children, Canal Fulton

Mr. and Mrs. Russell Kiko, Canton

Mr. John Kireta, Damascus

Mr. and Mrs. Mearl Maidment, Bowling  
Green

Mr. and Mrs. Bill McNamee, Kenton

Mr. and Mrs. Hugh F. Murphy, Ada

Mr. and Mrs. Dick Pfarr, Marysville

Mr. and Mrs. Homer Pollock, Delphos

Mr. and Mrs. Albert Rankin, Alger

Mr. and Mrs. E. M. Rickey, Decatur

Mr. and Mrs. Neil Robinson, Mansfield

Mr. and Mrs. Roger D. Rumbaugh,  
Homerville

Mr. and Mrs. Robert Spencer, Alger

Mr. and Mrs. Don W. Standen and three children, No. Ridgeville

Mr. and Mrs. Harold Vaughn and daughter, Hamilton

Mr. and Mrs. Jim Wagner and six children and 1 guest, Lorain



### **OKLAHOMA—9**

Mr. and Mrs. W. L. Boren, Oklahoma City  
Mr. and Mrs. V. K. Crowell, Oklahoma City  
Mr. and Mrs. Lee Hickman, Oklahoma City  
Mr. and Mrs. Ronald Sutton, Shawnee  
Mr. Ed Vierheller, Claremore

### **PENNSYLVANIA—37**

Mr. Mervin W. Adams, Millersburg  
Mr. Douglas E. Bacon, Forksville  
Mrs. Margaret Berry, West Newton  
Mr. William Boes, North Apolla  
Mr. and Mrs. Henry Brooks and daughter, Wilkes Barre  
Mr. Q. R. Chaffee, Towanda  
Mr. and Mrs. George N. Deibert and son, Klingerstown  
Mr. John T. Ensminger, Harrisburg  
Mr. and Mrs. Clay Hess, Collegeville  
Mr. and Mrs. Ralph Horst and daughter, Marion  
Mr. and Mrs. Russell E. Kehr, Hanover  
Mr. and Mrs. John M. Lindley, Prosperity  
Mr. and Mrs. Richard J. Moyer, Spring City  
Mr. Raymond Patterson, Eighty-Four  
Mr. and Mrs. Larry R. Reed, Falls Creek  
Mr. and Mrs. Wylie Rittenhouse and three children, Uniontown  
Mr. and Mrs. Homer Sparks, Sharon  
Mr. and Mrs. Pete Stewart and two children, Armagh

### **SOUTH CAROLINA—6**

Mr. and Mrs. C. E. Cunningham, Greenwood  
Mr. Lloyd Meekin, Dillon  
Mr. and Mrs. Archie Moody, Darlington  
Mr. Fred Mullis, Lancaster

### **SOUTH DAKOTA—15**

Mr. and Mrs. Les Goeman, Lennox  
Mr. and Mrs. Vernell Johnson and three children, Hartford  
Mr. and Mrs. Dale McPherson and two children, Rapid City  
Mr. and Mrs. Earl Penfield, Lemmon  
Mr. and Mrs. Myron White, Lemmon

### **TENNESSEE—42**

Mr. Hack Ayers, LaFollette  
Mr. John Edd Blalock, Sevierville  
Mr. and Mrs. M. C. Bowers, Elizabethton  
Mr. and Mrs. Myers E. Brown, Old Hickory

Mr. William H. Collier, Waverly  
Mr. and Mrs. E. B. Fulkerson, Jonesboro  
Mr. and Mrs. Ernest D. Hill, Hendersonville  
Mr. and Mrs. Bill Jackson, Lawrenceburg  
Mr. Louis Jones, Nashville  
Mr. Charles M. Jessee, Bristol  
Mr. H. C. Jessee, Morristown  
Mr. E. H. Lawson, Kingsport  
Mr. Floyd F. Maden, Morristown  
Mr. and Mrs. H. R. Malkin, LaFollette  
Mr. and Mrs. Ralph P. Masengill, Morristown  
Mr. and Mrs. C. B. McCarter and six children, Sevierville  
Mr. and Mrs. Fred Ramsey and SaraLynn, Madison  
Mr. Jim Stevens, Nashville  
Mr. and Mrs. Ben Watson, Nashville  
Mr. Charles G. Webb and guest, Livingston  
Mr. and Mrs. J. B. Woodin, Nashville  
Mr. and Mrs. H. Y. Woodson, LaFollette

### **TEXAS—11**

Mr. Robert G. Askew, Houston  
Mr. and Mrs. Walter Britten and Randall, Bryan  
Mr. Wayne Cook, Dallas  
Mr. and Mrs. Grover Howell and three children, Seagoville  
Mr. Orville Hudson, Dallas

### **VERMONT—2**

Mr. and Mrs. Walt Flatow, Waterbury Center

### **VIRGINIA—82**

Mr. and Mrs. C. W. "Buck" Bayne, Covington  
Mr. Earl Bland, Roanoke  
Mr. Jimmy Bredner, Keysville  
Mr. and Mrs. Dave E. Bumpass, Jr., Mineral  
Mr. Willie T. Catlett, Lynchburg  
Barbara Clary, Richmond  
Mr. Jon B. Cook, Waynesboro  
Mr. Ted Counts, Lynchburg  
Mr. and Mrs. W. B. "Bill" Cox, Richmond  
Mr. J. Frank Crim, Roanoke  
Mr. and Mrs. Haywood L. Darnell, Barboursville  
Mr. A. E. Echols, Jr. and guest, Leesburg  
Mr. and Mrs. Wesley Eskelman, Front Royal  
Mr. and Mrs. Morris Fannon and two children, Pennington Gap

*IN UNITY THERE IS STRENGTH*



Mr. and Mrs. William Fuller Jr., Danville  
 Mr. and Mrs. George Gartner, Mt. Sidney  
 Mr. and Mrs. Paul S. Hilton, Newport  
 Mr. and Mrs. J. C. Horney, Jr., Wytheville  
 Mr. and Mrs. J. W. Johnson, Abingdon  
 Mr. Charles D. Jordan, Bassett  
 Mr. O. D. Jordan, Martinsville  
 Mr. Ernest Kendall, Arlington  
 Mr. and Mrs. Stanley King, Wytheville  
 Mr. James Kinsey, Cloverdale  
 Mr. and Mrs. H. Layton Laws, Jr. and two  
 children, Manassas  
 Mr. and Mrs. H. Layton Laws, Sr.  
 Manassas  
 Mr. Dave Leonard, Charlottesville  
 Mr. G. W. Lockridge, Stanton  
 Mr. and Mrs. Clarence L. Marshall,  
 Hillsville  
 Mr. and Mrs. Carl N. McNeil,  
 Christiansburg  
 Mr. Fritz Orebaugh, New Market  
 Mr. Leo Ownby, Richmond  
 Mr. W. Hugh Ownby, Richmond  
 Mr. and Mrs. William S. Rongston, Front  
 Royal  
 Mr. and Mrs. Foster G. Sheets, Roanoke

Mr. and Mrs. Garland Sheets and son,  
 Roanoke  
 Mr. Stafford Shewey, Bland  
 Mr. and Mrs. George H. Shields, Jr.,  
 Danville  
 Mr. and Mrs. Cedric E. Short, Gretna  
 Lillian Stamm, Richmond  
 Mr. and Mrs. J. E. Sutphin, Newport  
 Mr. and Mrs. Ronald I. Tull, Annandale  
 Mr. and Mrs. J. D. Vaughan, Keysville  
 Mr. J. D. Vaughan, Jr., Keysville  
 Mr. and Mrs. W. E. Vaughan, and two  
 children, Keysville  
 Mr. Roy Wheeler, Charlottesville  
 Mr. and Mrs. Richard C. Wright,  
 Bridgewater

#### WASHINGTON—8

Mr. and Mrs. Ray S. Brock, Burbank  
 Mr. and Mrs. Bud Chapman, Seattle  
 Mr. and Mrs. Robert F. Losey, Sr. and  
 two guests, Renton

#### WEST VIRGINIA—11

Mr. and Mrs. Wilbur S. Brock, New Haven  
 Mr. Jack E. May, Fairmont  
 Mr. Jim McCutcheon, Parkersburg

## We Are Glad You All Came

The 1969 National Auctioneers Convention is now history, and I know most of you have settled down to your routine of sales and are getting your fall sales schedule in order.

All of us in the Virginia Auctioneers Association appreciate everyone that attended the convention in Roanoke and those that helped with program or any other task that you performed in making the convention a success. We send to you our thanks.

I have accepted as my goal for the coming year to get 10 new members for the NAA by convention time 1970, and I send this out to anyone who will accept it.

By working together with one common goal we can reach 3500 to 4000 members and build a new home by December 1970.

May I close by paraphrasing part of the Apostle Paul's writing. I have fought a good honest fight; I have kept faith in the auction profession. There are a lot of good sales in the future, not for me alone but for all of those who have followed the right way, have done a good job on the sales they have conducted and have kept faith in our way of life.

I hope to see all of you in Milwaukee next year, and let's set a goal of 1000 for the convention attendance.

Sincerely,

MORRIS FANNON  
 1969 Chairman  
 NAA Convention





George Shields, President of the Virginia Auctioneers Association, welcomes auctioneers and their families from 42 states and Canada to the 20th Annual National Auctioneers Association Convention.

Mr. and Mrs. Robert S. Michael and son,  
Morgantown

Mr. and Mrs. Bill Sheets, Buckhannon

Mr. and Mrs. "Rick" Woodard,  
Barboursville

#### WISCONSIN—58

Mr. and Mrs. Jim Appleman and three  
children, Cashton

Mr. and Mrs. Ronald Bodart and four  
children, Seymour

Mr. and Mrs. William Bodell, Hazel Grove

Mr. and Mrs. Robert Brandau, Wilton

Mr. and Mrs. Earl Clauer, Mineral Point

Mr. and Mrs. Joseph W. Donahoe,  
Darlington

Mr. and Mrs. Ernest Freund, Fon du lac

Mr. and Mrs. John Freund, Omro

Mr. and Mrs. Harold Gavin and daughter,  
Baraboo

Mr. and Mrs. Dean George, Evansville

Mr. and Mrs. Ray Gevelinger and four  
children, Dodgeville

Mr. and Mrs. Walter C. Heise and three  
children, Oconto

Mr. and Mrs. Arnold Kohlmetz,  
Watertown

Mr. and Mrs. Ernie Kueffner and three  
children, Hartford

Mr. and Mrs. Don Lloyd, Oshkosh

Mr. and Mrs. E. J. McNamara and two  
children, Lancaster

Mr. and Mrs. LeRoy Teske, Berlin

Mr. and Mrs. Victor V. Voight, Reedsville

Mr. and Mrs. Walter Zeck and son, Eau  
Claire

#### CANADA—5

Mr. Jason C. Gardner and two guests,  
London, Ontario

Mr. Ross H. Kemp and guest, Stratford,  
Ontario



## Pillsbury Honored For 20 Years Work

Lee Pillsbury, veteran auctioneer and member of the PAA and NAA, from Bethlehem, Pa., was awarded a plaque in honor of this 20 years of service to the Lehigh Valley Society of Auctioneers at the 20th Anniversary Dinner of the group.

Presentation was made by B. G. Coats, president of the New Jersey State Society of Auctioneers who was the featured speaker at the dinner. Also present for the affair were Charles Moyer and C. J. Leiby, Secretary and President, respectively, of the Pennsylvania Auctioneers Association.

## Tony Perlich Heads Alberta Association

Tony Perlich, Picture Butte, was elected President of the Alberta Auctioneers Association in the June Convention of that group. Named as Vice President was Roy Campbell.

Karl Jages, Stewart Morison, Les Handley and Bryan Tink were named to the Board of Directors. Edmonton was selected as the site for their 1970 Convention.





Busiest man at the Roanoke Convention was Morris Fannon, Convention Chairman. The success of the convention was aided a great deal by the support of the members of the Virginia Auctioneers Association and the leadership of Chairman Fannon.

## New Officers

Jim Messersmith, Jerome, Idaho, was elected President of the National Auctioneers Association in the Annual Business Meeting at Roanoke, Virginia, July 12. He succeeds Bob Penfield of Bowman, North Dakota. Jim has been a popular member of the NAA for many years. He previously served a three-year term on the Board of Directors from 1964 to 1967. He served as National Convention Chairman at Spokane, Wash., in 1965. Jim heads the Messersmith Auction Service, a firm that includes three other auctioneers in addition to himself. He sells once a week at a livestock auction market and has been an instructor at the Western College of Auctioneering for many years.

Dean Fleming, Atkinson, Nebraska, was elected to the office of 1st Vice President, and Grover Howell, Seagoville, Texas, was elected 2nd Vice President. Both men are well known in the auction profession as well as in the NAA.

Elected to three year terms on the Board of Directors were: Retiring President, Bob Penfield; Roy Crume, Kokomo, Indiana; W. Craig Lawing, Charlotte, N. C.; Wylie Rittenhouse, Uniontown, Pa.; and Ed Vierheller, Claremore, Okla.

Elected for a two year term to fill the vacancy left by Grover Howell, who was elected 2nd Vice President, was Phil Goldstein, of Boston, Mass.

Retiring Directors were: John L. Cummins, Cynthiana, Ky.; Ken Barnicle, Ellisville, Mo.; Paul W. Calkins, Peru, N. Y.; Russell E. Kehr, Hanover, Pa.; and Russell Kiko, Canton, Ohio.





## The Ladies Auxiliary



Virginia Brewer (right) accepts the gavel and the Presidency of the Ladies Auxiliary to the NAA from retiring President, Alma Crowell.

Dear Ladies,

It is indeed an honor to have been elected as President of your Ladies Auxiliary, and the memories of this wonderful convention in Roanoke will be with us for a long time. The Virginia auctioneers and their wives were living examples of "southern hospitality" and did their utmost to make everyone feel welcome.

I must say "thanks a million" to Velda Fannon, who was such an outstanding Convention Chairman; as well as to Jean Tull, her co-chairman. They were available 26 hours a day to take care of everyone's needs. And a special thanks to Mrs. McNeil, who so ably managed the tours for the ladies and

children—they were spiced with beauty and fun, as well as being educational, and praised by all who made them. It took all of you Virginia ladies, working together, to make this such a success, and we are very grateful.

It was wonderful to see such a large crowd at the Ladies Luncheon, and those of you who were unable to attend, missed an entertaining and interesting program. I hope next year, you will all plan to be present. The Auxiliary is a vital part of the convention, and we need each of you to become involved in order to continue planning interesting and fun things for the ladies and children.

At our Board-of-Directors meeting, we voted to donate \$100.00 to the



NAA Building Fund, and to continue our donation to the Booster page. The main object of the auxiliary is to help promote and advance the profession of auctioneering at all times and to help promote the interest of all auctioneers every way possible. Granted, we don't have earth shattering projects or business, but most of us work hand in hand with our husbands in the auction profession, and so should be vitally interested in taking an active part in this great Association together.

I invite each of you—yes, urge you—to write to the Ladies Page of the Auctioneer. We want to hear from you and are interested in what you and your families are doing. I should also like to hear from you at my home address, and will welcome your ideas and suggestions for making the Ladies Auxiliary even more effective.

We are living in such an exciting, changing time—with men walking on the moon and pictures from Mars. It is really beyond my comprehension. I understand people are making reservations to go to the moon—well—may I suggest that you ladies keep your feet on the ground and start making plans to be in Milwaukee next year. I met with the Wisconsin ladies, and found them to be extremely enthusiastic and friendly, and already making plans for us all. See you in Milwaukee next year!

Sincerely,  
VIRGINIA BREWER  
NAA Auxiliary President

◆ ◆ ◆ ◆ ◆

## Thanks!!

A most humble note of THANKS TO EVERYONE—for a most complete and wonderful convention—

for their combined efforts in having the highest number in attendance at any Auctioneers Convention—along with their nice families—some of the families being third generation! And we just re-organized some twenty years ago!

*IN UNITY THERE IS STRENGTH*

for selecting the beautiful Hotel Roanoke in the Great Smokey Mountains! The huge veranda—where Doc spent his time relaxing and visiting with everyone—as they arrived and even to the last of 'goodbys'—late Sunday afternoon!

for the thrill of being greeted by the 'Top Hat Doorman'! The few of you delayed by the fog—may have missed his greeting! Most everyone arrived in time for the Amateur Contest—just another event the Virginia Auctioneers and their wives offered—to make our visit most enjoyable.

for the delightful Auxiliary Luncheon and its program—the State of Virginia with the red felt Cardinals—the cute place cards. The beautiful center floral arrangements—used as table prizes and that went home with a number of ladies. The 'Fantasy of Paper—all so very interesting and could have gone on for hours! A special 'thank you' to June Vaughn for such a complete program—she gets the 'mostest'!

the surprise of the year—for me at least—when Velda Fannon placed the bouquet of beautiful red roses in front of me and said: "These are for, please read the card". It read—"Congratulations! Thinking of you! Ladies Auxiliary of Oklahoma." Those of you

## Thank You, Ladies!

First, thank you Ladies for my Virginia State charm for my bracelet, which I cherish very much.

The Virginia Men's association had a first for attendance but they cannot outdo the Ladies, as we also had a big FIRST in attendance this year.

For such a wonderful program and luncheon to the Virginia Ladies I again say "thank you for everything."

Margaret Berry





One of the more pleasant tasks of the NAA President is the induction of the officers of the Ladies Auxiliary. Shown with Bob Penfield, from the left: Ruth Sherlock, St. Francis, Kas.; Ann Donahoe, Darlington, Wis.; Joan Rittenhouse, Uniontown, Pa.; Virginia Brewer, Mt. Hope, Kas.; Willie Howell, Seagoville, Tex.; Jean Fleming, Atkinson, Nebr.; and Alma Crowell, Oklahoma City, Okla. Their respective offices are shown in a separate table.



attending the luncheon know how quickly I lost my composure! The tears dripped!

and for the many cherished memories in years to come—all I need do—is use my telephone with its silver receiver cover—one of those many things I didn't have—and had long admired.

Again, sincere thanks—to all the officers, directors—committee members—convention workers—everyone who contributed to such a successful 1969 Convention!

Ethelyn and Bill Boren, our guests, along with Doc and myself—thoroughly enjoyed our all too short visit with everyone and hope to see you all in Wisconsin in 1970.

Our plane trip home was delightful too.

Alma Crowell

P.S.

The beautiful red roses were carefully wrapped and fondly carried by me—on the plane—home!

## Auxiliary Is Formed By Tennessee Ladies

An Auxiliary organization was formed at the recent meeting of the Tennessee State Auctioneers Association at Gatlinburg, June 23rd, 1969. Mrs. Fred Ramsay, Madison was elected as president of the organization.

Mrs. E. B. Fulkerson, Jonesboro was elected First Vice-President, Mrs. Ralph Massengill, Morristown—Second Vice-President, and Mrs. Billy Howell, Madison—Secretary-Treasurer.

Elected to the Board of Directors were Mrs. Sam Furrow, Knoxville, Mrs. C. B. Arnette, Murfreesboro, Mrs. Burford Evans, Lawrenceburg, Mrs. C. B. McCarter, Sevierville, and Mrs. A. S. Robinson, Knoxville.

JUANITA HOWELL

## Stamp Brings \$31,000

At a recent auction of U.S. items by H. R. Harmer, Inc. in New York, the top price for a single stamp was \$31,000. The stamp was the famous 24-cent air mail invert. The purchaser was a 34-year old businessman who has been collecting since the age of 8 and always wanted to own a copy of that stamp.

To show how prices have skyrocketed, this same stamp was sold by Harmer's less than 5 years ago for exactly half of what it brought on this occasion!

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1969-1970

#### PRESIDENT:

Mrs. Dick (Virginia) Brewer  
Mt. Hope, Kansas

#### 1ST VICE PRESIDENT:

Mrs. Lyle (Irene) Erickson  
Cresco, Iowa

#### 2ND VICE PRESIDENT:

Mrs. Grover (Willie) Howell  
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#### HISTORIAN:

Mrs. Wylie (Joan) Rittenhouse  
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##### (TERMS EXPIRING 1972)

Mrs. V. K. (Alma) Crowell,  
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Mrs. Fred (Ruth) Sherlock  
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Mrs. J. W. (Ann) Donahoe  
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Mrs. Dick (Kay) Deweese  
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Mrs. Bob (Wyona) Penfield  
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Mrs. Morris (Velda) Fannon  
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Mrs. Wendell (Bernice) Ritchie  
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Mrs. Leland (Irene) Dudley  
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Mrs. Phil (Charlotte) Goldstein  
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Mrs. George (Betty) Cravens  
Williamsville, Illinois





# Pop's Ponderings

## Auctioneers' Groups Are Here To Stay

By COL. POP HESS

Again your writer has come to the time and day to start writing for the 21st year a column for this N.A.A. publication, our year running September '69 through July '70.

From all contacts I have had concerning our July Annual Convention, the auctioneers in the good old state of Virginia were great hosts, and the pages of this issue will be filled with information on the great event. The 1969 convention will no doubt go down in history as one of the very tops in attendance and progress. There is no doubt in my thinking that the entire membership will be proud of our progress, as we enter into this our twenty-first year, and of our new HOME which will stand as a shrine for Auctioneers of our Country assuring "The Auction Way of Selling" and the name of "Public Sale Auctioneer".

This name "Public Sale Auctioneer" is a highly recognized profession for those who can achieve the right to have such a motto line listed in the position you are presenting. The history books show that this art of Public Sale Auctioneer was a livelihood back as far as the Biblical days, down through all the world achievement, down through the discovery of America to this modern age where the name of "Auctioneer" is now the highest recognized of all time, and it looks now that it could be listed on the MOON. Any auction minded person who is looking for new and wider territory to serve can look at the Moon and PONDER.

While it has not been my pleasure to be so situated to attend our past conventions, it has been so inviting and through our members, and through my regular column to receive mail and be in close contact with auctioneers of many distant locations. Some very close friend-

ships have been established yet today I have not met them in person.

Way back in the early 1900's I became interested and saw the need of good state and national auctioneers associations. I saw Ohio start and disband. Also I was a member of the one-time International Auctioneers Association and saw it pass into oblivion. All went down for lack of interest. We now have in our Ohio a very strong state association that has remained solid for nearly 35 years and is still going strong. Our NAA is now in its twenty-first year and is supported by some 36 state auctioneers associations. With progress far beyond the ponderings of any ponderer this all came to pass by the auctioneers who possess open minds and recognize the value of unity.

This has been very true in all forms of businesses and professions. They received their strength when they opened their windows and viewed the world around them and what it had to offer.

At this time I want to say thanks to our NAA Board of Directors and the members of the NAA for the high honor in extending me the Degree of Honorary Life Member. This I will look upon at all times and recall the greatness of the people within the organization. The membership, framed for the occasion, will be the top star of all honors received in my work of auctioneering that are now on the walls of my workshop of pondering.

Since writing for the July issue and skipping the month of August this is the time of year I get a little careless. The weather gets hot, I let my whiskers get new roots by not shaving every day, I get into some old clothes and play in the dirt, cleaning out such places that have caught everything not used or needed. I like to



get a clean start for the fall and winter seasons. Last year I pulled this stunt and when I was about to call it done I was caught by having visitors from the state of Oklahoma, Mr. and Mrs. Clyde Jones. Mom Hess gave me the going over that I must have impressed those folks as being a member of the Sewer Gang and not a column writer for "The Auctioneer". However, the visit was a great pleasure and the Jones' are still surviving.

Now this year, July 1969, on Tuesday July 15th, two days after the close of the National Convention we decided that it was a good day to do what we were going to do in the month of May. We had had hot days, cold days and rainy days but this week it was warm and clear. I got into my dirty work duds, left my whiskers grow untouched and by mid-afternoon the job was complete. Our garage looked as clear and clean as Mom's kitchen and I assure you that it was clean and in order.

At that point I got lazy, got out the old pipe, took a good loafing chair and started to take a good rest and do some tall smoking. The phone rang, Mom answered it and in no time flat she got to me and said, "Hurry, someone from off somewhere is going to call. Hurry, get cleaned up." Well, by the time I got half way started to shave and change, in came our callers and how happy we were to see them. It was our good friends, and past president of the NAA, Col. John Overton and Mrs. Overton. They had left the convention on Sunday the 13th, took a homeward tour through Pennsylvania into Ohio, the state where they once resided and came through our town. It was a short visit but a wonderful one. They were heading for Indiana for an overnite visit with friends there, then heading home where they now reside in the state of New Mexico and have a large auction service in that area.

Col. Overton gave us a short briefing of the convention but with the 125 miles ahead of them that day, their stay was much too short. After they had left, Mom and I visited about what wonderful folks they were. But, Mom couldn't help reminding me that this was the second

time I had received callers when my appearance looked like I belonged to a Sewer Gang.

Our mail has been quite light through late June and July. Our Ohio auctioneers had an unusually busy spring and summer run this year, and many are heavily booked for the fall and winter season. We are in an area where there are three or four auction houses selling what you have about the place that is no longer needed. They seem to be well stocked each sale day. Ohio has around 1200 licensed auctioneers and within the auctioneering business there is always a sale of some kind that some one of the many public auctioneers is conducting.

However, the heavy farm, livestock and farm equipment sales are handled by less than half of these 1200. Ohio has many weekly livestock auction yards and within the state there is an average of 8 to 10 each weekday. Some of our auctioneers sell at one of these sales each day of the week.

Ohio has not yet gotten into very many Sunday auctions for which I am glad. I join with many auctioneers of the land to say Amen and hope that it can be kept that way. In my fifty years of selling I have no record of getting involved in a Sunday auction except once. We were selling building lots in a two day auction and when we ran out of bidders on Saturday evening we had a few lots left. The owners announced they would run the next afternoon. They had my services as auctioneer under contract without mention of "No Sunday sales" so I had no choice but to finish the job. I know I can raise an argument on this with many and will agree that many events of all types are held on Sunday, but I feel that every auctioneer needs to have his religious thinking revived one day a week as well as a few extra hours rest for the big day on Monday.

In Ohio as you will note we have the Knotts School of Auctioneering located at Gallipolis. This location is on the Ohio river with West Virginia on the other side. Their instructors and students are from many locations and reach well into the



# National Auction Week

An amended resolution was adopted at the recent National Convention designating a National Auction Week. Resolution reads as follows:

- 1.) Be it resolved by the National Auctioneers Association that the first week of April of each year be proclaimed as "National Auction Week" effective April 6th, 1970. Be it further resolved that should this week coincide with Easter and Holy Week, the NAA would be expected to select the preceding week or the following week.

deep south according to notes and letters I receive. Recently I received a letter from one of their instructors and a busy auctioneer, Col. Bill S. Brown of New Marshfield, Ohio. He operates as Brown Auction Service and is also president of the Knotts School Alumni Association, made up of students of the school during the past ten years. They hold their convention each year at the school located in the famous Lafayette Hotel Building in Gallipolis. This event will be held next October 12th and anyone interested in auctioneering is welcome to attend by reservation in advance.

They have extended to Mrs. Hess and myself a special invitation to attend and asked that I give them a speech, "Direct from the Horses Mouth". Our granddaughter was visiting us at that time, and her question was what kind of a horse does grandpop pretend to be? Mom Hess told her that sometimes he reminded her of a horse pattern in make up but of the strain that are not called horses. They have long ears and bray. At this point I filed the letter for future reference. At this time we are not sure we can make this event as our health is not too good at this time and we have cut out long distance trips. If I am not able I have a side kick that fills in for me, Col. Don Fisher of Delaware, Ohio. He is well trained in public appearances. As to the "Horses Mouth" his make up is quite drafty and close to the ground and his ears are short. I do not recall of hearing him bray. He has background and experience of an auctioneer and for several years was secretary of the Ohio Auctioneers Association. He is now County Commissioner and has been a real estate broker and appraiser for many years.

As we start a new season, until next convention time, your writer will keep pondering with personal appearances at my home. The latch string is yours to pull and walk in. I will plan to keep my whiskers well shaved and stay off the Sewer Gang. Our home is easy to find on the south edge of town. Anyone can direct you to our Logan County Fairgrounds and we are just two blocks south, 401 Ontario Avenue. One of our callers found the fairgrounds but got confused in finding Ontario Avenue. He asked some small boys if they knew where Pop Hess lived, they looked at each other and one of the bunch remarked that he must be the old sour puss who chased them out of his yard when we ran through his flowers. Come, see, I am not too often sour. These boys were playing leap frog and seeing who could jump over one of my choice flower beds one missed and left the blue print of his behind in the center. For a minute I forgot I was once a boy myself.

From this date on I will ponder for the October issue and until then, Best Wishes to all.

## My Apologies To:

Col. and Mrs. Lou Stambler, of Hawaii.

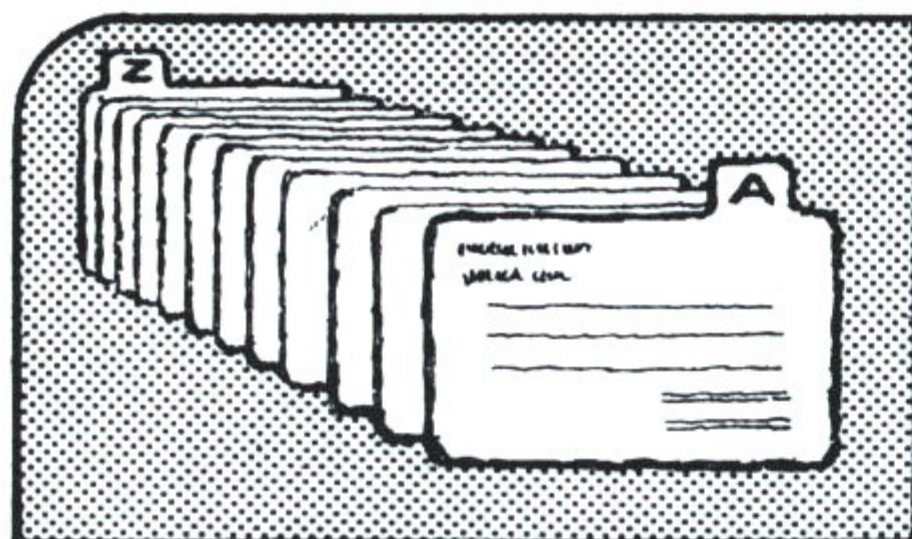
They have always been so thoughtful in providing bouquets, boutonniers and especially orchids, from their state, at our National Convention. This year they were not publicly thanked for this gesture and I'd like to take this means of doing so.

## And To The Fun Auction Committee:

I forgot, at the final Banquet, to make an exact report of the Fun Auction. It netted \$2,078.50, a new record. My thanks to Cols. Russell Kehr, Jim Vaughn, Haywood Darnell and John Cook for a well conducted Auction.

BOB PENFIELD





# Membership

*Memberships processed June 16 through August 15, 1969:*

- Nelson Mewes, Illinois  
 S. J. Frey, Oregon  
 John G. Beswick, New York  
 \*Claude Harmon, Illinois  
 Larry Schrader, North Dakota  
 Lester Senty, Wisconsin  
 Charles Bennett, Missouri  
 Arthur D. Cawthon, Illinois  
 Leonard Ewing, West Virginia  
 Norman Chagnon, Massachusetts  
 David Stenberg, South Dakota  
 James Sykora, Michigan  
 \*Elbert C. Frazee, Indiana  
 R. E. Gurnee, West Virginia  
 William Miles, Minnesota  
 \*Peter Stimson, New Hampshire  
 Harold Corderman, New York  
 James Seastrunk, Arkansas  
 Earl W. Whitehurst, Kansas  
 Francis Chromy, North Dakota  
 Kenneth McGrew, Maryland  
 \*Don Carey, Minnesota  
 Robert Steffes, North Dakota  
 Paul Robbins, Arkansas  
 Clay Moore, Tennessee  
 Ray Webster, Alabama  
 Nino Damilano, Illinois  
 Joseph Barnett, Ohio  
 \*Robert McIntyre, Michigan  
 Paul Moore, Florida  
 C. A. Cofer, Kansas  
 Earl Youngren, New Mexico  
 Eugene Kirsch, Arkansas  
 Warren Waldrep, Georgia  
 \*Rick Sabo, Georgia  
 \*John Spahn, Minnesota  
 Lewis Trimble, California  
 \*M. J. Henry, Minnesota  
 \*Wayne Pike, Minnesota  
 \*Wayne Ediger, Minnesota  
 Arthur Hooyman, Wisconsin  
 Tom Deaton, Ohio  
 B. W. Jett, Texas  
 Harry Strauss, New Jersey  
 William Vosburgh, Jr., New York  
 \*James Rolf Guler, Illinois  
 \*Holland Wheeler, Georgia  
 Laurence Feduccia, Louisiana  
 \*Ralph Zettlemoyer, Pennsylvania  
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 Elmer O. Kist, Pennsylvania  
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 Lee Pillsbury, Pennsylvania  
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 \*Lewis A. Pillsbury, Pennsylvania  
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 William L. Doyle, Pennsylvania  
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 John L. Hendricks, Pennsylvania  
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 Mark W. Kistler, Pennsylvania  
 C. J. Leiby, Pennsylvania  
 M. Manto, Pennsylvania  
 Daniel S. Miller, Pennsylvania  
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 Charles L. Moyer, Pennsylvania  
 John Morykan, Jr., Pennsylvania  
 \*John L. Pinelli, New Jersey  
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 L. M. F. Hooker, Pennsylvania  
 George Deibert, Pennsylvania  
 \*Larry Long, Pennsylvania  
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 Kenneth Upperman, Pennsylvania  
 Russell Kehr, Pennsylvania  
 Marvin Adams, Pennsylvania  
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 Charles Roan, Pennsylvania  
 Chuck McGarvey, Pennsylvania  
 Roy Ebersole, Pennsylvania  
 John Ensminger, Pennsylvania  
 Henry Brooks, Pennsylvania  
 R. B. Chaffee, Pennsylvania  
 Q. R. Chaffee, Pennsylvania  
 William Cook, Pennsylvania  
 Eugene A. Derr, Pennsylvania  
 Lloyd Force, Pennsylvania



Max Fraley, Pennsylvania  
 Vern Cotton, Pennsylvania  
 Wayne Posten, Pennsylvania  
 Howard Robertson, Pennsylvania  
 Jake Spencer, Pennsylvania  
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 Douglas Bacon, Pennsylvania  
 Bernard Bartikowsky, Pennsylvania  
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 Quentin Canon, Pennsylvania  
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 Robert Reimold, Pennsylvania  
 \*Ira Husk, Pennsylvania  
 \*W. D. Phillips, Pennsylvania  
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 \*James Clayton, Pennsylvania  
 \*David Wachs, Pennsylvania  
 Hubert Post, Pennsylvania  
 Pete Stewart, Pennsylvania  
 Michael Hamm, Pennsylvania  
 William Barton, Pennsylvania  
 Sherman Hostetter, Pennsylvania  
 Michael Quinn, Pennsylvania  
 Michael Schnitski, Pennsylvania  
 Sam Lyons, Pennsylvania  
 Homer Sparks, Pennsylvania  
 Frank Heinen, Pennsylvania  
 Leo Jesion, Pennsylvania  
 Larry Reed, Pennsylvania  
 Roy Fair, Pennsylvania  
 Wylie Rittenhouse, Pennsylvania  
 George K. Burrows, Pennsylvania  
 \*Ed J. Knoll, Pennsylvania  
 Clarence Huber, Pennsylvania  
 Allen Jones, Pennsylvania  
 \*Ron Ploeg, Washington  
 Larry White, Ohio  
 \*Harold C. Lacy, Washington  
 \*Douglas C. Schuur, Michigan  
 George Van Deree, New Jersey  
 Elmer Haggadone, California  
 F. C. Selover, New Jersey  
 J. Martin Haywood, North Carolina  
 Ray E. Wright, Kentucky  
 Joseph Dugan, Sr., Wisconsin  
 John Appleman, Wisconsin  
 Neil Nelson, Wisconsin

James O'Brien, Wisconsin  
 Pat O'Brien, Wisconsin  
 John Paffel, Wisconsin  
 Gerald Pearson, Wisconsin  
 \*Jacob Posthuma, Wisconsin  
 \*Lloyd Riek, Wisconsin  
 Eldon Schraepfer, Wisconsin  
 Russell Schroeder, Wisconsin  
 John Spies, Wisconsin  
 A. L. Splettstozer, Wisconsin  
 Keith Stroud, Wisconsin  
 Clarence Sturgul, Wisconsin  
 Julius Temkin, Wisconsin  
 LeRoy Teske, Wisconsin  
 Victor Voight, Wisconsin  
 Gerald Wilkinson, Wisconsin  
 Walter Zeck, Wisconsin  
 William Bodell, Wisconsin  
 Robert Brandau, Wisconsin  
 Lester Bue, Wisconsin  
 Norm Christianson, Wisconsin  
 Earl Clauer, Wisconsin  
 Paul Conrad, Wisconsin  
 \*Riley Cummings, Wisconsin  
 \*Merton Dobberke, Wisconsin  
 Art Doede, Wisconsin  
 Joe Donahoe, Wisconsin  
 James Esch, Wisconsin  
 Charles Fandrich, Wisconsin  
 George Felton, Wisconsin  
 Ernest Freund, Wisconsin  
 Richard Freund, Wisconsin  
 Ray Gevelinger, Wisconsin  
 Harold Gavin, Wisconsin  
 James Gavin, Wisconsin  
 Dean George, Wisconsin  
 \*Paul George, Wisconsin  
 Joe Greene, Wisconsin  
 Damon Hamilton, Wisconsin  
 Jim Heike, Wisconsin  
 Wayne Huntzicker, Wisconsin  
 Bill Jones, Wisconsin  
 Peter Knaup, Wisconsin  
 Foy Kneisel, Wisconsin  
 Arnold Kohlmetz, Wisconsin  
 \*Wilbur Kuecker, Wisconsin  
 \*Ernie Kueffner, Jr., Wisconsin  
 Ernie Kueffner, Sr., Wisconsin  
 Gary Liebau, Wisconsin  
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# Milwaukee In 1970

Milwaukee, Wisconsin, has been selected as the site of the 1970 National Auctioneers Association Convention. The dates for the Twenty-first Annual Convention of the NAA will be July 30, 31 and August 1. Headquarters for next year's Convention will be the beautiful Pfister Hotel located in the heart of the city with a lovely view of Lake Michigan.

---

\*Denny Mayo, Nebraska  
Clair Kearns, Pennsylvania  
Charles Hunter, Ohio  
E. Brooks Harris, North Carolina  
Mike Coolidge, Montana  
Gene Gabel, Montana  
Roy L. Slayton, Missouri  
Steve Mandeville, Montana  
Bill Sweeney, Illinois  
Charles J. Hinton, Tennessee

\*Thomas Fleming, Maryland  
F. E. Springer, Oklahoma  
Armon H. Wolff, North Dakota

\*D. Frank Crim, Virginia  
Gary Alexander, Michigan  
Charles Jordan, Virginia  
Ervin Cripps, Arkansas  
Roy Boyer, Jr., Nebraska  
Robert Arnold, Mississippi  
Marion Stickle, New Jersey

\*Paul S. Hilton, Virginia  
James Stickle, New Jersey  
Jim Walker, Nebraska  
Avery Forke, Nebraska  
Don Forke, Nebraska  
Marvin Spitsnogle, Nebraska  
Roy Abbey, New York  
Lavern Scarbough, Nebraska  
Ronald Bodart, Wisconsin  
V. R. Shimerka, Nebraska  
Charles Corkle, Nebraska  
Gill White, Arizona  
Fritz Engel, Nebraska  
Ray Flanagan, Nebraska  
Joe P. McGill, Nebraska  
Rod Gillespie, Nebraska  
Henry Neuhaus, Nebraska

\*Bill Hodgins, Saskatchewan  
Ward Reisman, Nebraska  
Robert Vaughan, Kansas  
Ralph Kuhr, Nebraska  
Rex Anderson, Nebraska  
Harold Siegel, Nebraska  
C. E. McClurg, Nebraska  
William Wirges, Nebraska  
Herman Rabe, Kansas

\*Ray King, Jr., Arkansas

Bill Massey, Arkansas  
Dewayne Moses, Texas  
Dick Watson, Texas  
Tom Flesher, Indiana  
Wilbur Jacobs, Ohio  
Jack White, Missouri  
William Blank, Nebraska  
Dean Cates, Missouri

\*Orren J. Brittingham, Maryland  
C. P. Lunt, New York

\*Rodney Woods, West Virginia  
Daniel F. Dhein, Wisconsin  
Vance Dunivan, Nebraska

\*William Bozarth, Virginia  
A. L. Mathis, Nebraska  
Irvin Salzer, South Dakota

\*Jim Howard, Oklahoma  
Jim Hamilton, Georgia

\*Murray Spinner, California  
Mike Modica, Illinois  
John Modica, Illinois  
R. L. Reppert, Indiana  
James Buckley, Indiana  
Randy McCoy, Louisiana  
George Wittstadt, Maryland  
Homer Snyder, Maryland

\*Brent Wilber, Michigan  
Frank Gates, Michigan  
Bob Koty, New Jersey

\*Jim Adriance, New York  
Alfred Zogg, Jr., New York

\*Bobby Mendenhall III, North Carolina  
Kenneth Teague, North Carolina  
G. T. Gilbert, North Carolina

\*Richard Saunders, North Dakota  
Homer Pollock, Ohio

Lee Hickman, Oklahoma

\*Charles Jessee, Tennessee

\*John Blalock, Tennessee

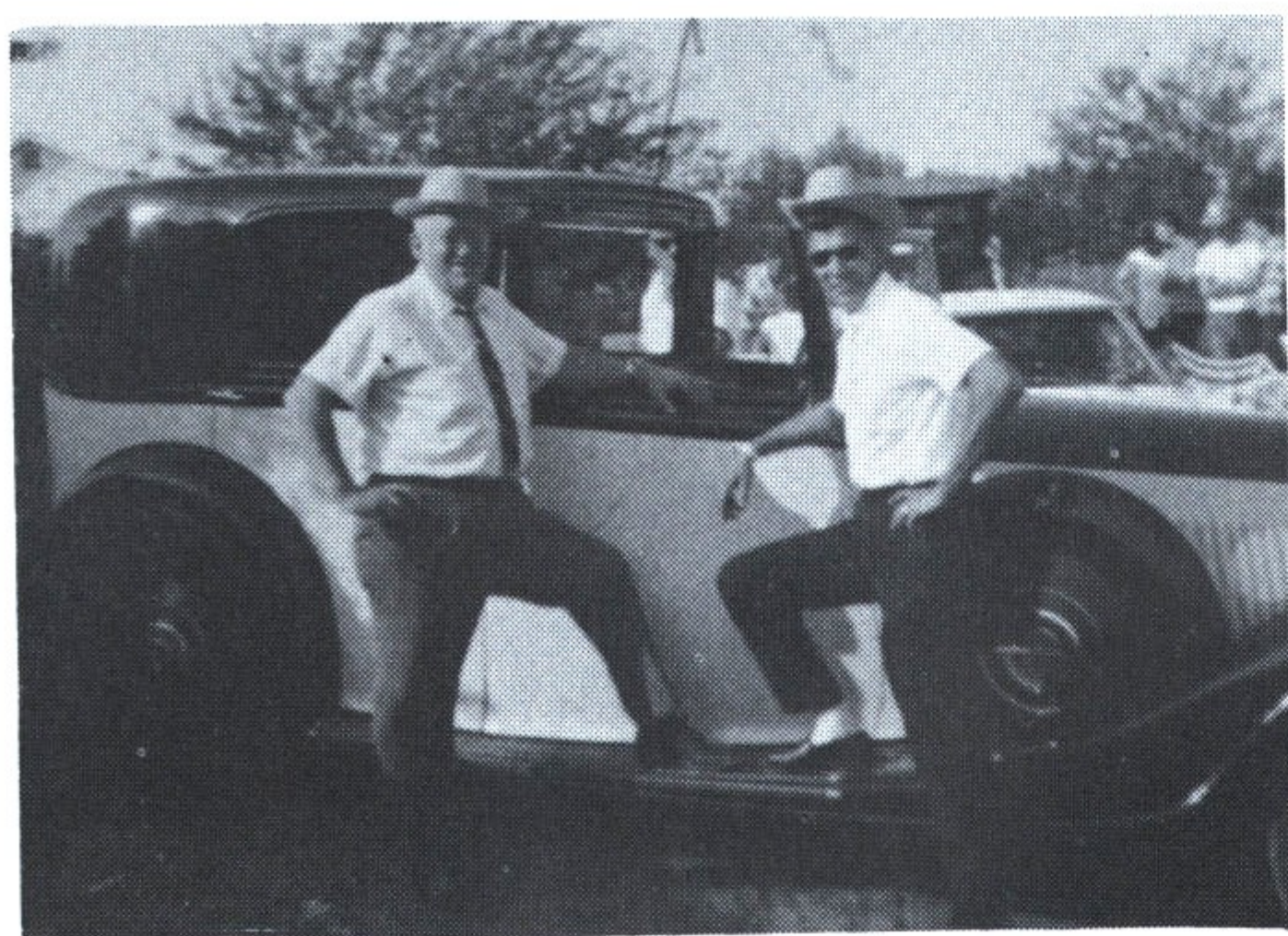
\*Orville Hudson, Texas  
Morris Fannon, Virginia  
Jack May, West Virginia

\*J. W. Johnson, Virginia  
Pete Smythe, Colorado  
Fred Baldwin, Colorado



Wilber Brock, West Virginia  
 \*Don Cox, North Carolina  
 \*A. C. Echols, Jr., Virginia  
 \*John B. Cook, Virginia  
 \*Donald Courtney, Ohio  
 Raymond Allen, New York  
 Robert Payne, New Mexico  
 R. F. Plate, Nebraska  
 Robert Gerhart, Michigan  
 Leo Rychecky, Nebraska  
 Stanley Sexton, Nebraska  
 Joe Atchley, Oklahoma  
 W. V. Emrich, Nebraska  
 Vance J. Vantassell, California  
 Robin Marshall, Nebraska  
 Don Strotheide, Nebraska  
 George Warren, Kansas  
 Art Albaugh, Ohio  
 \*Cecil Jennings, Virginia  
 \*C. F. Robinson, Tennessee  
 Jim Richards, Oklahoma  
 Dale Nelson, Nebraska  
 Alvin Willis, Arkansas  
 W. R. Walters, Kentucky  
 Harold Richmond, Kentucky  
 J. C. Kornbrust, Illinois  
 John O'Fallon, Illinois  
 Robert Godshall, Pennsylvania  
 Clay C. Hess, Pennsylvania  
 Wilbur Hosler, Pennsylvania  
 W. Harlan Gundy, Pennsylvania  
 J. Omar Landis, Pennsylvania  
 Henry H. Leid, Pennsylvania  
 John H. Fry, Pennsylvania  
 Paul Z. Martin, Pennsylvania

Robert E. Martin, Pennsylvania  
 Vernon R. Martin, Pennsylvania  
 Kenneth E. Miller, Pennsylvania  
 Richard J. Moyer, Pennsylvania  
 Elmer M. Murry, Pennsylvania  
 Harold Shaffner, Pennsylvania  
 Alexander Smith, Pennsylvania  
 William Guthrie, Pennsylvania  
 Frank L. Steller, Pennsylvania  
 Lester O. Weaver, Pennsylvania  
 Clyde Wolgemuth, Pennsylvania  
 Jim Boswell, Pennsylvania  
 \*John F. Dettra, Pennsylvania  
 \*David Emery, Pennsylvania  
 R. A. Mader, Wyoming  
 H. Earl Wright, Ohio  
 J. L. Pinckney, South Carolina  
 Wayne Wonnacott, Michigan  
 Hank Summers, Washington  
 Gordon Bauer, Illinois  
 Elmer Galusha, Nebraska  
 Harry Galusha, Nebraska  
 George Pigue, California  
 \*Oliver Chase, Massachusetts  
 Hubert Brill, Arkansas  
 William Maloney, New York  
 Donald Maloney, New York  
 Doyle Dawson, Nebraska  
 Fred Schneider, Illinois  
 Gordon Ewin, Nebraska  
 \*W. C. Smith, South Carolina  
 Herbert Butterbaugh, Missouri  
 \*Rodney Dollars, Missouri  
 \*John Milnes, Missouri  
 \*Jack Fritts, Missouri



Harry W. Kerns (left), NAA member from Urbana, Ohio, stands beside one of the automobiles sold in the annual antique car sale which he has conducted for several years, while another of really vintage rests on a trailer that transported it to the sale.

Col. Kerns recently conducted a sale of the antiques formerly housed in the Clifton Inn. This auction was held at the Mercantile Building at the Clark County Fairgrounds in Springfield, Ohio. A large crowd turned out for this unusual auction where items included a rocking horse, cherry banquet tables, in fact the local newspaper described the offering as containing everything from gigantic carven wardrobes to fragile saucers.



\*William Milnes, Missouri  
 \*Roy Georgia, Oklahoma  
 Eugene Hopper, California  
 Robert Michael, West Virginia  
 Virgil Scarbrough, Illinois  
 \*Lensie Beck, Missouri  
 J. O. Sowers, Kansas  
 Bud Butts, Kansas  
 \*L. R. Spratt, New York  
 Wendell Phillips, Georgia  
 \*Robert C. Burkheimer, Maryland  
 \*Bill Wade, Texas  
 \*Jack Sales, Texas  
 S. E. Gelvin, Mississippi  
 \*Bill Myers, Idaho  
 T. J. Offutt, Arkansas  
 Harvey Van Dam, Michigan  
 John Stivers, Nebraska  
 Lee Lewis, Missouri  
 Ralph Masengill, Tennessee  
 E. H. Lawson, Tennessee  
 E. B. Fulkerson, Tennessee  
 Buford Evans, Tennessee  
 Ben Gary, Tennessee  
 Bob Douglas, Tennessee  
 \*Hazel Phillips, Tennessee  
 A. A. Robinson, Tennessee  
 Wayne Holly, Tennessee  
 William C. Jones, Tennessee  
 James Richardson, Tennessee  
 J. H. Furrow, Tennessee  
 Beeler Thompson, Tennessee  
 Cecil Hurst, Tennessee  
 Hoyt Walker, Tennessee  
 Ernest D. Hill, Tennessee  
 C. B. Arnette, Tennessee  
 Jim Stevens, Tennessee  
 Harold Gilliland, Tennessee  
 \*Charles Cherritze, Tennessee  
 Billy H. Howell, Tennessee  
 Hugh Howell, Jr., Tennessee  
 C. B. McCarter, Tennessee  
 Dewey Hurley, Tennessee  
 John F. McLean, Tennessee  
 Sammy J. Furrow, Tennessee  
 Fred McCarter, Tennessee  
 Frank L. Walden, Tennessee  
 H. C. Jessee, Tennessee  
 C. O. Rainwater, Tennessee  
 Larry R. Anderson, Tennessee  
 Floyd T. Maden, Tennessee  
 Fred R. Hobbs, Tennessee  
 J. Robert Hood, Tennessee  
 William A. Parks, Jr., Tennessee  
 Ben Lewis, Tennessee  
 John Paul Lewis, Tennessee

Darrell Murray, Tennessee  
 Robert T. Harvey, Jr., Tennessee  
 Howard Phillips, Tennessee  
 Bob Winton, Tennessee  
 Delmus Trent, Tennessee  
 Billy Hobbs, Tennessee  
 Carl Hobbs, Tennessee  
 Roy Douglas Hobbs, Tennessee  
 J. B. Woodin, Tennessee  
 Rubert Ainley, Tennessee  
 Albert J. Durham, Tennessee  
 William E. Lynch, Tennessee  
 Haskell Ayers, Tennessee  
 Bill Collier, Tennessee  
 Jerry Kiddy, Tennessee  
 Jerry Cash, Tennessee  
 James C. Durham, Tennessee  
 Oliver A. Smith, Jr., Tennessee  
 Bryan Swilley, Tennessee  
 Therman L. Oakley, Tennessee  
 Myers E. Brown, Tennessee  
 Duane V. Wilder, Tennessee  
 Robert L. Simpson, Tennessee  
 Max Puckett, Tennessee  
 Fulton Beasley, Tennessee  
 Guy Kelley, Tennessee  
 James McCutcheon, West Virginia  
 Hugh Campbell, Missouri  
 Orville Lage, Nebraska  
 Albert Rankin, Ohio  
 F. B. Gorrell, Ohio  
 Lloyd Hill, Missouri  
 Frank Pelate, Illinois  
 George Cravens, Illinois  
 Keith Reid, Illinois  
 Robert Pasnokot, Illinois  
 Harold Hilliard, Illinois  
 Donald Kent, New York  
 Richard Bronstein, New York  
 \*Otto Williams, New York  
 R. E. "Bob" Stanley, California  
 Eugene Ridenour, Ohio  
 Raymond Kreves, Ohio  
 Harry Kerns, Ohio  
 Chuck Jacobs, South Dakota  
 Paul Hickok, South Dakota  
 S. G. Meyer, South Dakota  
 J. P. King, Alabama  
 Norman Levy, Michigan  
 Forest Witthar, Oregon  
 Bill Sheets, West Virginia  
 Kenneth Snider, Indiana  
 J. W. Shapley, Indiana  
 J. Kent Pfaff, North Carolina  
 James Rodgers, Massachusetts  
 Harvey W. Lee, New Jersey



Edward Duren, Idaho  
 Victor Bagley, Jr., Missouri  
 Buster Hewkin, Missouri  
 Joe Robinson, Nebraska  
 Max Bixler, Oklahoma  
 Albert Camire, Jr., Oklahoma  
 H. H. Chambers, Virginia  
 Guy Sparks, Oregon  
 Dick Payne, South Dakota  
 Raymond Goetsch, Oklahoma  
 Jerry Kudlac, Oklahoma  
 Michael Gordon, Illinois  
 \*Clair L. Martin, Maryland  
 Donald Mox, Ohio  
 Galen Toms, Michigan  
 Al Gay, Washington  
 Patricia Smalley, Massachusetts  
 Ray Miskimon, Illinois  
 Ralph Zimmerman, Maryland  
 Sigmund Shore, Illinois

Paul Robinson, Ohio  
 Richard Wengroth, New York  
 Earl Bliss, Illinois  
 Edward King, Ohio  
 Carson Fast, Ohio  
 Charles Furr, Virginia  
 William Kent, New York  
 Barr Harris, Maryland  
 Jim Hill, Florida  
 Robert Cudd, Minnesota  
 Norman Kirkbride, New Jersey  
 Ray Brooks III, New Jersey  
 Larry Gonser, Michigan  
 George Nichols, New York  
 G. H. Shaw, Louisiana  
 Claude Elkins, Ohio  
 Max Loucks, Indiana  
 Burnell Erickson, Wisconsin  
 Ervin Stewart, Wisconsin  
 Thomas Baker, Wisconsin

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 H. V. Schwalbe, Louisiana  
 Bill McNamee, Ohio  
 John W. Doane, Indiana  
 Lester Johnson, Michigan  
 Philip Costin, Florida  
 Harold Henson, West Virginia  
 Frank Quillen, Delaware  
 Glen Jones, Oklahoma  
 W. Craig Lawing, North Carolina  
 Larry Dealey, Ohio  
 Forest Boling, Indiana  
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 B. C. Mitchell, California  
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 Earl Pigg, Indiana  
 Thomas Taylor, Ohio  
 Van L. Smith, Ohio  
 \*Carl W. Adams, Arkansas  
 Frank Bass, Montana  
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 Charles G. Webb, Tennessee  
 R. P. "Bob" Keller, Tennessee  
 John "Skeets" Eskridge, Tennessee  
 Johnny Holland, Tennessee  
 Bill Jackson, Tennessee  
 L. Clyde White, Tennessee  
 Herbert Vaughan, Tennessee  
 Richard Bethea, Tennessee  
 Sidney Simpson, Tennessee  
 O. V. Brent, Tennessee  
 Eugene Hargis, Tennessee  
 \*J. R. "Dick" Freeman, Tennessee  
 Robert Freeman, Tennessee  
 William Suddarth, Tennessee  
 J. Newt Billings, Tennessee  
 Clive Anderson, Jr., Tennessee  
 Ottis Kemp, Tennessee  
 Jerry Johnson, Tennessee  
 Clive Anderson, Sr., Tennessee  
 Gale Copeland, Tennessee  
 Dan Danner, Illinois  
 Dale Danner, Illinois  
 \*Tim Danner, Illinois  
 John Overton, New Mexico

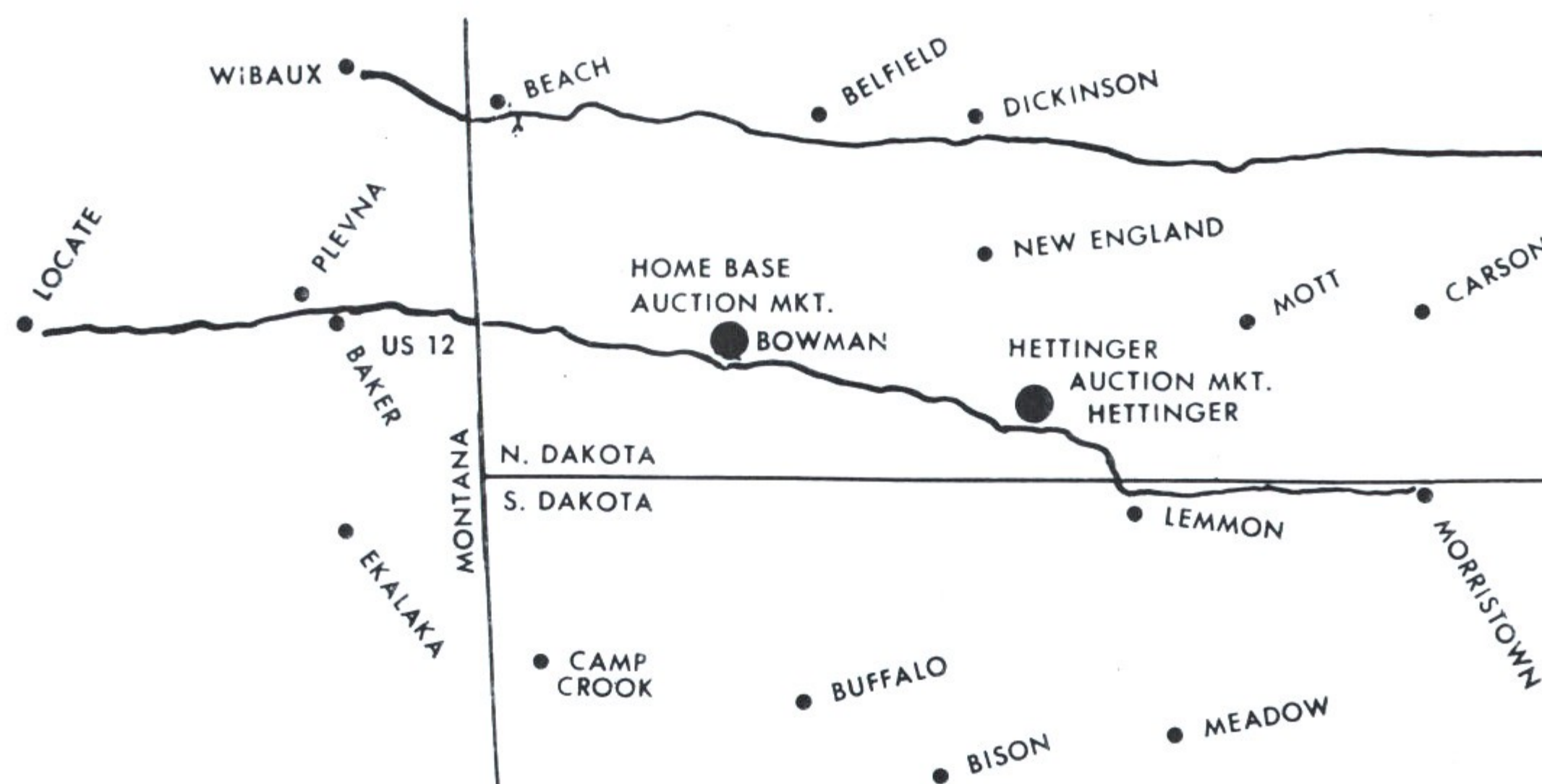
Joe Mueller, New Mexico  
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 John W. Corrigan, Illinois  
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 Clay Powell, Oklahoma  
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 Charles Clements, Tennessee  
 Dave Patterson, Tennessee  
 Joe Hawkins, Tennessee  
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 Waylan Dean, Tennessee  
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\*Denotes New Member

## In Appreciation

After arriving home from Virginia, I have many mixed feelings. One, was the past memories of which there were many, another was the wonderful treatment received from the Virginia Association. Still another being the Home for the auctioneers becoming a reality as that was one dream Tom had, and now it is on the way.

The last and most important and greatest thing that has happened in my lifetime was to be honored, and to accept the Citation given to Tom.

Because it is also the greatest dream in my life to see the National Auctioneers Association advance every year let me inject just one thought which is all my own. Please, for the good of the Association, let us go along and mend the fences that need mending, because that is the only way that the National Association can advance in membership as it has.

I would like to thank everyone that has made the 1969 Convention, such a Great Memory to me. God willing I hope to see a great advance in membership in 1970. Memories are great things, but great advances in the future are realities and in this day and age it is very important to go forward in reality.

Again, let me thank everyone from the bottom of my heart for remembering.

Margaret Berry



# "A Challenge Renewed - And Accepted !!!"

(President's Address, 1969 National Convention)

Mr. Convention Chairman, Fellow Auctioneers, wives and friends. It is certainly a pleasure for me to greet this large group on the first day of our 1969 convention. We have broken all records for a first night last night and again for a first day registration we have broken all records with well over 450 people registered at this time. My personal thanks to each of you that are in attendance now for making this so.

At this time I would also like to publicly thank our Convention Chairman Morris Fannon and our host state for putting together a program that would attract this number of people from so many states.

Just one year ago today your president Colonel Horst announced that the building fund had about \$2500 in it. Maybe 200 or 300 people were involved.

Three days later when I had been honored with the highest office that a man in this profession can hold, another 4,000 had been raised and several hundred more people were involved.

At that time I renewed the challenge to our members of making our association bigger and better through more and closer fellowship and through making our National Auctioneers Association headquarters a reality.

Truly today I can say that you have accepted that challenge. We now have well over \$10,000 in our building fund and hundreds of people interested.

Several positive steps have been taken by your board to better serve our members. Of utmost importance, we are now the owners of a nice building site at 72nd and "O" streets in Lincoln.

Several plans of action are in the mill to provide more and better services to our members. You'll hear more about them as the convention progresses.

As you know, this is our 20th year of steady and sure growth in the NAA. The one big goal that we set for ourselves just a few years ago is now almost a reality. The next 10 years will see many things happen in our profession. Our new national headquarters building will certainly lend an atmosphere of professionalism to our office.

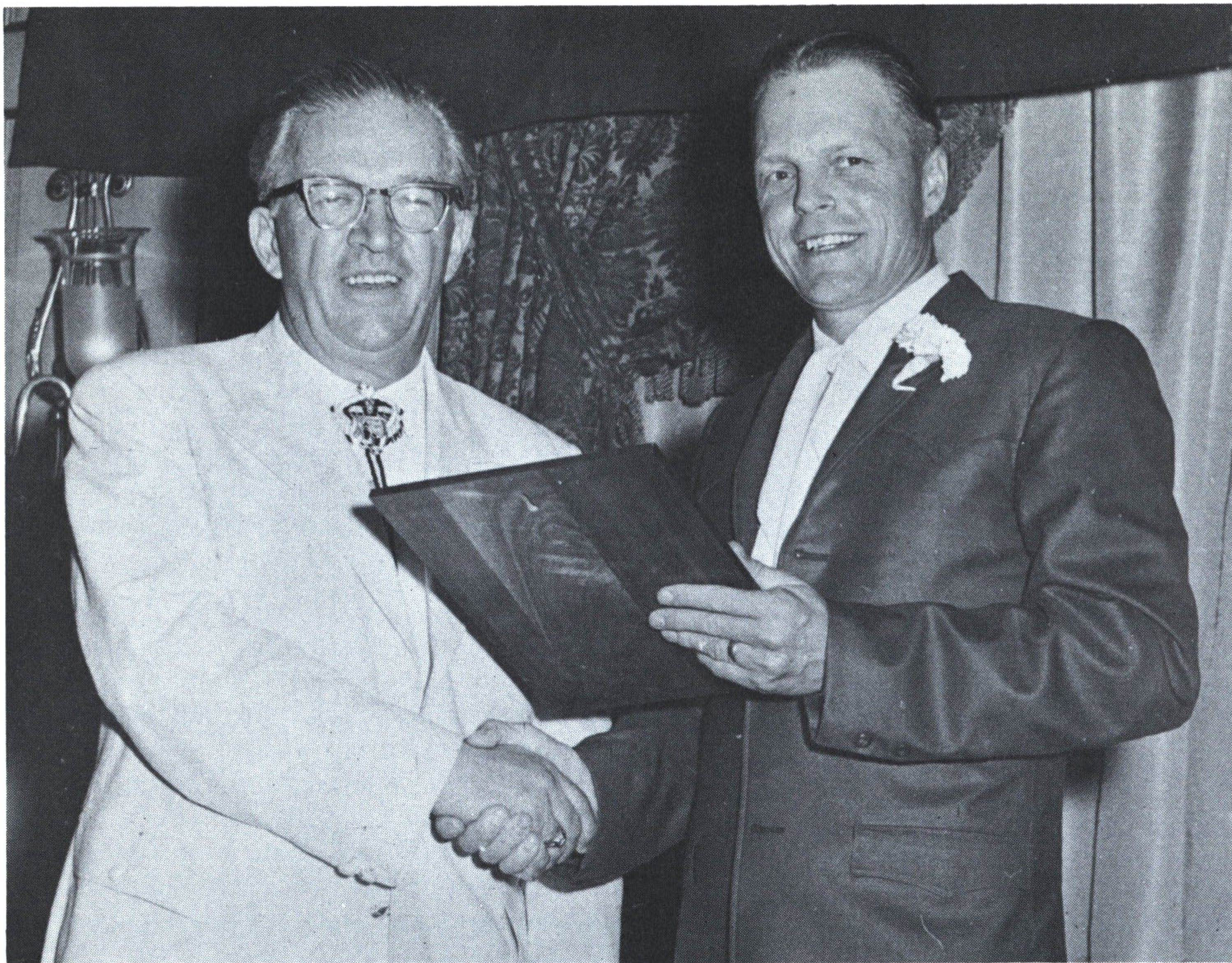
Professionalism and specialization are going to be the keynote of the 70's and the NAA, your state organization and the auction colleges are already leading the way. The NAA can and does provide the guidelines for growth along more professional lines. Your home State Auctioneers Association is on the ground floor where they can apply these new ideas and make them available to those who want and need them.

And of course our auction schools fit into this program and trend very well, as they have the knowledge and ability to teach that many of our top professional men have.

In talking about our state associations, I'd like to say without a qualification that every one of the dozen or so states that it was my privilege to visit have rolled out the "red carpet". We were certainly treated like royalty everywhere, and we do have a good many excellent state organizations, I'm sure we could all make them a little better by our attendance and support, both financially and morally.

The late president Teddy Roosevelt, who ranched in North Dakota, said in one of his addresses, "Every man owes a part of his time and money to the business or profession in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions in his sphere." Let us all heed the advice of this great man.





**"Auctioneering's Highest Award", one of the highlights of our Annual Convention, takes place during the festivities of our Grand Banquet on Saturday evening. Recipients are selected a year in advance by the Board of Directors. This year, Fred Ramsay, Madison, Tenn., and John A. Overton,**

Again, it has been a very distinct pleasure and high honor to serve as your president for the past year, and I have each and every one of you here and all of our members to thank for this wonderful support. Thank you!

**BOB PENFIELD**

## **Ohio Summer Meeting Attracts 82 People**

Ohio Auctioneers held their Summer Meeting at Imperial South, at Dayton June 14-15. Homer Bacon and his Country Band furnished music on Saturday evening, followed by a snack bar and a period of socializing.

The following morning, the Ladies Auxiliary furnished coffee and rolls be-

fore the business session which opened at 10:30 A.M. The names of 48 new members were read and Gene Slagle inducted those present into the organization.

A discussion took place concerning withholding and social security for apprentices, paid on a commission basis. The Ohio Association of Realtors uses a contract that puts a salesman on an independent contractor basis, eliminating the need for withholding the above. It was the consensus of opinion that this plan can be used by auctioneers as well.

Dave Kessler explained the Bulk Sales Law and the liability of the auctioneer arising from it. He explained the forms he had prepared, which, if properly used, would relieve the auctioneer.

Noon luncheon was served to 82 persons. Harvey C. Hahn, a speaker furnished





Albuquerque, N. M., were the honorees. Plaques were presented by President Bob Penfield. Inscribed on the plaques, "In appreciation to the profession of auctioneering and to the National Auctioneers Association.", along with the recipients name and date of the award.

by General Motors, addressed the group, his subject being, "The American Way." From the applause, his remarks were well received.

Dick Babb chaired a question and answer panel to complete the day. Many interesting matters were brought out in this discussion, illustrating the importance of belonging to the association and attending the meetings.

NEWT DILGARD

## Bob Askew Will Head Texas Auctioneers

Members of the Texas Auctioneers Association held one of their most enjoyable conventions at Lubbock, in June. Several interesting and inspiring speakers were heard. Included were Clyde Jones,

Alva, Okla., who spoke on Real Estate Auctions, and John Overton, Albuquerque, N. M., who spoke on Auction House Management Practices.

Bob Askew, Houston, was elected President for the coming year. Henry Storey, Brownwood, was elected 1st Vice President and Howard Adams, Corpus Christi, was elected 2nd Vice President. Mike Morrow, San Antonio, was named Secretary-Treasurer.

Grover Howell, Seagoville; James Davis, Nacogdoches; and Dub Bryant, Big Spring, were elected to three year terms on the Board of Directors. Dwayne Moses, Ralls; and Ed Broline, San Antonio, were elected to one year terms.

Corpus Christi was selected as the site for the 1970 Convention with the dates of June 5-6 being chosen.

MIKE MORROW



# Growth For Progress

by GROVER HOWELL  
Chairman Fund Raising Committee

July 9th, 10th and 11th will be days long to remember by all who attended the 20th Anniversary of our National Auctioneers Association.

We have grown and developed far beyond any expectation of any of the founders of our association. They could see that it was good to get together once each year to exchange ideas and enjoy the company of their fellow auctioneers. This has grown into a very wonderful thing when nearly 700 can meet and have this experience as we celebrated our 20th Anniversary at Roanoke, Virginia. You could feel the warmth and personal feeling each had for each other.

Some men spend a life time working and searching for some thing to gain personal satisfaction from. I could quote quite a few examples; one in particular. Forty-seven years ago a very strong dynamic young President of the Chase Manhattan Bank was reported worth approximately 27 million; today after 47 years you may ask anyone in the Bank about this man they would ask who you were talking about, net result not much of this man remained in the hearts and minds of his associates, community and nation. The thought I have is after all the wealth of Mr. John McHugh when he passed away he had nothing left. I have a very strong hope each of you will share a belief with me that each of us are very wealthy with our friends, associates and things we accomplished working together.

A very exciting plan was revealed about two years ago; a hope—a dream of many—to build a national headquarters dedicated for all auctioneers past, present and especially future. The location has been selected, located in a very excellent part of Lincoln, Nebraska. The ground was purchased by the site committee and announced in Roanoke, Virginia. The appeal was made for everyone interested in being a part in this wonderful program

could contribute to its building. The program was outlined as follows: The Plan is to place a large bronze plaque in a prominent part of the building. On this plaque will be the names of all contributing auctioneers. The plaque will look something like this:

Founders			
_____	1000.00	_____	1000.00
_____	1000.00	_____	1000.00
_____	1000.00	_____	1000.00
Builders			
_____	500.00	_____	500.00
_____	500.00	_____	500.00
_____	500.00	_____	500.00
Sponsors			
_____	250.00	_____	250.00
_____	250.00	_____	250.00
_____	250.00	_____	250.00
Friends			
_____	100.00	_____	100.00
_____	100.00	_____	100.00
_____	100.00	_____	100.00

Approximately \$32,000.00 was given and pledged to Roanoke in thirty minutes (names listed below) this makes a total of approximately \$43,000.00 to date. I know that many of you that could not be in Roanoke would also like to be a part of this program, not so much to have a name on this wall but to be remembered forever as a founder—builder—sponsor—friend.

I appeal to you to think of the old proverb: “Do not be concerned about yesterday because we can’t change a thing, be not anxious about tomorrow for tomorrow will take care of itself” But today must be our day enjoy life, work, and give something back to the source that made us. I know as you read you are



anxious to make known your enthusiasm if you elect to contribute \$1,000.00 or more you make payments over three years or cash. If you have made a contribution already, any addition will go together as one contribution.

The list of names will be published each month until the total is accomplished.

Auctioneers of the future are counting on you.

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Bernard Hart, Lincoln, Nebr.  
Art Thompson, Lincoln, Nebr.  
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 Kansas Auctioneers Assn.  
 Montana Auctioneers Assn.  
 Virginia Auctioneers Assn.  
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*(\*Founders—Gifts of \$1,000 or more)*

*(\*Builders—Gifts of \$ 500 or more)*

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*(\*Friends—Gifts of \$ 100 or more)*

Did you hear about the absent-minded guy who helped his wife into the car when nobody was looking?

## Moody Named Champion Market Auctioneer

Archie Moody, NAA member from Darlington, S. C., was named 1969 World Champion Livestock Market Auctioneer at the Contest held in connection with the Livestock Marketing Congress at Monterey, Calif. Another NAA member, Ronnie Woodward of Broken Bow, Neb., was runner-up.

In addition to the top two men, regional champions included Lloyd Laughery, Guthrie Center, Iowa. Regional Reserve Championships were won by John F. Rodgers, Visalia, Calif., Bill Gates, Burden, Kas., and Joe Ellis, Macon, Ga.

Gary Schnell, Dickinson, N. D., won the second annual Junior World Champion Livestock Market Auctioneer Contest. He is the son of Mr. and Mrs. Raymond Schnell.

Junior Reserve World Champion honors were awarded to Robert Martella, Tulare, Calif. Ten-year-old Bert Penfield, Bowman, N. D., won honors again this year by re-capturing the title in the Junior division of the contest.

## Grover Howell - Money Raiser

If you asked Grover Howell of Seagoville, Texas, if he raised anything when he was not actually selling, he'd undoubtedly say yes, purebred Charolais. And if you have time to listen, he can give you a quite lengthy dissertation about this relatively new breed of beef cattle.

Those folks who attended the 1969 National Auctioneers Association convention in Roanoke and were there on the first day will tell you that Colonel Howell is also quite apt at raising fair-sized amounts of money. They might also go on to say that he can do it in a manner that is not offensive to anyone, very effective and yet doesn't close the door on anyone.

Among a group of people who have not over the years been accustomed to doling out much more than a meager \$10 spot for the direct benefit of the association, Mr. Howell raised a large amount of money for the NAA building fund. One of the strangest statistics that came out of that afternoon were that there were more people that were willing to invest \$1000 or more than there were of any other denomination.

I'm sure our secretary will be giving you a more complete report on this. Congratulations to you Grover Howell, on a tough job well done!!

BOB PENFIELD



# Wisconsin Auctioneers Hold Successful Convention

By ROBERT BRANDAU, Secretary

Following registration and a hospitality hour seventy persons, including auctioneers wives, children and one of our guest speakers, Grover Howell gathered in the Dells room at Kahler's Inn Towne, Lake Delton, Wis. for a bountiful smorgasbord dinner, on Tuesday June 10th.

Immediately afterward a fun auction was held and the bidding was wild and high with gavels bringing \$5.50, maple syrup \$2.25 a quart, nightsticks \$4; \$7.50 for an old coin and sweatshirts, among other things donated by the Missouri auction school, bringing as high as six dollars. Each auctioneer was given a chance to sell and our treasury was reimbursed by a goodly sum.

Wednesday morning found past and

present officers attending a recognition breakfast at 8:15. At 9:30 the General Session was called to order by the Vice President, Col. LeRoy Teske of Berlin.

Col. James Appleman, Cashton, president of the association addressed the group and Col. Joe Donahue, Darlington, a director on the National Board informed members about the forthcoming National Convention to be held in Roanoke, Va.

A movie, titled "Second Effort", starring Vince Lombardi, former coach of the Green Bay Packers, was shown telling the necessary qualifications needed to be a good salesman.

After the morning session adjournment was in order for the noon luncheon.



These men will lead the Wisconsin Auctioneers Association for the coming year. Seated, from the left: Robert Brandau, Wilton, Secretary-Treasurer; LeRoy Teske, Berlin, President; Dean George, Evansville, Vice President. Standing: Directors, Walter Zeck, Eau Claire; Bill Jones, Pickett; James Appleman, Cashton; Harold Gavin, Baraboo; and James Esch, Shawano.





A portion of the large group attending the Wisconsin Auctioneers Association annual convention, in June, as they sat down for their noon meal.



Mr. Orion Samuelson, Farm Service Director of W.G.N. Radio and TV in Chicago was guest speaker following our noon luncheon. The title of his address being "Let's Push the Wheelbarrow Right Side Up". Those who heard him enjoyed his humor and were made more aware of the need to get involved and commit ourselves totally to our occupations, our churches, communities, and our country.

The annual business meeting was brought to order at 2:00 P.M. with President James Appleman, Cashton presiding.

Chairmans of the various committees gave reports of their committees. Several new members were introduced by Col. Joe Greene, new member chairman of Beloit. Each new member in attendance received a National Auctioneer Pin, a gift of the association.

A resolution that the outgoing president remain on the board for an additional year was adopted by the members.

Wisconsin Auctioneers accepted the resolution to invite the National Convention to our state in 1970 if members of the National so move.

New officers were elected for 1969-1970. They are as follows: President, LeRoy Teske, Berlin; Vice President, Dean George, Evansville; Secretary Treasurer, Robert Brandau, Wilton; Directors, Walter Zeck, Eau Claire, Harold Gavin, Baraboo; Bill Jones, Pickett and James Appleman, Cashton.

#### A NEW DAY

read by our speaker  
Orion Samuelson

This is the beginning of a new day—I have been given this day to use as I will . . . I can waste it or use it for good. What I do today is important because I'm exchanging a day of my life for it.

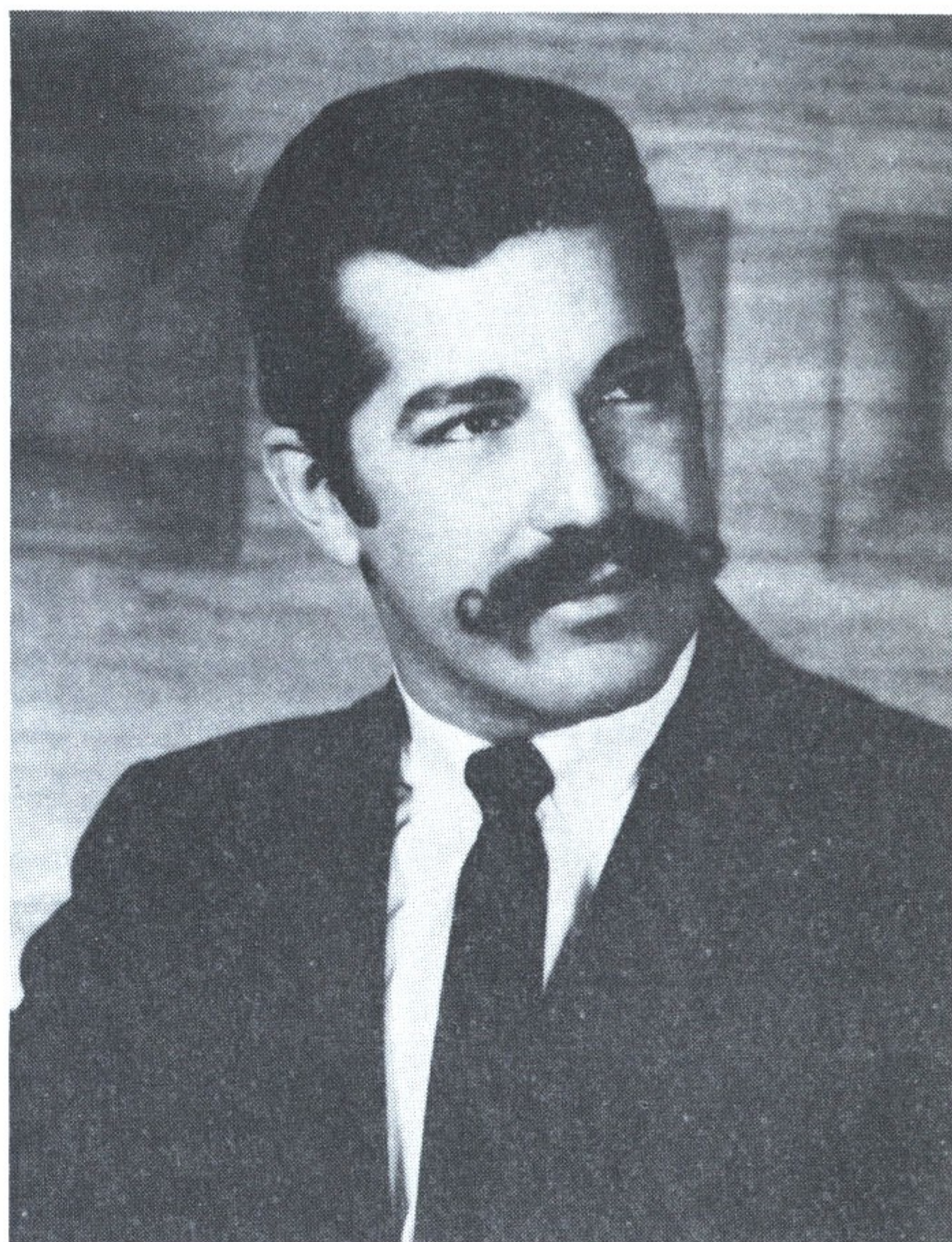
When tomorrow comes, this day will be gone forever, leaving in its place whatever I have traded for it. I pledge to myself that I shall be: Gain, not lose; Good, not evil; Success, not failure . . . in order that I shall not regret the price I paid for this day.

This is the day the Lord has made, let us rejoice and be glad in it.

*IN UNITY THERE IS STRENGTH*

## Auctioneer Elected To Head Jaycees

Milton A. Cully, Jr., a member of the NAA and owner of Cully Auction Co., and The Red Gavel Resale Shoppe and Auction Parlor in De Plaines, Ill., has



MILTON A. CULLY, JR.

recently been elected President of the Des Plaines Jaycees. Col. Cully has been very active during his three and a half year membership of this organization having been the recipient of the Spoke Award, Spark Plug Award, the Illinois Active Jaycee Award, the State Ambassador Award, the Speak-up Jaycee Award and is a past North Region State President.

Milt is also on the Board of Directors of the Illinois State Auctioneers Association, an organizer and past president of the Park Ridge Investment Club and one of the original members of the Des Plaines Investment Club.

In addition, he is a full time fireman in Park Ridge (a recent controversial "handlebar Mustache" figure), a former semi-professional football player and was a paratrooper in the U.S. Army.



## Minnesotans Mark 20th Anniversary

Members of the Minnesota State Auctioneers Association celebrated their 20th Annual Convention at the Skyline Supper Club, in Albert Lea, June 22-23. It was one of the group's most enjoyable meetings in many years.

A social hour was enjoyed the first evening, followed by a Chuck Wagon Dinner. A Fun Auction and dancing completed the evening's festivities.

President Dick Staples officially opened the convention at 9:30 the following morning. He introduced Bernard Hart, Secretary of the National Auctioneers Association, who addressed the group. Hart pointed out the advantages of organization and invited all to attend the NAA convention in Roanoke.

One of the most interesting parts of the convention was the "Bring a Problem" portion, conducted by convention chairman, Don Babbitt. Mr. Babbitt had prepared a questionnaire which he asked each one present to complete. Results were compiled and it brought out some interesting facts that proved valuable to most of those present.

Roy B. Johnson, Buffalo Center, Ia., and Pat Callahan, Albert Lea, Minn., conducted a seminar on Real Estate Auctions. Called "The Auctioneers' Future," this too was most interesting and well received.

Mr. Paul Overgaard and Mr. John Elder were guest speakers, following the noon luncheon and evening banquet, respectively.

In the election of officers, Don Babbitt, Conger, was named president. Orville Schroeder, Caledonia, was elected

Vice President, and Dale Butman, Pipestone, was re-elected Secretary-Treasurer.

Wayne Pike, Princeton; Stanley Evavold, Cloquet; and LeRoy Pinske, Arlington, were elected to three year terms on the Board of Directors.

## Bayman—Gottschalk Wedding in Indiana


Another auctioneer gave up bachelorhood during the past summer. James D. "Jim" Bayman, South Whitley, Ind., and Sue Ellen Gottschalk, of the same address, were married in a beautiful ceremony at the First Baptist Church in their home town.

Mrs. Bayman is a senior in the study of Dental Hygiene at Ball State University, Muncie, Ind. Mr. Bayman, a member of the National Auctioneers Association, is an auctioneer and realtor with offices in South Whitley. Our congratulations and good wishes go to the newlyweds.

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## John A. Carr Taken By Heart Attack

John A. Carr, veteran auctioneer, civic leader and politician of Macon, Ill., passed away August 2 in St. Mary's Hospital, Decatur, Ill., following a heart attack. He was 70 years old at the time of his death.

Mr. Carr held a Life Membership in the National Auctioneers Association and during the 1950's attended many NAA Conventions. He also had served as a Township Supervisor, Township Assessor, on the Board of Review and the County Zoning Board of Appeals.

A lifetime resident of Macon, he was a member of the Macon Methodist Church, the Order of the Eastern Star, the Masonic Lodge and the Illinois State Auctioneers Association. He was married February 26, 1919, to Jessie I. Bromley, who survives.

He is also survived by two daughters, Margaret and Marian, a son, John, Jr., and one sister.

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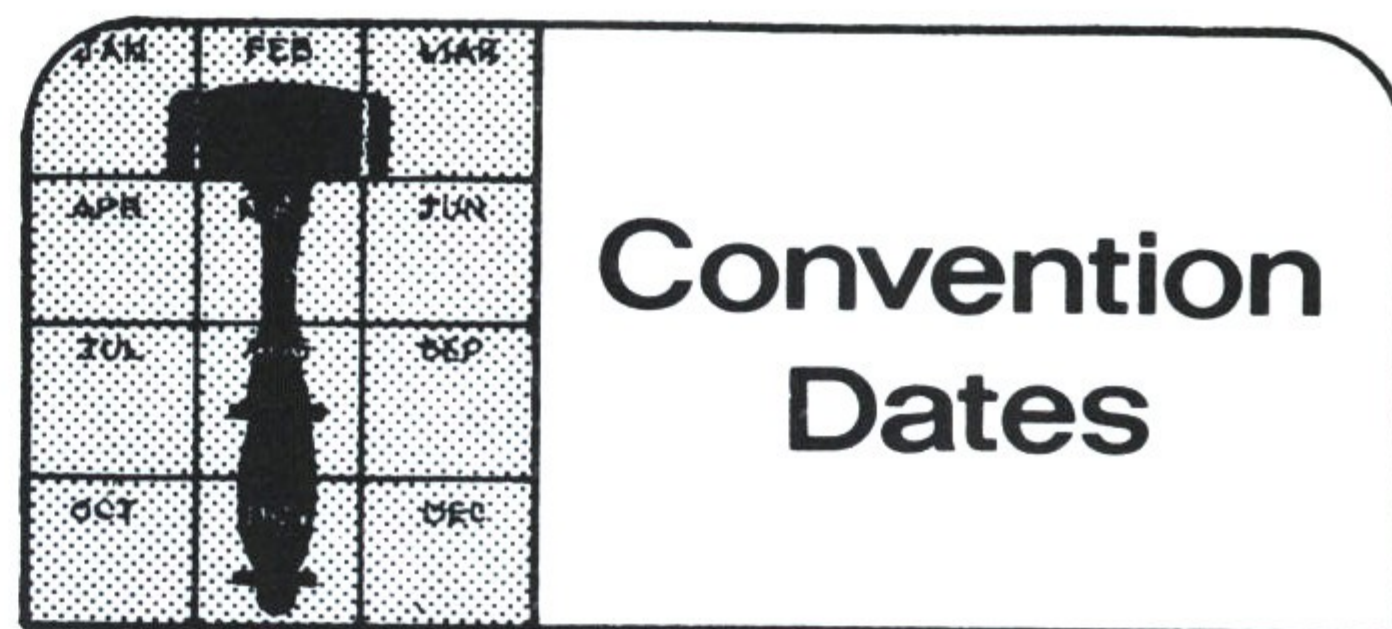
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Penn-Harris Motor Inn, Harrisburg
- May 3—Nebraska Auctioneers Association, The  
Villager Motel, Lincoln
- May 23-24—Kansas Auctioneers Association,  
Hutchinson
- June 5-6—Texas Auctioneers Association,  
Corpus Christi
- June 12-13—South Dakota Auctioneers  
Association, Aberdeen.
- July 30-31 and Aug. 1—N.A.A. National Con-  
vention, Pfister Hotel, Milwaukee, Wisc.

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# Good Attendance At Tennessee Meeting

By E. B. Fulkerson, Secretary

The T.A.A. had a 104 registered at the Annual Convention held at the Mt. View Hotel, Gatlinburg, Tennessee. Registration opened on Sunday afternoon at 1:00 P.M. and continued throughout the afternoon. The President's Social Hour was a real get acquainted party for all auctioneers and guests.

The Annual Grand Banquet was held in the Dogwood Room with the guest speaker, the famous humorist, educator and President of the University of Tennessee, at Knoxville, Dr. Andrew Holt. Dr. Holt spoke on "How to get rich and live to enjoy it".

Immediately following Dr. Holt's address, Col. Fred Ramsay, Madison, Chairman of the Nominating Committee presented the slate of officers recommended for the year 1969-70 which was unanimously elected as presented. The officers elected were: President, Col. Samuel J. Furrow, Knoxville; 1st Vice

President, Col. Bernie Bishop, Dickson; 2nd Vice President, Col. E. H. Lawson, Kingsport; Secretary-Treasurer, Col. E. B. Fulkerson, Jonesboro. The Directors are: Col. Ralph Masengill, Morristown, and Col. Albert J. Durham, Murfreesboro.

A memorial service was conducted in memory of Col. Troy Olds, Halls, Tennessee, who passed away as a result of a tractor accident earlier this year.

President-elect, Col. Sam Furrow, Knoxville, presented the retiring president, Col. Ralph Masengill, Morristown an inscribed gavel in behalf of the Association.

Col. Buford Evans, Lawrenceburg was in charge of the Bid Calling Contest, with new members who had joined the T.A.A. since the Fall Meeting participating. Col. M. G. Miller, Knoxville, and Col. David McClain, Mt. Pleasant, were winners of the first and second place gavels which were awarded as prizes.

Monday, June 23, the Officers and Directors Breakfast was held in the Pine Room at which time the forth coming events of the day were discussed. At 9:00



These folks will lead the activities of the Tennessee Auctioneers Association during the current year. Sam Furrow, Knoxville, is the newly elected President of the TAA, and Mrs. Fred Ramsay, Madison, was elected President of the newly formed Auxiliary to the TAA.



A.M. the call to order was sounded by President, Ralph Masengill. Invocation was given by Col. Hoyt T. Walker, Nashville, after which a welcome to Auctioneers and guests was extended by the President.

The guest speakers of the day were: Mr. Ted Brosseau, Executive with Hogan-Rose Company, Advertising Agency, speaking on the proper way to advertise a sale. Mr. Hop Bailey, Jr., appraiser of Hop Bailey Co., who talked on Real Estate Appraisals. Mr. Robert W. Ritchie, Attorney-at-Law, explained some of the Legal Aspects Encountered in the Auction Business.

The Ladies of the Tennessee Auctioneers Association met and elected officers for the Auxiliary to the Tennessee Auctioneers Association. After the affirmation of new members and new officers for the T.A.A. the President of the Auxiliary, Mrs. Fred Ramsay, Madison was recognized.

Col. Sam Furrow, made his acceptance speech as president and appointed committees for the coming year.

The meeting adjourned and re-assembled for the Fun Auction which was conducted by Col. C. B. Arnette, Murfreesboro. The total amount collected for items sold was \$119.50.

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# The Convention Is Over But The Friendships Remain

Dear Friends,

We are all friends, connected one way or another with this great profession called auctioneering. I didn't know it was possible to make so many friends in such a short time.

Morris and I have received so many nice letters from you, and we appreciated them more than you will ever know.

I would like to share a poem with you that was enclosed in one of the letters.

## FRIENDS

I think that God will never send  
A gift so precious as a friend,  
A friend who always understands  
And fills each need as it demands;  
Whose loyalty will stand the test,  
When skies are bright or overcast;  
Who sees the faults that merit blame,  
But keeps on loving just the same;  
Who does far more than creeds could do  
To make us good—to make us true.  
Earth's gifts a sweet enjoyment lend,  
But only God can make a friend.—*Rosalie Carter*

Ladies, I thoroughly enjoyed working with you during the convention, and I do hope you enjoyed your visit to Virginia. I trust there will be moments during the year when your thoughts will be carried back to "Old Virginny" especially in planning parties.

I had some requests for "The Legend of the Dogwood Tree" that was given at the Ladies Luncheon; therefore, I'm sending you a copy.

Sincerely,

VELDA FANNON

## THE LEGEND OF THE DOGWOOD TREE

At the time of the crucifixion, the dogwood was the size of the oak and other forest trees. So strong and firm was the tree that it was selected as the timber for the cross.

To be used for such a purpose, caused the tree great distress and grief. Jesus observed this and in His gentle pity for all sorrow and suffering made the tree this promise, "Never again shall the dogwood grow large enough to be used as a cross. Henceforth it shall be slender, bent and twisted. Its blossoms shall be in the form of a cross with the print of the nails in each petal.

In the center of the flower will be the crown of thorns. And all who see it will remember that it was upon a dogwood tree I was crucified, but cherished as a reminder of my death upon the cross."

*Author Unknown*



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Col. H. P. Higgins—Huntingdon,  
 Quebec

Col. Ross Kemp—Stratford, Ont.

Ladies Auxiliary to the NAA



Dear Sir:

ABLE AUCTION & REALTY CO. was formed just this year, and believe me we have experienced the pain of growing from infancy. In our sixth month we are on par with other local auctioneers for number of sales and probably exceed them in gross dollars. We still wear that lean, hungry look but love every minute of our work.

What really prompted this letter was the figure \$45,999.95 quoted by Col. Horst in his letter published in the July "Auctioneer". We just completed a personal property estate sale in Oklahoma's hot, dry, July climate. Everyone described the sale as a booming success in spite of the weather. How does \$19,999.90 compare with Col. Horst's odd total?

Our goal is to conduct each transaction with all of the honesty and integrity that we can muster. Our spirits were lifted with an anonymous phone call to our office referring to a recent sale saying, "Of all of the auction sales



that I've attended, yours is the first where I felt that I could bid with confidence". We strongly feel that creating attitudes such as this caller expressed is a major step toward upgrading the auction profession.

Sincerely,

JAMES L. THOMPSON, Partner  
Lawton, Oklahoma

Dear Friend Bernie:

Find enclosed my membership dues for a new year. Words fail me at my disappointment of missing the Convention in Virginia. But it was impossible to be there this year, and time slips by so fast maybe next year will make up for my disappointments.

Yours, in any way I can help the cause.

LEO M. BOATWRIGHT  
Swayzee, Indiana

Dear Bernie:

Dues enclosed for membership and booster. Tim and Dale are attending Col. Reisch's School now. This is Tim's second time around, Dale is a new member 11 years old.

I would like to pay tribute to all the auction schools, state associations and the National Auctioneers Association. Did we ever sit down a minute and take time to think how would our profession stack up if it wasn't for all these fine people taking such a great interest? I know it's a sacrifice for all of them because time is a hard thing to find in this business.

COL. DAN DANNER  
Glenview, Illinois

Dear Bernie:

Enclosed is a check for \$15.00 for my dues and the booster page. Keep up the good work. I sure wanted to go to Roanoke, this year but couldn't make it.

Am looking forward to news of the Convention in "The Auctioneer".

Sincerely,

J. C. KORNBRUST  
East Moline, Illinois

Dear Mr. Hart:

Enclosed find check in the amount of \$15.00 for renewal of National Auctioneer's Association dues as well as membership in the Auctioneers Booster Club.

Your publication has been a reliable source of information to me and I look forward to receiving my copy.

I regret that business engagements would not permit me to attend the convention this year but will do my best to attend next year.

Yours truly,

J. L. PINCKNEY  
Orangeburg, South Carolina

Dear Col. Hart:

I am sending you my check for \$15.00 to pay my dues and for the booster page from July 1, 1969 to July 1, 1970. I am very sorry I will not get to see you at the NAA Convention this time. I had planned from July '68 until a few days ago to be there but the man that was going to drive me there has a very sick wife.

I got my leg hurt and it is in bad shape. I'm going on with my sales, but I just tell my help what to do, I can't get in and work like I like to. I have got a good house sale coming up the 3rd of July, I like to help get ready for them myself, but my help will have it to do.

I hope to see you next year. Tell all the Colonels that I would have liked to been there. I wish all of you good luck and a good time. May God bless all of you.

Yours very truly,  
F. E. SPRINGER  
Red Oak,  
Oklahoma



Dear Bernard Hart:

Another great convention is into history, and one of the best run and planned conventions I've ever attended. I got back to Michigan in good time. Things here are going on as usual. Our Fairs are in full swing and the livestock sales are selling high to stronger than other years. Antiques and other things are real good also. We're coming to our Peach harvest now, they are very plentiful this year. Apples also look to be abundant this year, in our area. If you get in the area stop in and see us.

A little suggestion for the National. It is my opinion and my opinion only that the National should get closer associated with the State Associations, the Entire State Associations. Possible one man from each state should be in charge of getting more members from the state to join the National. And also a closer affiliation with our state. The state association is a stepping stone for the National and without a state it would be hard to run our National. This might help the state and the National if it could be worked. Have a good year, best regards to everyone.

Auctioneeringly yours,  
JOHN M. GLASSMAN  
Eau Claire, Michigan

Dear Col. Bernie:

Enclosed is my check for \$10.00 for current dues. Congratulations on another successful convention. Sorry I couldn't come. Looking forward to Milwaukee. Incidentally, you're doing a splendid job.

Below is some copy for a 1/2 page display ad in the September Issue, '69. Might try it in subsequent issues (on this and a different location) if it is productive. Please bill me for the \$22.50 at the above address, unless the price is lowered or raised—in which case go ahead.

Yours truly,  
JOE L. HORN  
Ft. Lauderdale, Florida

Dear Bernie:

Enclosed you will find copy for a full page ad that I would like to have appear in the next issue of "The Auctioneer". . . . Within the next few days, I will forward some copies of the antique column that I write for the Palladium Item of Richmond, Indiana, and the Tri State Trader of Knightstown, Indiana.

The column appears under the title "It's Old Stuff" and features a picture and information on a different type of antique each week.

I realize that the columns are of a specialized nature and may or may not be of interest to readers of your publication. If you think you can use them, just give me a call and I will be pleased to provide whatever you need.

By the way, Bernie, I want to compliment you on the way you have improved "The Auctioneer" and want you to know that I appreciate your performing this much needed service for our organization.

Thanking you sincerely,  
DAVE KESSLER  
New Paris, Ohio

Hi Bernie:

This is my first time to write in. I tried my best to get to the convention, —reasons —excuses —etc., plus Johnnie Fay had to work. I didn't want to make the trip by myself, and I felt that I should have someone to help drive.

I had had open heart surgery on New Year's Eve in Cleveland, Ohio. It slowed me down for awhile, but not too awfully long.

I would like to say "Hello" to all the now veteran auctioneers in the class of July 1968, from the Missouri Auction School. I feel sure that they have all found their place in this fast talking world of ours.

Enclosed find my check for membership dues plus a little for the Booster Page.

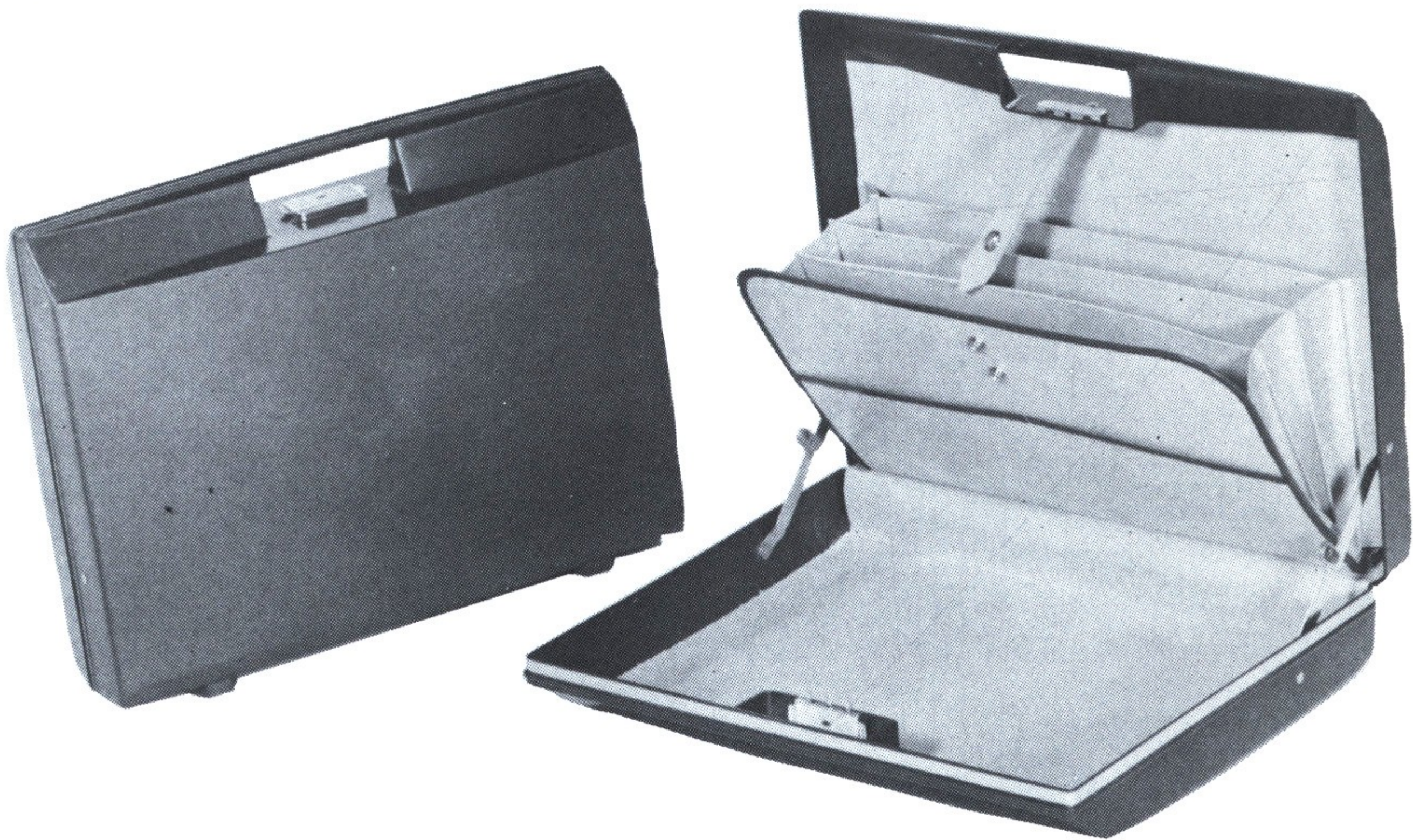
Yours truly,  
JOHNNIE O'FALLON  
Hartford, Illinois



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**2408 KRUG AVENUE  
OMAHA, NEBRASKA**



# Across The Country

by BERNARD HART



This column has devoted quite a lot of space toward the permanent home for the NAA. The Roanoke convention brought this dream closer to a reality. The response to Grover Howell's plea for funds for this project on the first day of the convention certainly removed any doubts those in attendance might have as to its success.

Now the question is, "When?" It can be as early as next spring if our membership will continue to respond with their donations to the Building Fund as many have already. We ask you to refer back to Grover Howell's article, "Growth For Progress", and especially note those who have designated themselves as "Founders". Shouldn't your name be in this group? this group?

Nebraska auctioneers went to work on the building project as soon as they got home from Roanoke. Marvin Grubaugh, President of the Nebraska Auctioneers Association, immediately called a meeting of the Board of Directors and past presidents of the group. Each one was assigned members in his respective area to solicit for donations.

We commend the Nebraska group for this action. What is taking place in your state? We know that interest in the project is rather low in some states but we are hoping this will change soon. Ten years from now they are going to wish they had been represented by more contributors—and then it will be too late. The \$40,000 subscribed at Roanoke is definite proof the goal of \$100,000 will be reached. Join with those whose names who appear in the article mentioned above while you can.

Attending a number of state conventions each year, it is a comfort to see the Secretary and/or Convention Chairman worry about his guarantee to the Hotel or Motel on number of persons for each

meal. I have been going through it for years and just when I thought it was getting easier it actually got harder.

For the past few years we have had a good many folks around on Wednesday of Convention Week. This year, it was very depressing to see so few in the lobby of the Hotel in comparison to previous years. It certainly didn't look like any records would be broken then. But by Thursday noon we had the largest first meal attendance on record. One of the reasons for the poor forecasting was the weather conditions prevailing in the Roanoke area. Never before have so many arrived by plane and the Roanoke Airport was closed practically all day Wednesday.

All will agree that Morris Fannon did a wonderful job as Convention Chairman. He secured an outstanding array of Program Talent and he saw the convention through from beginning to end in an efficient and business-like manner. But few convention chairmen have had such loyal support from their home-state auctioneers as did Morris. The members of the Virginia Auctioneers Association, many who were attending their first National Convention, arrived early and stayed late. They were keenly interested in the success of the event and their biggest concern was that it might not be as good as previous conventions.

When noting the dates of the 1970 convention at Milwaukee, many will wonder why so late? The reason was that if we went to Milwaukee it was thought we should go to the Pfister Hotel. And the Pfister was not available during our regular weeks.

It will be interesting to see how these new dates are accepted. We know there will be some objections but that will not be new. This year we were told we were too near July 4th, too near the Livestock Marketing Congress, etc., etc. But we



broke all attendance records by a wide margin. We found long ago that people will do those things they like to do and we believe those who want to attend the convention will do so regardless of when it is held.

President Messersmith has appointed several standing committees for the fiscal year. Lack of time and lack of space will postpone the listing of these committees until the October issue. We also hope to publish the financial standing of the NAA in October. The NAA Board of Directors will meet in Denver, January 17, 1970.

And from our mail we find that former Vice President, Hubert Humphrey, turned auctioneer in Washington, D. C., to help get funds for educational TV. He sold a book by Harry Truman for \$320, an American flag for \$150, and two stuffed animals for \$320.

According to a back issue of the Rapid City Journal, the only graduate lady auctioneer in South Dakota sold a Democrat to the Republican dominated House of Representatives during the 1969

session of that South Dakota body. The auctioneer's name—Kay Jorgensen, of Witten. Miss Jorgensen, a high school senior, served as a page during the session.

## Summer Meeting Goes Good in Pennsylvania

Pennsylvania auctioneers held their June meeting at the Holiday Inn, Washington, Pa., with the Western Chapter serving as hosts. Considering so many activities in June, it was a very good meeting.

Sunday evening was used for seminars. One speaker appreciated by all in attendance was concerning the new Gun Law. He cleared up many questions on the sale of guns at auction.

A Business Meeting was held on Monday, with the meeting adjourning at approximately 4:00 P.M.

MARGARET BERRY

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# Accepting The Challenge

## "President's Acceptance Address"

This is without a doubt one of the two greatest honors that an old Idaho farm boy has ever experienced. The first was when my sweetheart consented to be my wife and I must say with all sincerity that the second is to be elected President of the National Association which represents the occupation which I have chosen to make my life's work.

It is not my desire to take too much of your time as I acknowledge my election to this office, however, I feel a few remarks would be appropriate. First let me give a brief review of the auction industry and its future as I see it. . . . . I feel the auction business is in a healthy state with its professional auctioneers always striving to do a better job in conducting their auctions, and I feel, those of you who have attended this convention are living witnesses of this conclusion. May I compliment you for taking time from your busy schedules to attend and learn about others' experiences in the auction business. . . . There will surely be a large growth of auctions in the next decade, due to the enlarged population growth, and the many more commodities that people want and need, . . . . and the many new types of auctions that are being arranged everyday. . . . . Some time ago tobacco, construction, livestock, furniture and land auctions were the only ones, . . . but today almost everything under the sun is sold at auction like vegetables, eggs, fruits, fish, vacation wonderland plots, boats, trail cycles, vacation campers, dog and horse race placings only to mention a few. As our world grows, and with its changing ways, there opens up new types of auction business. We Auctioneers only have to take the situation in hand and use our God given intuition and talents and sell the items people want to buy, and these can most all be sold at auction. People love an auction, they like to listen to the auctioneer chant, they like to participate in the bidding and they also

like the idea that maybe they can secure a bargain.

The National Auctioneers Association will have a greater part to play in the lives of auctioneers in protecting and helping its members in the coming years and likewise the members will need to promote the NAA and adhere strictly to its code of ethics and this in turn will further advance and promote the professional auctioneer.

Secondly, I wish to touch briefly on our new proposed Auctioneer headquarters in Nebraska. I have heard some say "Why do we need this new building, it's only more expense or just nonsense. . . . always a few against everything. Every business, church, yes, and even every family on this earth needs a headquarters or home. You and I know that in our home town auction business we need a certain place, location, or phone number so we may be reached for the booking of our next auction sale, yes you might say we need some place to set our satchell down. . . . and so it is with the National Auctioneers Association. We need a home, a headquarters, a place to keep records, a place where our Auctioneer magazine can be layed out. This gives us **ROOTS** pride of ownership. . . . Yes,—also an office where our members will be proud to stop by as they cross this great nation, and pass through Lincoln, Nebraska and stop in at the main office of the Auctioneering profession. I feel this new home will do as much as anything we have done to promote new memberships and to professionalize our auction way of selling.

You've heard **professionalize**, actually those of you here at this convention are as much of a professional as any Doctor or Lawyer. . . . You have heard it said that these two are practicing medicine or law, . . . A professional ball player is always trying to do a better job in each new game he enters. The only reason a



person becomes a professional is not because of their education, but because he or she is continually practicing their profession and are continually striving to do a better job by visiting with other people and in finding new and better ways to do his particular job. We auctioneers are very definitely and can be proud to proclaim ourselves Professional Auctioneers.

Thirdly and last I would like to give honor to someone who has without a doubt done more to promote the auction business than the auctioneer himself. This is the one who has answered your phone, kept your records and how important she has been to your success. . . . But more than any of these practical reasons has been her influence upon you, in that she has given you sympathy and understanding and encouragement in time of need, and this someone is the lady sitting beside you—your Wife . . . . or if she's not here at the convention with you 9 chances out of 10 she will have auctions booked for you when you return home . . . . without these gals understanding, their love and the drive they instill in us I'm sure we as auctioneers would of never made the grade. If you will pardon a personal note, I would like my wife to stand at this time . . . . and I feel it would

also be fitting and proper for every wife, sweetheart, and mother to rise and receive the applause of the membership.

In conclusion I want to thank you for the confidence you have put in me in electing me to this office, I want to thank you for your help to the National Auctioneer Association in the past and ask you for your continued support in the coming years to this great organization. I only hope and pray to God above that I may, with the aid of each and everyone of the members help this National organization to strive diligently to be a closer knit group and to advance in greater membership and service to auctioneers and the nation . . . . and to help secure and promote a new home and last, but surely not least, to help us to work together to be good citizens and good auctioneers in promoting the auction industry . . . .

Thank you  
JIM MESSERSMITH



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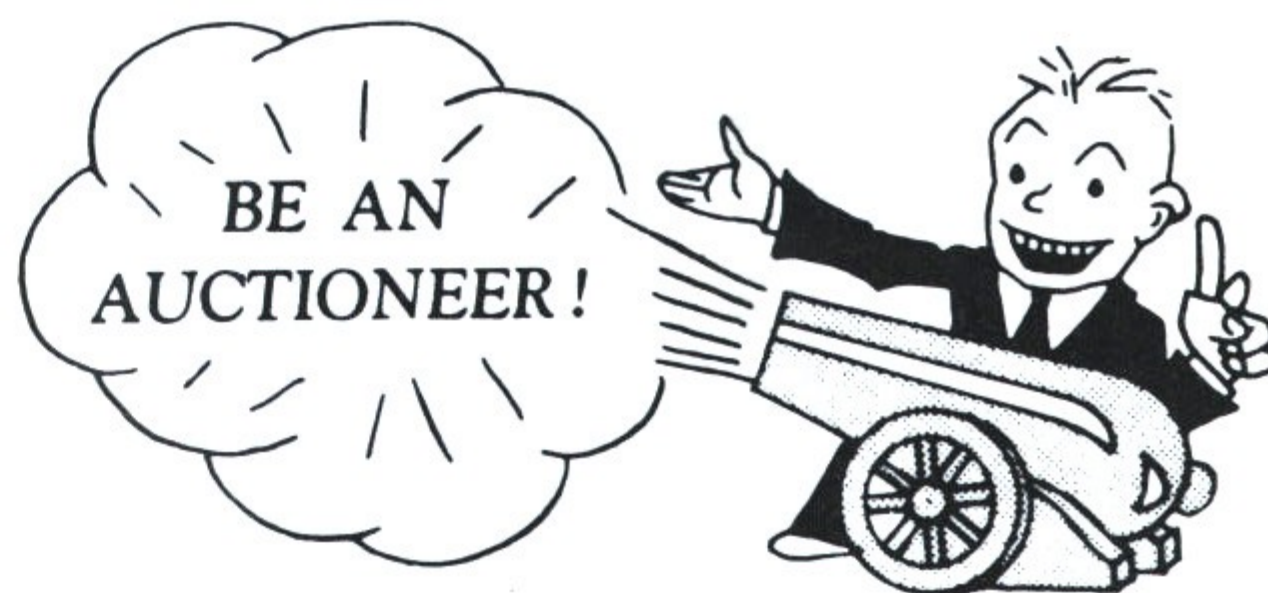
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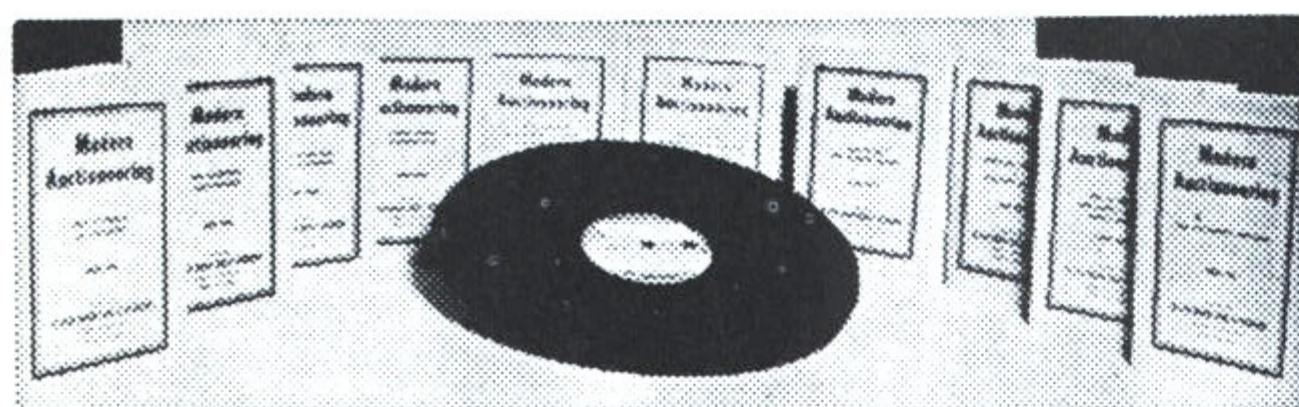
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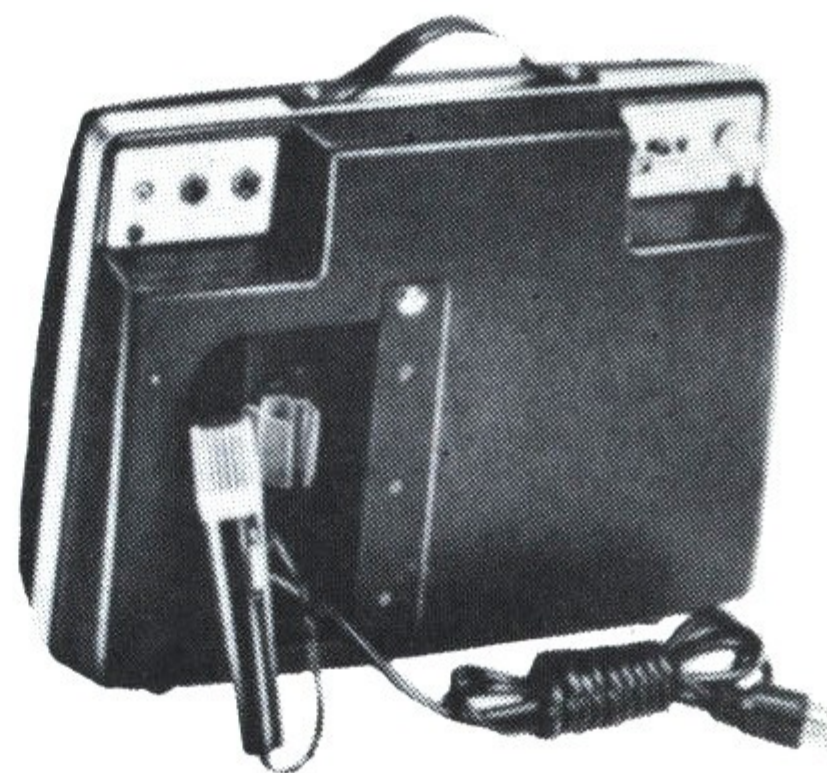
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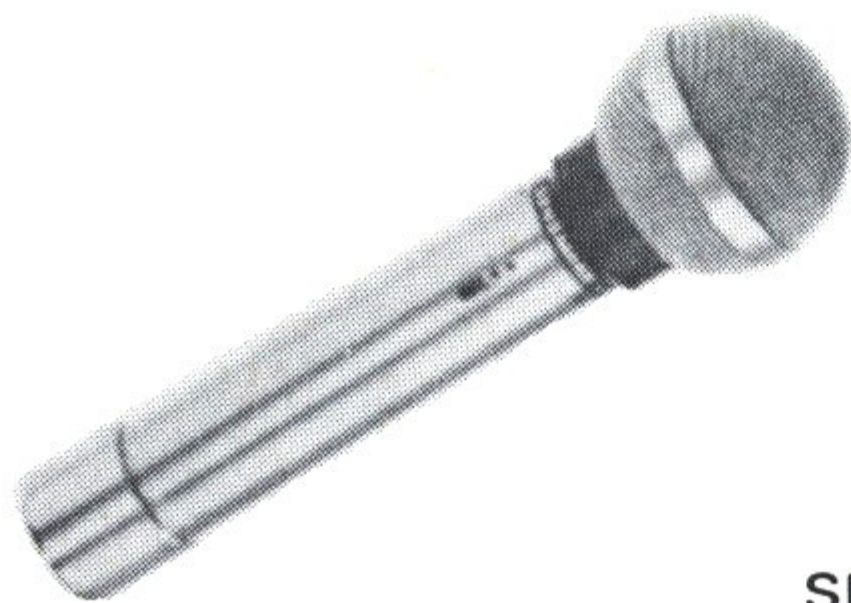


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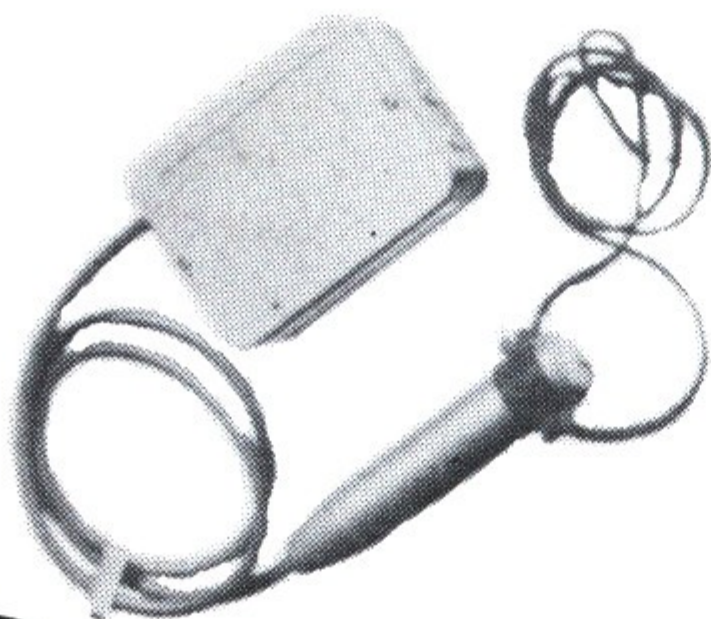


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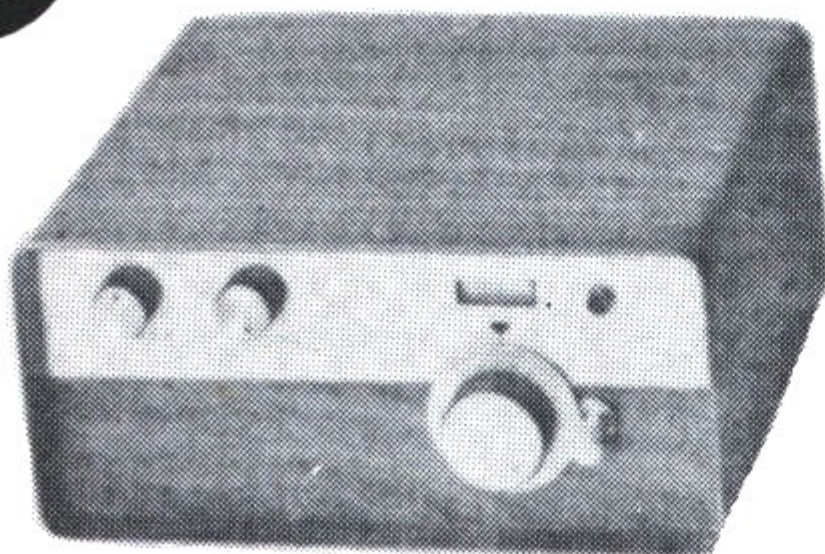
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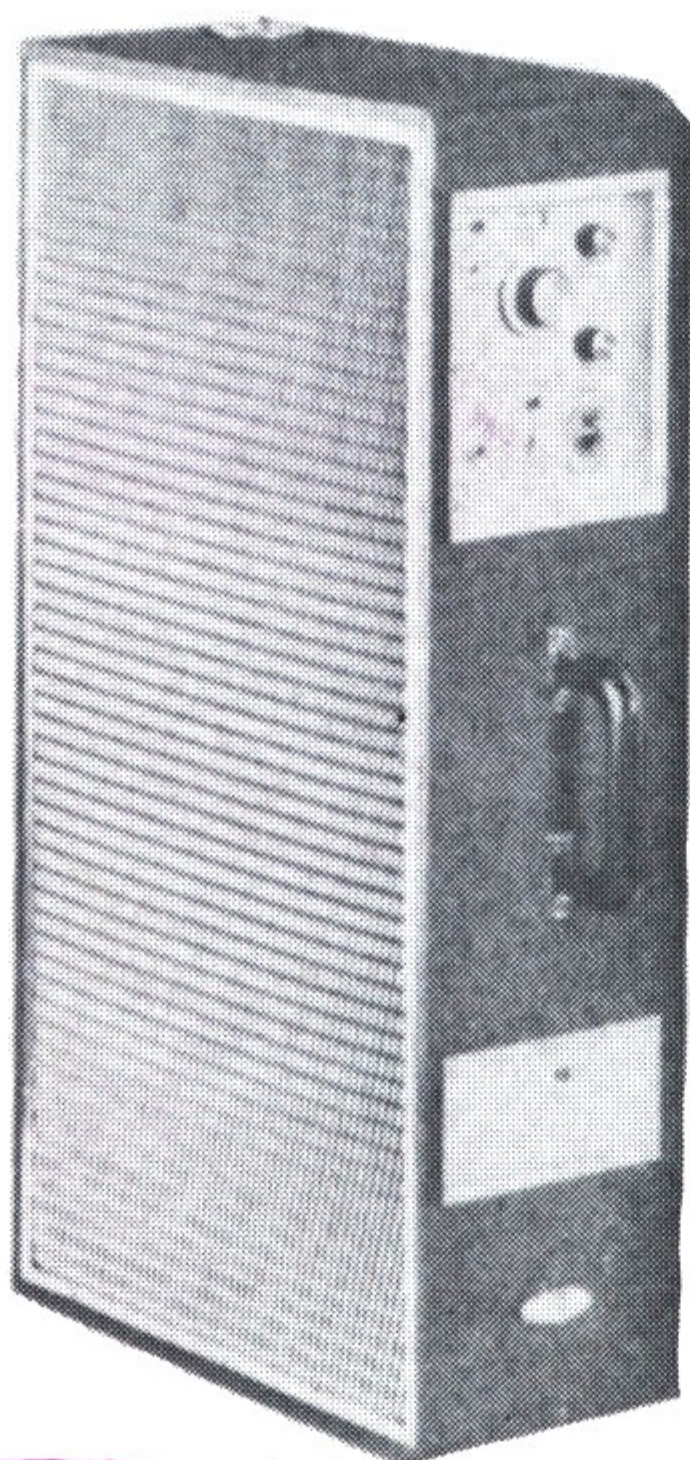


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