

VOL. XIX NO. 10

OCTOBER, 1968

# THE **auCTIONeer**



ACTION AT THE AUCTION





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# THE **auctioneer**

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

3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503



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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.

CLOSING DATES FOR ADVERTISING COPY and ALL ARTICLES FOR PUBLICATION 15th OF THE MONTH PRECEDING ISSUE OF THE 1st.

Subscription \$6.00 per year.  
Single copies 50 cents.

## DISPLAY ADVERTISING RATES

Full Page .....	\$45.00
One-half .....	22.50
Quarter Page .....	11.25
Column Inch.....	3.00

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Published the 1st of each month  
except August.

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3277 Holdrege St.  
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# Carlson Builds Historical Museum

Walter Carlson of Trimont is a walking dictionary of historical events that have taken place in this area. Blessed with a good memory and a love of pioneer history, he has preserved for posterity facts of historical interest to himself, and to people of the entire area. Walt can recall the date and place of many historical event. Furthermore, if he can't give the information "off the cuff", he knows how to find the information in a hurry. And therein lies the secret — he has a personal library and museum in what he calls his "wigwam" right next to his home in Trimont.

In warm weather, he spends more time at the "wigwam" than he does at home "because I don't have central heating in the wigwam and it gets too cold there in the winter, so I must make good use of warm weather."

Most any day, he is busy filing magazines and articles for future reference. He has complete files of five western magazines which contain true historical accounts of bygone years. And with the aid of another Carlson, (Amos) of Trimont, he has built special racks to hold in a compact space over fifteen years of "True Frontier", "Old West", "Golden West", "Real West", etc. And when Walter says the files are complete, he means it. Not long ago he paid \$9.00 for the first copy of "True Frontier", since he didn't have that one copy. "If I'd bought that first copy when it was first published", says Carlson, "It would have cost me only 25 cents." But such is the life of collectors.

In a cedar-lined closet, he has a buffalo robe, a buffalo hide coat and his own baptismal dress, and other interesting relics of "old gear" as he calls it.

Another part of his personal history museum concerns his years as an auctioneer. He got his auctioneer's license at Decatur, Indiana 37 years ago at the

Reppert Auctioneering School. Walt has been an instructor at the school for several weeks each year for the past 31 years. This year, he says, he's making his 50th and last trip to Decatur to conduct classes in auctioneering advertising and publicity.

Walt's personal museum would be the envy of many collectors. He has rare editions of books, complete volumes of World War I and II history, even files on University of Minnesota and Department of Agriculture bulletins on birds, horses and what have you—all filed away neatly and easily accessible to anyone honestly interested in historical research.

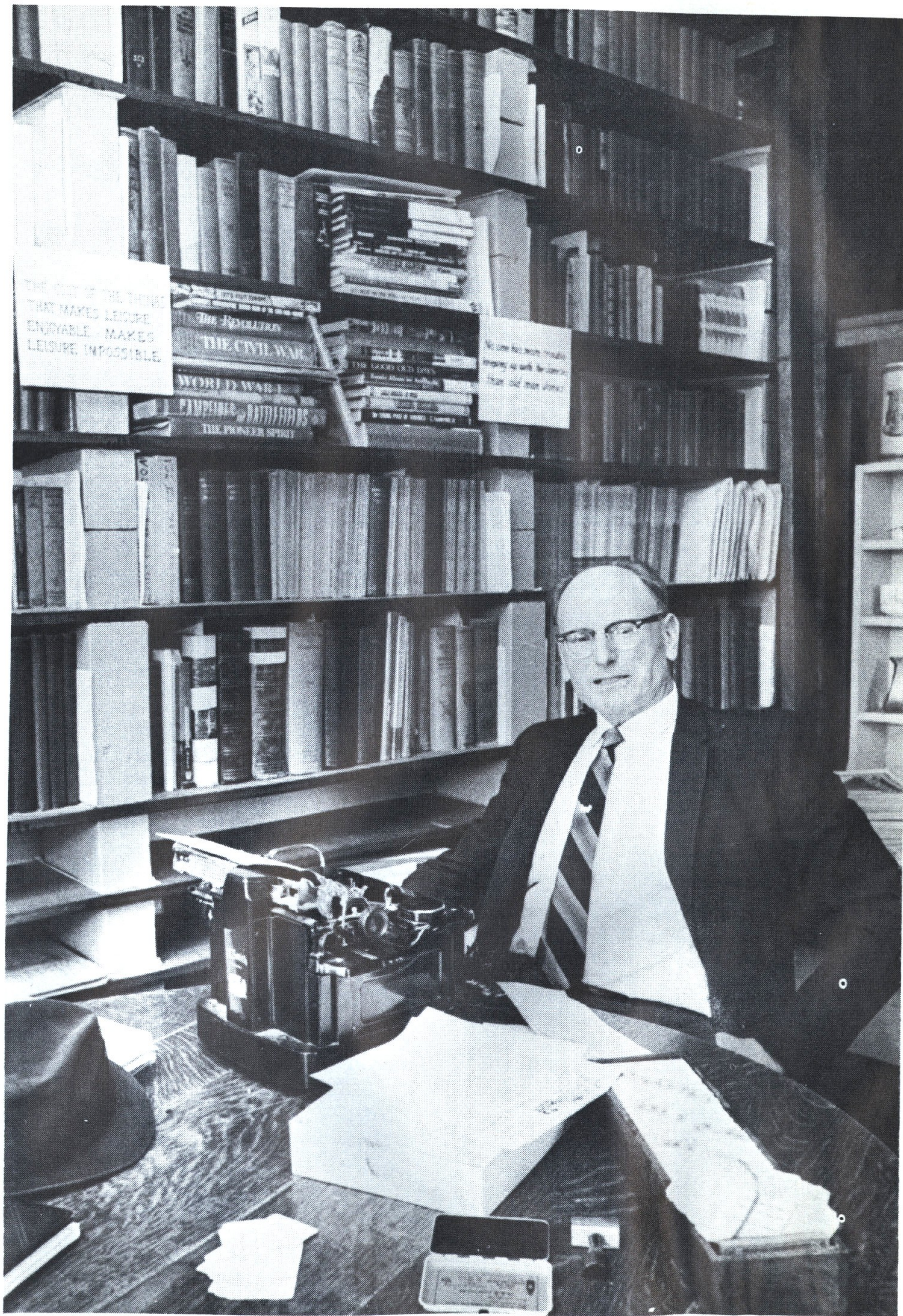
"You know," said Carlson, "no woman would put up with this sort of stuff in her house, so I found the perfect solution and built my own library next to our house. This way my wife can't complain about the mess, and she can't be throwing out stuff I want to save—It's a perfect solution!"

Not everyone could make order out of the huge collection Walter Carlson has amassed, but he has a librarian's eye and system for "a place for everything and everything in its place." Going to a collector's catalogue, he can point out the fact that a full set of the fairly recent American Heritage magazine is worth \$500.

Remembering the \$9 he paid for a 25-cent magazine, he has put up a perfect sign — "The cost of the things that makes leisure enjoyable, makes leisure impossible."

He has a full-time job as caretaker for Lanquist Farms, is a whiz of a gardener and raises roses that match any leading horticulture expert. And in his leisure time, he has been one of the prime movers in keeping the Martin County Historical Society active (he's its secretary) and has devoted hundreds of hours to work at its museum building at Fairmont.





Walter Carlson, Trimont, Minn., in his home library. Among his collection is a sale bill of every one of the auctions he has sold.



He published a book in November, 1967 on the history of the townships of Galena, Fox Lake, Cedar, Waverly and the town of Trimont. It made an immediate hit, the edition being completely sold out within a month after publication. Walt is taking reservations on a 2nd edition publication of that book which was entitled, "Happenings in Our Community."

He's busy at the Wigwam these days writing a sequel to that book.

From TRIMONT PROGRESS AND CEYLON HERALD



Classified ad: "For Sale, complete set of encyclopedia. Never used. Teenage son knows everything."

## Residence at \$35,700

"Sold!" cried auctioneer Ronald Tull, Annandale, Virginia, "at \$35,700." That was the price paid for the house owned by the late Frank Bristow in Vienna, Virginia, in an auction conducted by the Tull Realty & Auction Co.

Mr. Bristow was the son of a famous Senator, Joseph L. Bristow, a Kansas Republican, who was the author of the 17th Amendment providing the election of senators by popular vote. As a United States Senator, it was he who appointed Dwight D. Eisenhower to West Point.

The same house that sold at auction for \$35,700, cash, was purchased four and one-half years ago for \$30,500.

## Thanks For The Help

Howard Batterton, Hot Springs, Arkansas, attended the 1968 National Auctioneers convention, seeking information in regards to tobacco auctions. Within a few hours after arriving in Oklahoma City, James Wilson, Hot Springs, Arkansas, introduced Howard to Wayne Kessler, Campbellsville, Kentucky, who was more than willing to assist in any way.

After the talent show was over that same evening, Col. Kessler was very busy selling "Pretend" tobacco (consisting of rows of chairs in the convention hall) to make believe buyers. With his coat off and tie undone, Col. Kessler would take time out to explain to Col. Batterton about tobacco grading, weighing, buyers, and tobacco lingo in general. This went on until after midnight.

The next day, Col. V. K. "Doc" Crowell, Oklahoma, took time out from his busy schedule to loan Col. Batterton his tape recorder. By this time, Col. Batterton had met two more outstanding tobacco auction-

eers. They were Col. John Cummins, Cynthiana, Kentucky, and Col. Dean Cates from Kearney, Missouri, both giving demonstrations of selling tobacco at auction. Col. Batterton was able to tape three different styles of selling from three outstanding tobacco auctioneers.

Because of efforts made throughout the years by qualified leaders in the National Auctioneers Association, to keep the auction business a profession with high standards, and our Conventions interesting with members willing to give a helping hand such as Col. Wayne Kessler, John Cummins, Dean Cates, and "Doc" Crowell . . . a fellow auctioneer is now qualified and ready for a new experience. Col. Howard Batterton is now employed by the Hardee Tobacco Warehouse in Aberdeen, North Carolina.

Thanks for the Help  
Mrs. Howard Batterton,  
Hot Springs, Arkansas



# In Appreciation From our Past President

Knowing you would have plenty of material for the September issue of "The Auctioneer" I held off writing until now. In the meantime I have had a chance since Convention time to think back over the past year and our Convention in Oklahoma City. I realize how much of a privilege it is for an auctioneer to serve as President of his National association and to think about all the friends one makes in this office, "mebbe a few enemies, but so far I haven't heard of any".



I can truthfully say that everyone was wonderful to me in the states I visited and I have many fond memories that will not soon be forgotten. Also, I can look back now and see some mistakes and how I might have improved my year in office. I guess this has happened to others before me and will probably carry thru to others in the future.

My own feelings are, and from letters I have received from others, we have enjoyed a good year just passed and wound up with a wonderful Convention, made possible by the working and pulling together by a lot of individuals who gave unselfishly of their time and talent. We

had some great speakers from outside our association, but, I wish at this time to thank all of our own members who participated in the Convention. You did a great job, and I include the Oklahoma Association members in this.

You were all a wonderful group to work with. I am sure that if we continue to work and pull together we have a great future ahead as an Association, but we have barely scratched the surface yet. Let's all get behind our present officers and give them the backing and support they need. Needless to say, we are not all going to agree 100% with one another but I can assure you that when decisions are made they are made with the future of our association and members in mind.

Auction sales are still quite plentiful in my area, and I have been quite busy for the last six weeks. I put 2300 miles on the Olds during the first week of September. Holstein sales have been many and prices have been good, with a general average of \$350.00 to \$500.00, purebred and grade.

Farm equipment sales have been as good or better than we would expect considering general farm prices. I have even been selling some household and antique sales, and prices are good on these. It seems there is no end to the money people have to spend who attend this type of sale. I enjoy selling a few of these sales along for a change.

With hunting season coming I am glad the sale run is letting up a bit, however, we still have some good ones coming up.

RALPH HORST,  
Marion, Pa.



A fishing party was hopelessly lost in the deep woods. "I thought you were the best guide in Minnesota," said one man. "I am," replied the guide, "but I think we're in Canada now."







# Reppert School of Auctioneering

Pictured, opposite, is the Class of July 29 to August 16, (1968), at the Reppert School of Auctioneering, Decatur, Ind. Following is their identification by rows reading from left to right in all instances:

TOP ROW: M. Douglas White, West Union, Ohio; Thomas H. Simpson, Cottage Hills, Ill.; Jimmy V. Byrd, Alamo, Tenn.; Bual A. Alley, Marion, Ohio; Arliss Ray Barringer, Hialeah, Fla.; Rel Cecil Wayman, Covington, Ky.; Thomas Marion Keahey, Washington, D.C.; Rodney Payne Woods, West Liberty, West Va.; Eric Stovesand, Cedar Hill, Mo.; John Michael Loy, Portland, Ind.; J. W. Wayne Hynus, Somerset, Ohio; Edward L. Tarter, Huntington, Ind.; Earl L. McLin, Harvey, Ill.; Charles Matthews, Sikeston, Mo.; H. Fred Kessler, Charlotte, N. C.; Larry Gonser, Sturgis, Michigan.

FOURTH ROW: Jim Scott, Gainesville, Fla.; Richard R. Hissong, Spencerville, Ind.; Claudius E. Towner, Elwood, Ind.; Ben Sykes, Jr., Atlanta, Ga.; Donald Ray Abernathy, Landis, N.C.; Bill Merritt, Gainesville, Fla.; Dale B. Chambers, Unadilla, N.Y.; Charles D. Garrison, Jr., Wallkill, N.Y.; S. E. McCarter, Altamont, Tenn.; Frederick G. Schwartz, Sturgis, Mich.; J. C. Little, Sr., Torrance Calif.; Douglas C. VanHill, Zeeland, Mich.; Robert Coveney, Towanda, Pa.; David S. Wright, Frostburg, Md.; Brian Summers, Benton, Mo.; Hugh W. Wright, Huntingdon, Pa.; Stephen James Foley, Rushville, Ind.; Charles R. Allen, Anderson, Ind.

THIRD ROW: Harold R. Farmsworth, Wadsworth, Ohio; Thomas E. Dennis, Gahanna, Ohio; Don L. Furrer, Reynolds, Ind.; Richard L. Keck, Coudersport, Pa.; Arnold Roe Brown, Jr., Sebring, Ohio; Russell Edward Jayroe, Andrews, S.C.; Raymond J. Mangen, Yorkshire, Ohio; William E. Scifres, Lubbock, Texas; Richard J. Kivett, Atlanta, Ind.; Carl E. Fairchild, Sr., Andrews, Ind.; Thomas G. Turner, Magnolia, Ky.; John W. Elliott, Brazil, Ind.; George J. Koster, Flint, Mich.; Ronald L. Laing, Sr., Mentor,

Ohio; Ralph F. Howell, Boonsboro, Md.; Dennis R. Andrews, Beech Grove, Ind.; William E. Grubbs, Greenfield, Ind.; Marlan E. Grubbs, Wyoming, Mich.

SECOND ROW: Jay Z. Kaltenbach, Plain City, Ohio; Robert L. Craig, Mooresville, Ind.; F. Lee Timmerman, Greenwood, S.C.; Truman F. Murrah, Greenwood, S.C.; Larry J. McAllister, New Albany, Ind.; George T. Parish, Fort Branch, Ind.; Paul Tobias, Muncie, Ind.; Robert E. Fleetwood, Indianapolis, Ind.; James F. Mudd, Lebanon, Ky.; W. H. Peddicord, Newcomerstown, Ohio; James A. Dyer, Decatur, Ind.; Edgar B. Dyer, Jr., Decatur, Ind.; James E. Elliott, North Belle Vernon, Pa.; Max E. Daniels, Bluffton, Ind.; Searcy W. Johnson, Franklinville, N.Y.; Leon C. Button, Great Bend, Pa.

FIRST ROW: R. R. Guthrie, Toledo, Ohio; Rex C. Munson, Wakarusa, Ind.; James R. McKee, Champaign, Ill.; Vanette Lee Love Foley, Rushville, Ind.; Barbara Ann Horstman, Kingman, Ind.; Clifton L. Bonnell, Rainsboro, Ohio; Dann W. Haley, Springfield, Mo.; Herschel G. Powell, Bluffton, Ind.; James E. Cullen, Morgantown, Ind.

INSTRUCTORS: Robert S. Anderson, Ind.; H. D. Darnell, Ky.; Ned C. Johnson, Ind.; Homer Pollock, Ohio; Roland Reppert, M.D., Owner and President, Decatur, Ind.; Q. R. Chaffee, Pa.; Clyde Wilson, Ohio; Phil Neuenschwander, Ind.; Ronald Chaffee, Pa.

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## Upside-Down Stamp Is Sold for \$9,100

PHILADELPHIA, Pa.—A Philadelphia physician paid 91 hundred dollars for one of the famous upside-down airmail stamps, Earl P. L. Apfelbaum Philatelic Gallery reported.

The stamp is one of one hundred known misprints of the 1918 airmail stamps. The airplane on the 24-cent stamp is flying upside down. The purchaser requested his identity be kept secret.



## Auction Finds Buyer For Large Building

Sold at public auction, Wednesday, September 4, was the Reibold Building, located in the heart of downtown Dayton, Ohio. This 11 story, 300,000 square foot office building and department store had been appraised at \$600,000 and could not be sold for less than two-thirds of the appraised value.

Bidding opened at \$400,000 and proceeded by \$25,000 raises to the selling price of \$525,000.

In convincing the Common Pleas Court that the building should be sold by a professional auctioneer, rather than being sold by the sheriff, the following points were offered: Solicitation through modern methods of advertising in trade magazines to attract out of state buyers and mailing of brochures to persons interested and capable of buying this type property. These are important points in the marketing of commercial, business and industrial real estate at auction.

Rather than conducting the auction in a three-cornered room it was held in the largest Courtroom available with a seated crowd, registered qualified buyers and conducted in a manner any layman could follow and understand.

In pointing out the results of the sale, auctioneer Clem Long, of Dayton, said there were more than 155 persons in attendance, prospective buyers from a three state area, \$25,000 bid raises, and above all, a price of \$125,000 above the figure acceptable to the Courts.



## Pop Hess Day at Ohio State Fair

Wednesday, August 28, was "Pop" Hess Day at the Ohio State Fair. In Pop's regular column in this issue you will note that he first attended the State Fair in 1899. At the age of 70 he started working for Radio Station WRFD.

WRFD was known in the early days of

broadcasting as the "Farm Station" and they have been broadcasting directly from the Fair for 21 years. For 18 of these years, Pop Hess was in the WRFD booth daily. Since his retirement, listeners have been stopping by the booth, asking about Pop.

In response to his many fans it was decided to have a "Pop Hess Day" so that all his old friends could stop by and see him. The Ohio Fair is a large one, this year's event attracting 1,700,000 persons.



## Georgia Auctioneers Host NAA Secretary

Members of the Georgia Auctioneers Association held a most productive meeting at the Davis-House Restaurant in Atlanta, August 23. A good attendance was recorded considering the youth of the organization and several new members were added to the roster at this meeting.

Bernard Hart, Secretary of the National Auctioneers Association, was present to discuss objectives of auctioneers' associations and answer questions in this field. Regulations affecting auctioneers was one of the chief subjects, particularly those existing in municipalities.

Georgia auctioneers are the newest group to form a State Auctioneers Association and their progress has been most encouraging. Many of the state's auctioneers have voiced interest in the organization although several have yet to attend any meetings.

For further information regarding this organization, write: George D. Hand, Secretary, P. O. Box 9691, Atlanta, Ga.



## All-American Futurity Sale Averages \$4,168

An average of \$4,168 was scored on the All-American Futurity Quarter Horse Sale at Ruidoso Downs, N. M., as 130 yearlings went through the sale ring for a total of \$541,800.



Pokey Go, a sorrel mare consigned by Hugh Huntley, Madera, Calif., was the top seller at \$40,000. Two other mares sold for \$20,000 each and another brought \$17,900. Last animal to sell brought \$13,900, indicating that the good buyers were there from start to finish.

Auctioneers were two NAA members, Dean Parker, Auburn, Calif., and Ken Troutt, Emmett, Idaho

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## Foster Glenn Sheets Killed in Plane Crash

Foster Glenn Sheets, 20 year old son of Col. and Mrs. Foster G. Sheets, Roanoke, Va., was one of the victims of the crash of the Piedmont Airlines plane at Charleston, W. Va., August 10.

Sheets was flying home from Chanute Air Force Base, Champaign, Ill., for his first visit since entering the Air Force on March 4 of this year. He would have been 21 years old the following Tuesday.

Sheets was a 1966 graduate of Andrew Lewis High School in Salem, Va., and

attended Virginia Western Community College before entering the service. He took basic training at Amarillo Air Force Base and had been at Chanute Field since July.

Survivors, in addition to his parents, are a sister Susan, who is Mrs. Kenneth Hopkins of Bristol, Tenn. The Sheets name is well known to members of the NAA. Foster G. Sheets was NAA president in 1949-50 and Garland Sheets, the other member of the auction firm of J. G. Sheets & Sons, served as Secretary. This was when the present National Auctioneers Association was established, with offices in Roanoke.

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## Van Gogh Sells for \$277,000 In London

LONDON—Van Gogh's "Portrait of Mother," the only known painting by the Dutch master of either of his parents, was sold for \$277,000 at an auction at Christie's.

The impressionist painting, 19½-by-12¼ inches, came from the collection of the Rev. Theodore Pitcairn of Bryn Athyn, Pennsylvania.



Officers of the California Auctioneers Association, from the left: Dean Parker, Vice President; Tom Caldwell, President; Ron Kavanaugh, Secretary-Treasurer.





**PROPOSED  
HOME OFFICE BUILDING  
NATIONAL AUCTIONEERS ASSOCIATION**

LINCOLN, NEBRASKA

HEMPHILL, VIERK & DAWSON  
ARCHITECTS



## Building Fund

Official kick-off of the Building Fund Campaign took place on Thursday afternoon, July 11, during the National Convention. Actually, it started before Brad Wooley's "pitch" as Governor Bartlett of Oklahoma, sold his "OKIE" pin at auction at the close of his address at the Thursday Noon Luncheon. Bob Losey, Renton, Washington, was the buyer with his bid of \$350.00. The Governor then announced that the check would be applied to the Building Fund. Governor Bartlett also accepted a \$25.00 bid for the necktie he was wearing and that was also applied toward the Fund.

Many of the items donated to the Fun Auction were with the stipulation that the receipts be added to the Building Fund. Usually, proceeds of the Fun Auction are applied toward convention expenses. However, by action of the Board of Directors, entire net proceeds from the Fun Auction were designated to the Building Fund. This amounted to \$1,413.50, a new record.

Donations received at the convention amounted to \$2,600 and an additional \$412.75 in cash was received through various promotions, so a total of \$4,426 was added to the Building Fund in the three days we were in Oklahoma City.

Added to monies received prior to and since the convention, the Building Fund stood at \$7,251.62 as of August 14, 1968.

# Be A Builder!!!

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

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

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

**NATIONAL AUCTIONEERS ASSOCIATION**

3277 Holdrege Street, Lincoln, Nebraska 68503





1968-69 Officers and Directors of the Ladies Auxiliary to the National Auctioneers Association. Seated, from the left: Virginia Brewer, Alma Crowell, Kay Dewees, Willie Howell. Standing: Patsy Fulkerson, Pearl Britten, Nan Gilbert, Bernice Ritchie, Irene Brickson, Velda Fannon, Winona Penfield, Daisye Ramsey.



## THE AUCTION You tell me -

What's the thrill about an auction  
Where a lot of people go  
Leave a home that's air conditioned  
You tell me, I'd like to know.

There the flies can bite the hardest  
And the bugs the most severe  
While the heat would drive one batty  
Dusty air mixed with the clear.

Most all times the seats get harder  
As you sit, and sit, and sit  
Often times they are so crowded  
There's just no place you will fit.

Some folks take along a cushion  
Even though they've one built in  
Comfortable yes, at seven  
But at twelve it's mighty thin.

It must be the chant that gets you  
Like that old how muchie much  
There is pride just in possession  
When it's something you can touch.

So you bid and keep on bidding  
When you know it's much too high  
Then you wonder where you'll put it  
After you have made your buy.

There's just this one consolation  
After you have met your boss  
Take it to some other auction  
There most times you'll take a loss

Oh My Gosh, about the auction  
What's the date, the time, and where  
Though I know it won't be pleasant  
Beyond doubt I'll see you there.

Roney Aug. 68

## Colorado Ranch Tops \$100,000 at Auction

An auction, August 10, resulted in the sale of the 974 acre Gerhardt Ranch, near Yampa, Colo., at \$101,000. This was considered a very good price for ranch-land in that area. The well known Colorado land mark, Finger Rock, is located on this ranch.

Selling the same day as the ranch was all the equipment used in operating the ranch as well as shop tools, household goods and some livestock. Prices were good throughout the auction with a 1948 Farmall M with Farmhand loader selling for \$1175, and a 1943 Farmall M brought \$460.

Tom Peach, Eagle, Colo., was the auctioneer in charge of the sale. Mr. Peach is a well known member of the Colorado and National Auctioneers Associations.



Gossips are often caught in their own "mouth traps."

### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1968 - 1969

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# Pop's Ponderings

## Ohio State Fair Recalls Memories

By COL. POP HESS

This writer, in making up some ponderings for the Fall season, has quite a few up to date every day events. No doubt, my lines will be mostly on our present 1968 year. We now have nine months of this year used up and being dotted into history.

I am happy to say my health is quite good considering the aches one gets from Arthritis. This has been close to me for around four years and looks like it has come to stay as long as I am among the living. However, it bothers me most at night, behaving quite good during the day. It appears to be a night crawler disease.

Ohio has had some fine summer weather, plenty rain and quite a few real hot days. One of the big events we had here in Ohio, from August 23rd through September 2nd, was our great Ohio State Fair. My first trip to see this fair was back in the year of 1899. That was 69 years back when I was a green country farm boy, and made the trip with another neighbor boy two years older than me but just as green, or as I would say a wee bit more green than I was. (My opinion on that).

We were working on a farm by the month, his pay was \$14.00 per month, my pay \$12.00 per month. That included bed, eats, laundry, and keep for a horse etc. To get to this Ohio State Fair we went four miles south of our farm location to the Village of Selma, Ohio, where we got on a train at 6:00 A.M., about 30 miles west of Columbus, Ohio. Round trip ticket was \$1.50.

My pal, Bill, had \$14.00 to spend and I had \$12.00, a month's wages so to speak. It was our first experience to see what the country looked like between our home location and the Ohio State Fair location in Columbus, Ohio. At the

depot in Columbus, on asking how to get to the Fair, the man pointed to High Street, and said get on any street car going North and it would take us to the fairgrounds. This we did, but it came out he also told us to be sure and take a car that had on it Fairgrounds. This we overlooked. We got on a car that took us to the end of the line, North Columbus. We were then told to pay another nickle a piece, and get a transfer for a certain street and get a car that would take us there. This we did.

The cost to get into the fair was 50¢, must be in a half-dollar, then the half-dollar was dropped into a slot made up like a wheel. A man would revolve the wheel with each person within the spokes, and the gate went open and we were at the Fair. Yes, we saw it all and by 4:00 P.M. we were hot, tired, and dusty. Our train left Columbus at around 6:00 P.M., and due to the time we lost getting from the depot to the fairgrounds, we headed for the depot on the first car going that way.

We made it OKAY, However, I had the misfortune of finding out when I arrived at the railroad depot, my pocket book was not in my pockets, my money and round trip ticket were gone, I was broke and 30 miles from home. However, my pal, Bill, had most of his \$14.00 left and he helped out and we got home O.K.

The following night, as we visited our village general store, we told about our State Fair trip and about the big loss I had by losing my money and wallet, etc. One of the loafer men of the store remarked, "you must have had your pocket picked". My reply was, "it could not have been that, as at all times I was a very close observer of everything we saw plus the many people around us, and never through it all did I see any man,



woman, or child walking around with a pick in their hand. (How true, I sure was very country green). However, that was my first visit to the Ohio State Fair and it is still at the same location and city.

The Ohio State Fair has continued year after year except for the two years of World War II. The State Fair was not held as the grounds were used for storage and war needs by the government. Following that time the Ohio State Fair became quite alive and it became my duty and privilege, in livestock sales and farm operations, to attend every day from start to finish. For some 14 years with radio station W.R.F.D., I was one of the announcers on the program, "Parade of Champions" direct over the air from the large Coliseum, where the cattle and horse shows were held and with champion and show reports from the swine and sheep division barns. However, on my retirement in 1966, I became absent and did not attend. This year our great fair closed on the night of Sept. 2nd, with nearly one a half million people passing through the gates.

It was arranged, through our radio

station W.R.F.D. to have Wednesday, August 28th, "POP HESS DAY" at the Ohio State Fair. For it all, Mom Hess and myself were there and we enjoyed it very much. I will say this fair was the most outstanding and far from what myself and my pal, Bill, saw and enjoyed some 69 years back.

The Columbus morning newspaper gave the August 28th doings at the fair a write up and a copy has gotten into the hands of our home office in Lincoln, Nebraska, as you will see in other pages of this issue. This will give in more detail how I came to be lined up on this date and in more detail. Yes, mom and myself came home well knowing our old friends still living have not forgotten us and found many who we never knew, with all such a royal treatment we will long remember.

Should you be guilty of reading my September issue, you will recall I was much interested in following the conventions of our two party system. The G.O.P. had got about ready to close out their event as I mailed my writings to our



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home office to go to press, and I was much interested to see the boys who operate under the statute of a "Donkey" or a mule as I call it. That is not a bad element as it was the grand old mules who pulled the poor people's march in Washington, D.C.

One of my correspondence pals at that time wrote me a few lines wanting to know why I did not go on that March as I had told him how poor I was after my hospital trip through the month of last May, so I replied back I would have been interested to attend but due to my illness, I was too poor to buy the kind of mules and wagon I would have to have to make an impression on the law making boys down in Washington, D.C. However, as it turned out, they would have been better off to have stayed at home and earned a few bucks to cure their hunger. It is my personal thinking that many of those who attended were really poor but the \$64 dollar question is who financed the trip and why?

I was very much interested in seeing the Democrats kickoff their National Convention in Chicago. I was quite sure I would see the same thing. The G.O.P. boys did have several arm twisting events, but they out-did the G.O.P. boys by not only using arm twisting tactics but they lined up a good act in fist twisting and had some experts who could perform quite good. Before the first day was over I was convinced there would be a wind-up of a few black eyes and a great demand for raw beef steak, that sells at retail at a dollar a pound or better.

However, none of these items I was looking for was ever seen on T.V. One amusing thing I did see was the newscaster working the floor for hot news, tried to question one of the delegation, who for some reason was being drug out and off the convention floor. The newscaster got into the mess by trying to question the delegate about his reason for leaving, and before we could hear an answer someone in the jam hit the newscaster in the stomach so hard it knocked his wind out and as he bent over to get relief someone gave him a kick in his caboose.

For a short time it looked like a fight between the convention delegates, officers, and who all with our loyal T.V. and radio newscasters, however, the matter was soon cleared up and the usual arm twisting and hard thinking went on in good form. They closed out by nominating for their candidate to be the President of the U.S., our vice president.

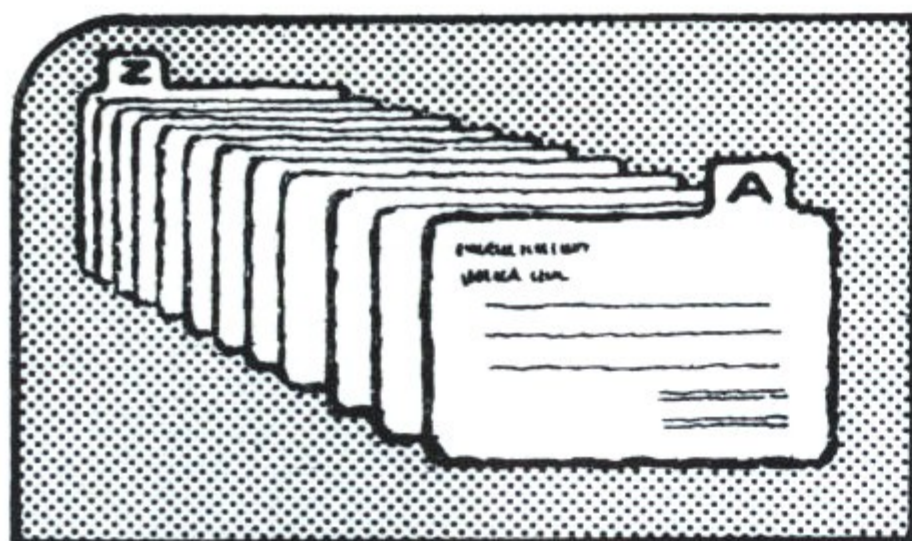
It was quite a convention, with many of the candidates who did not win disappointed. But as it is in all conventions, only one man can win the majority vote in each nomination. Now the conventions are over.

This year, as you may have already noted, we have three candidates to vote for, for President. The Hon. Richard Nixon for the Republicans, the Hon. Hubert Humphrey for the Democrats and the Hon. George Wallace of Alabama, who is attracting a lot of attention. He was not nominated in a convention, he held his own convention. He was the only one present and he did not have to make an acceptance speech. George Wallace at once started to campaign for the November election for the office of President. The only thing this writer is not sure of, has he nominated a vice president to run with him.

However, the race is now on. At the present time Dick Nixon seems to be the strong favorite, however, Hubert Humphrey is not being overlooked or disqualified as a favorite and this George Wallace will do some strong scoring.

We who live here and the citizens of our great United States of America can proudly say we have a Great American living under the greatest democracy the World has ever known, and the candidates of all three sections running are all fine Americans, men we can be proud of and can highly respect each one of them. Also, we are most happy that it is us, the people of this great USA, that come November can secretly cast our vote for the man of our choice, and we say let's get behind the man that does win and support him and his team and America. Under the stars and stripes, the emblem of our country, let's remain true Americans.





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 Joe L. Horn, Florida  
 Fred Mullis, South Carolina  
 S. G. Meyer, South Dakota  
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\*Denotes new membership



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**FINANCIAL STATEMENT**  
 Prepared by  
**ORIN CONTRYMAN & ASSOCIATES**  
 CERTIFIED PUBLIC ACCOUNTANTS  
 OF GRAND ISLAND, NEBRASKA  
 OF THE FUNDS OF THE  
**NATIONAL AUCTIONEERS ASSOCIATION**  
 from July 1, 1967 to June 30, 1968

**SUMMARY OF ACCOUNTS**

**CASH AND INVESTMENTS—JULY 1, 1967** ..... 23,256.83\*

**RECEIPTS:**

Membership .....	25,465.00
Ladies auxiliary .....	1,390.19
Convention registrations .....	9,910.00
Fun auction .....	1,061.45
Illinois State Auctioneers Association .....	727.76
Booth rental .....	50.00
Advertising receipts .....	3,073.36
Booster page contributions .....	2,130.00
Subscriptions—auctioneer .....	105.00
Interest on time certificates .....	725.00
Promotional items .....	963.03
Check No. 682 voided .....	12.12
State dues collected .....	2,160.00
Collections for building purposes .....	2,156.25
<b>TOTAL RECEIPTS</b> .....	<b>49,929.16</b>

**DISBURSEMENTS:**

Printing—auctioneer .....	9,413.11
Compensation of officers—Bernard Hart .....	12,000.00
Compensation of officers—Henry Rasmussen .....	500.00
Convention expense .....	14,698.13
Postage—auctioneer .....	955.50
Postage and office expense .....	1,376.55
Job printing .....	1,130.39
Photos and engraving .....	164.10
Insurance and bond .....	157.90
Travel—Bernard Hart .....	917.26
Travel—Henry Rasmussen .....	172.78
Advertising and promotion material .....	585.39
Taxes .....	223.41
Paid to state association .....	2,170.00
Copyright fees .....	54.00
Professional services .....	73.00
No fund checks .....	57.50
Special meeting expense .....	26.39
<b>TOTAL DISBURSEMENTS</b> .....	<b>44,675.41</b>

**CASH AND INVESTMENTS—JUNE 30, 1968** ..... 28,510.58\*

\*See Schedule A-1

**\*SCHEDULES OF CASH AND INVESTMENTS**

	As of June 30, 1968	As of June 30, 1967
Cash in bank—St. Paul National Bank .....	10,546.93	6,842.50
Cash in bank—Clinton County Bank and Trust .....	---	1,414.33
Cash in bank—National Bank of Commerce .....	807.40	---
Certificates of deposit—St. Paul National Bank .....	10,000.00	10,000.00
Certificates of deposit—National Bank of Commerce .....	7,156.25	5,000.00
<b>TOTALS</b> .....	<b>28,510.58</b>	<b>23,256.83</b>

\*Includes Building Fund



## Ohio Champion Brings Record \$12.35 Per Lb.

NAA member, Merlin Woodruff, Urbana, Ohio, rapped his gavel and pronounced the Ohio State Fair Champion Steer "SOLD" - for \$12.35 per pound! This was a record of \$4.00 per pound over any State or National Show in the U.S.



Woodruff and his family reside on their Chris-Lee Farm near the village of Kings Creek. This record sale of the Champion is only one instance of the many he has sold this year, his twentieth in the auction profession.

It is also Woodruff's year of becoming 40 years of age and he started full force in the auction business at the age of 20. Year after year, his services have been in demand, not only in his home state but nationally as well.

An outstanding herd of Angus cattle has been established at Chris-Lee Farm. Woodruff sells a lot of Angus cattle throughout the year but does not limit his services to this breed. He has been much in demand in all the dairy and beef breeds as well as swine and feeder cattle sales. He has been conducting more than 200 auctions annually, his territory being from the East Coast to the West Coast.

Col. and Mrs. Woodruff are blessed with two fine children, the son, now 19, looks active as a junior colonel, their daughter is very active in school and the doings at Chris-Lee Farm. The name of Woodruff is well known in the Kings Creek area. The Colonel's father and

brother operate a large livestock and grain farm with Angus cattle their specialty, both purebred and commercial.

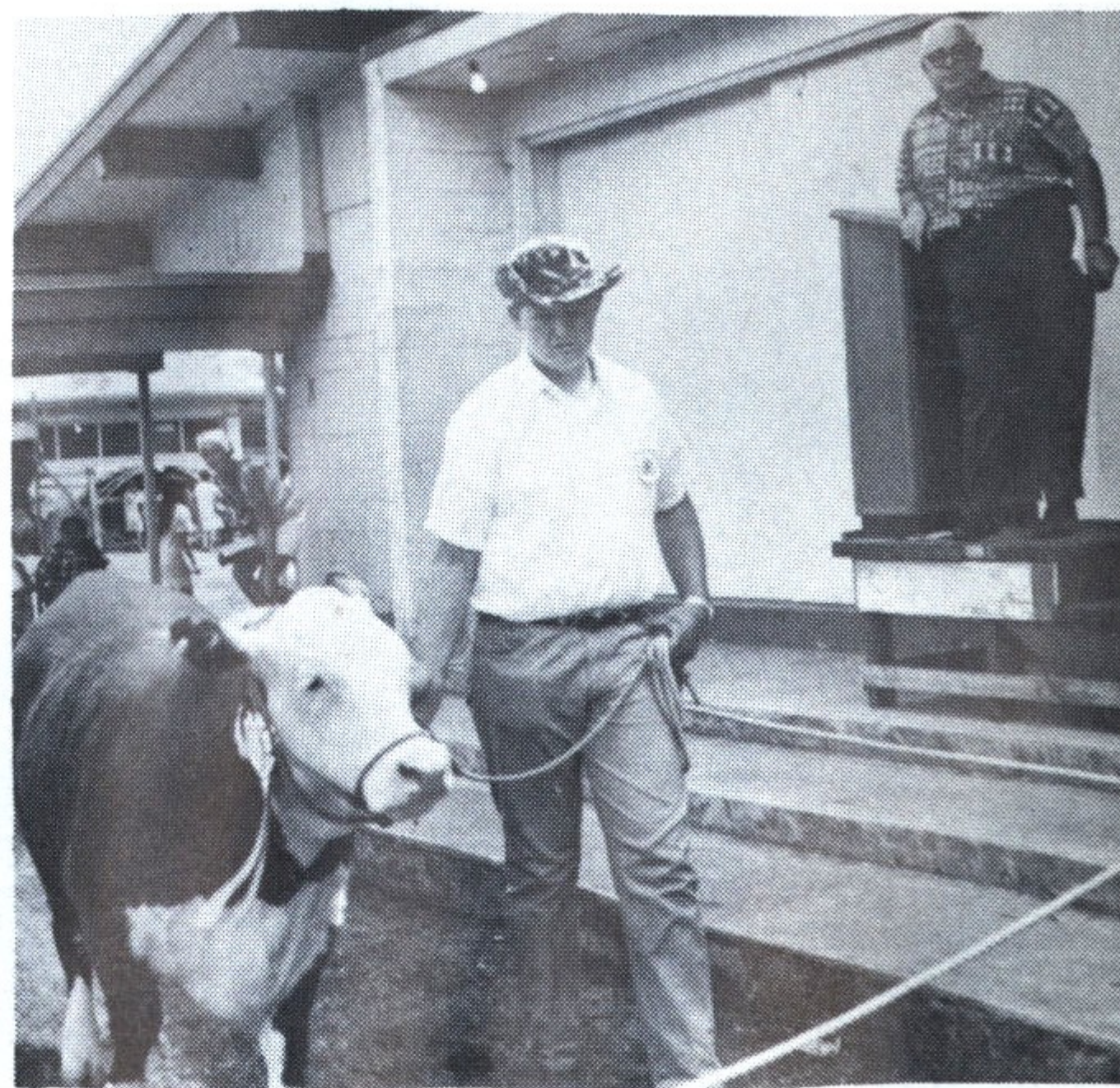
We of the staff of this publication extend our congratulations to you, Col. Woodruff. We shall be looking forward to a visit anytime you are in the area.

POP HESS

## NAA Members Head Alberta Association

M. B. "Mike" Lawrence, St. Albert, was elected President of the Auctioneers Association of Alberta, Inc., at the Annual Convention and Business Meeting of that group, held at Red Deer, June 22. Named to the office of Vice President was Tony Perlich, Lethbridge. Both these men are members of the National Auctioneers Association.

Directors elected at the meeting were: Roy Campbell, Rycroft; Ron Unterschultz, Edmonton, Carl Ziegler, Drumheller; and Les Handley, Coaldale. Lorne Stout is the Association's Secretary-Manager, with offices at 1306 Fifteenth St. N. W., Calgary.



Bill Gregg leads his Reserve Champion Steer at the Kauai County 4-H Show before auctioneer Lou Stambler of Honolulu. Bill's steer brought 80¢ per pound in the auction which was conducted by Mr. Stambler. The Kauai County 4-H fat steer sale has been the top sale of the state for many years and was topped this year only by the State Sale. Exhibitors and sellers are appreciative of Mr. Stambler's efforts on their behalf.





### MISSOURI AUCTION SCHOOL KANSAS CITY, MISSOURI CLASS OF AUGUST, 1968

FRONT ROW LEFT TO RIGHT: Verlin Green, Instructor, Kansas; Charles Evenson, Instructor, Kansas; Bill Halbert, Instructor, Mo.; Ann Shelton, School Secretary; Boyd Michael, Registrar, Mo.; R. W. Dewees, School President; Delbert Winchester, Instructor, Okla.; Dean Cates, Instructor, Mo.; Bob Penfield, Instructor, No. Dak.; Jack Reedy, Instructor, Maryland.

SECOND ROW LEFT TO RIGHT: Amos White, Ind.; Lee Hendren, Ks.; David Botello, Calif.; Grady Hagler, Ks.; Frank Dunbar, Maine; Frank Pelate, Ill.; E. G. Stassens, Ore.; George Dodman, Canada; A. T. Lowry, Texas; Robert Witt, Mo.; Kenneth Davis, Ill.; Edward Hubbard, Minnesota.

THIRD ROW LEFT TO RIGHT: Jimmy Cox, Md.; Forrest Duffey, Mo.; Lennox Hill, Minn.; Peter Knaup, Wisc.; Adrian Landry, Jr., La.; Tony Harris, No. Caro.; Albert Roberts, Ark.; Joe Hagan, Ky.; Gary Alexander, Mich.; William Hamilton, Mo.; Larry Womack, Mo.; Allen Riddle, Texas; Roy Hill, Minn.; James Vaughn, Indiana.

FOURTH ROW LEFT TO RIGHT: D. D. Land, La.; Ronald Utter, Ill.; Lon Frieden, Mo.; Jimmy Sumners, Mo.; John O'Fallon, Ill.; Don Gooden, Ks.; Fred McIntire, Iowa; Larry Land, Minn.; Leonard Dunn, Jr., Okla.; Robert Van Lerberg, Ks.; Jim MacQuilkin, Pa.; Roy Atkinson, Utah; Ed Rueger, Indiana.

FIFTH ROW LEFT TO RIGHT: Byron Carpenter, Ks.; Steve Brown, Mo.; Art Franker, Mo.; James Swanson, Nebr.; John Craven, Mo.; Albert Rogers, Mo.; Ralph Ray, Texas; Richard Groves, Ill.; Warren Ball, Calif.; Bobby Plymel, Ga.; Larry Langlais, Vermont; Oral Roberts, Mo.; E. A. Hoover, Ore.; Ronald Devolder, Canada.

SIXTH ROW LEFT TO RIGHT: Phillip Gerleman, Ks.; Augie Newkirk, Ind.; David Avilez, Calif.; Jim Hubbs, Colo.; Buddie Pearson, Ks.; Gary Herrington, Ky.; Charles Edwards, N.Y.; Clifford Quist, Wash.; Roy Brooks, N.J.; Vern Koch, Ks.; Art Guess, Calif.; William Allen, Calif.; Franklin Edwards, Mo.; Glenn Harrison, Mo.

SEVENTH ROW LEFT TO RIGHT: Bernard Rental, Mo.; Jesse Aringdale, Calif.; Henry G. Van Dyke, Calif.; Charles Rose, Ind.; Bruce Hogan, Okla.; Karl Gartner, Ohio; Kent Badgett, Nebr.; Eldon Geyer, Okla.; Charles McDonald, Ark.; Conrad George, Fla.; Mars Garey, Nebr.; Bob Brooks, N.J.; Jerry Bell, Nebr.; Richard Bird, Minn.; Glen Clevenger, Washington.

EIGHTH ROW LEFT TO RIGHT: Dwight Allmon, Mo.; Alden Deal, Mo.; Ken Keesaman, Mo.; Bill Brookshier, Mo.; M. J. Schwab, Mo.; Ordell Darst, Mo.; Ben Ens, Canada; Edward Hart, Nebr.; David Sims, Texas; Raymond Woodard, Texas; Paul Carson, Ky.; Robert Jesse, Missouri.



## Contest a Feature of Iowa Fall Meeting

Iowa auctioneers will meet in Burlington, October 26-27 for their Annual Fall Convention. Featured event will be the annual auctioneers' contest that is sponsored by the Association.

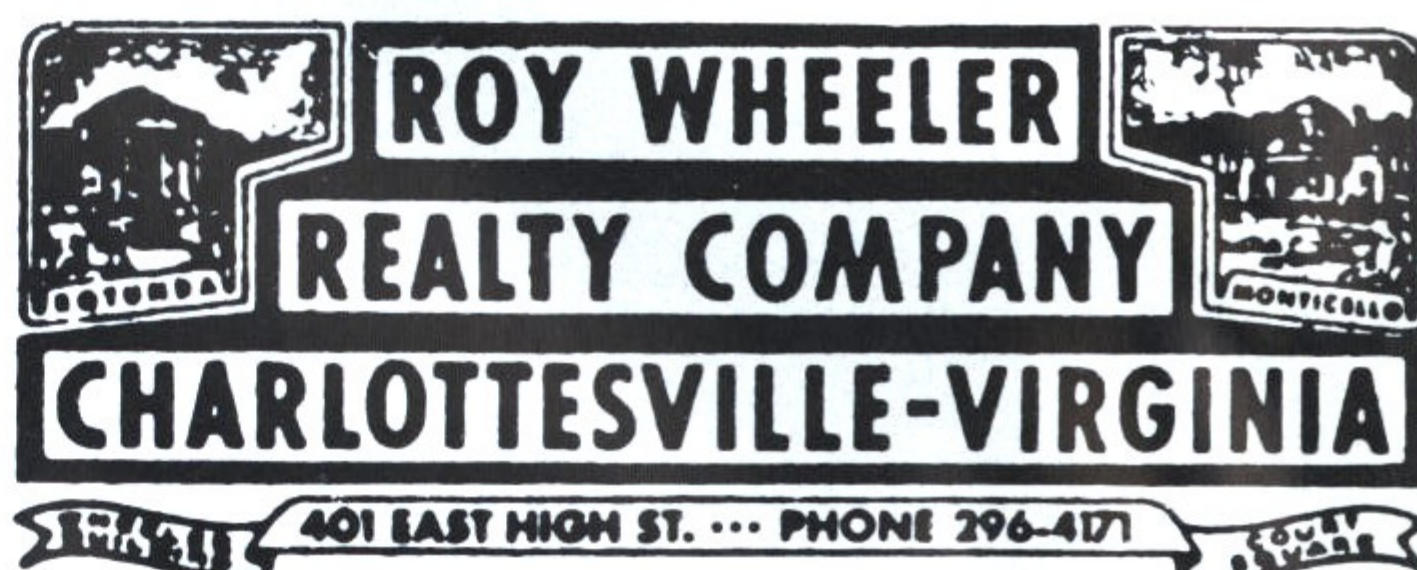
Preliminary judging is done with the use of tape recordings. From these the finalists are selected and notified to be present for Saturday evening, October 26. They are then judged under actual selling conditions on a point system. Clarity, rhythm, speed, personal appeal, salesmanship, grammar and phrasing enter into the compilation of the points.

Warren Collins, winner of last year's contest, will be in charge of the 1968 Contest.

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## Auction Shorts

1968—Another Election Year. An Election that will involve a lot of important political issues to be voted on from local issues of rising taxes to the Election of the President of the United States.

Often we as intelligent people permit the feeling that politics are none of our concern and that politicians are often not to be trusted. Should this be, are we not often to be blamed because of lack of interest by not voting when we should have? Do we encourage them when they are right or do we only criticize them when they are wrong?

Do we support the things we truly believe in—our churches, schools, civic organizations, political parties, etc?

Yes, without a doubt we are all guilty at one time or another. There is however, one thing that we as auctioneers truly believe in and that is the auction way of selling.

So, let all of us begin now and remind our people as we work with them at our auctions, from now until Election Time, to be sure to vote. For after all, the lack of interest in voting could also eventually lose for us the democratic way, the auction way of selling.

HENRY BUSS  
Columbus, Nebraska

## Auctioneer-Governor Jim N. McCord Dies

Jim Nance McCord, former Governor of Tennessee and one-time nationally recognized auctioneer, died last month at the age of 89. The cause of death was listed as a cardiac arrest.

Mr. McCord had also been a newspaper publisher, livestock expert, churchman and a long-time mayor of Lewisburg, Tenn., before becoming Governor. He was also a Congressman immediately before serving as Governor.

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THE RED POLL CATTLE CLUB OF AMERICA  
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election he won almost seven to one over the combined votes of his two opponents. Two years later he was re-elected. He was the brother of another well-known auctioneer, the late Tom McCord of Montgomery, Ala.



## Voltaire's Works Sell for \$57,600

LONDON—A collection of works by the French Eighteenth Century writer Voltaire was sold for \$57,600 at auction.

Bidding began at 48 hundred dollars and rose rapidly to the selling figure bid by the House of El Dieff of New York.

The collection was of first and early editions of Voltaire's works, comprising more than 1,350 volumes. It formerly belonged to British publishing chief Desmond Flower.

### How Sad

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



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## Illinois Auctioneers Plan Big Fun Auction

A giant Fun Auction with all proceeds to be added to the NAA Building Fund will be the highlight of the Illinois State Auctioneers Convention to be held at the Hotel Leland, in Springfield, October 19-20.

Dwight Knollenberg, Gordon Bauer and Mike Fahnders are serving as co-chairmen of this large and unusual sale which will be held at 8:00 P.M. Saturday, October 19. It is planned to make this a memorable event for the National and State Associations.

The convention will open with a Banquet at 6:00 P.M. at which time registrants will receive a Welcome from the Mayor of Springfield. Mr. Leo Golman will be guest speaker.

Sunday's Program will include a Noon Luncheon followed by an address by Leo M. Boatwright, Swayzee, Ind. Col. Boatwright will speak in regard to new furniture auctions. Entertainment, installation of officers and special awards will complete the Program.

William Gaule and Franklin Bohn, co-chairmen of the convention, extend a cordial invitation to ALL auctioneers and their families to attend.





Dear Mr. Hart:

It was good to talk with you by phone recently and in regard to the problems of fee that others and myself have encountered in the auction of U. S. Government (ASCS) storage bins.

Here is what happened in my situation. First, it is absurd to ask auctioneers to submit a bid to sell this type auction. To me, it is like asking a Doctor to submit a bid on your or my operation.

I quoted my fee for this type of auction, which is 5%. Another bid I know of was 4% and another auctioneer replied he was unavailable on the date selected. Our state office rejected all bids and indicated through the local office the fee would be \$125.00, and a minimum was placed on the bins. Now, I'd like to ask the purpose of a bid in the first place?

They hired a novice for \$100 with no actual experience although a recent graduate of an Auction School. The sale total was over \$12,000, or less than 1% commission. I'd like some comments or personal letters from others along this line.

Sincerely,  
H. WILLARD ARNAMAN  
Unionville, Missouri

Dear Bernie:

Mrs. Middleton and I enjoyed our visit to the fair state of Oklahoma. The National Convention was a great success. This is the first Convention that we have attended, however, we hope it is not our last. If the Lord wills, we plan to attend the one next year in Roanoke.

I am a graduate of the Ft. Smith Auction School. As well as being a member of the National Association I am also a member of the new Association in California.

I am to be on the Bob Dale Television Show Thursday, Sept. 12, for an exhibition and a benefit auction. I consider this a great opportunity. As well as being an auctioneer, I am a minister of The Church of Christ, and have preached every Sunday for over 36 years. I also have three real estate offices.

I am enclosing a check for fifteen dollars, ten of which is for membership, and five for boosting our magazine.

Sincerely and truly,  
CHARLES B. MIDDLETON  
San Diego, California

P.S. I forgot to mention how greatly I was impressed with the humility and courtesy of the world's greatest auctioneers at the Convention.

Dear Bernie:

Enclosed find check in the amount of \$15.00 to cover dues and for Booster page. Auction business is good with me having a sale every Saturday, but it is almost too hot to enjoy them. Temperature here today 105° I called a 4 hour sale last Saturday in 103° temperature and it almost got this old man, as I am 65 years young this coming January, but just too tough to give up.

Auctioneeringly yours,  
CHRIS B. DAWSON  
Waverly, Ohio

Dear Bernie:

Well, as the leaves are turning a beautiful color it tells us that fall is upon us and that starts another winter sale season. Also, fall tells many of us it is County Fair season and many 4-H and FFA fat stock auction sales throughout the country.

Our auction firm always enjoys the fat stock sales, our services are free for these sales, but to us, it is our way of helping the youth of America strive on to newer heights in that most times the money they receive goes to buy more livestock for projects or else into a savings account for education. We sold seven fat stock sales in seven different counties, with the



top Beef selling up to \$1.01 per pound, Lambs selling up to \$4.00 per pound, and Hogs up to \$1.40 per pound.

To us, fair time means also the time to go and visit with the many farmers and business men who attend these gay times, to collect sale leads, make new and renew old acquaintances.

We have a new float and booth each year to take to the fairs, this year we had a float which we showed, expressing, "We sell everything from A to Z".

In closing I would like to thank you and the Oklahoma Auctioneers Association for a grand National Auctioneers Convention, and, yes, thanks to each NAA member who cared enough about his profession to attend.

Yours truly,  
JIM MESSERSMITH  
Jerome, Idaho

Dear Bernie:

On 31 August 1968, I was asked to conduct the benefit auction sale for St. Peter Claver R.C. Church, Springwood Ave., Asbury Park, N. J. This church is located in a predominantly negro neighborhood.

With all the racial tension that is prevalent in this country at the present time, I had my doubts that I would have a successful sale. A small ad was placed in a local newspaper announcing the sale. The sale was to be held in the evening which I thought would be a deterrent to the attendance.

I started the sale at 6:30 with about 25 persons in attendance, within fifteen minutes, all the seats were filled, (100) plus about 25 or more standing. There were 30 white people that attended the auction. Halfway through the sale the lights went out, the cash box at this time had about five hundred dollars in it. Within three minutes the lights came back on. The merchandise was still on the tables and the cash box was untouched.

Out of all the benefit sales I have held, I liked this one the best. The adults were very helpful and the children, well

enough good cannot be said of them. I cannot give them enough praise. In wrapping the merchandise consisting of glassware, china and other breakables as carefully as they could in newspaper, they handled everything as if it were their own personal possessions.

The sale ended at 11:00 with 100 people still there including the white people. The sale was not only a financial success but it also created and united better relations between the whites and the negroes.

Because this was a benefit sale I did not charge for my services but what I did receive money cannot buy.

Sincerely,

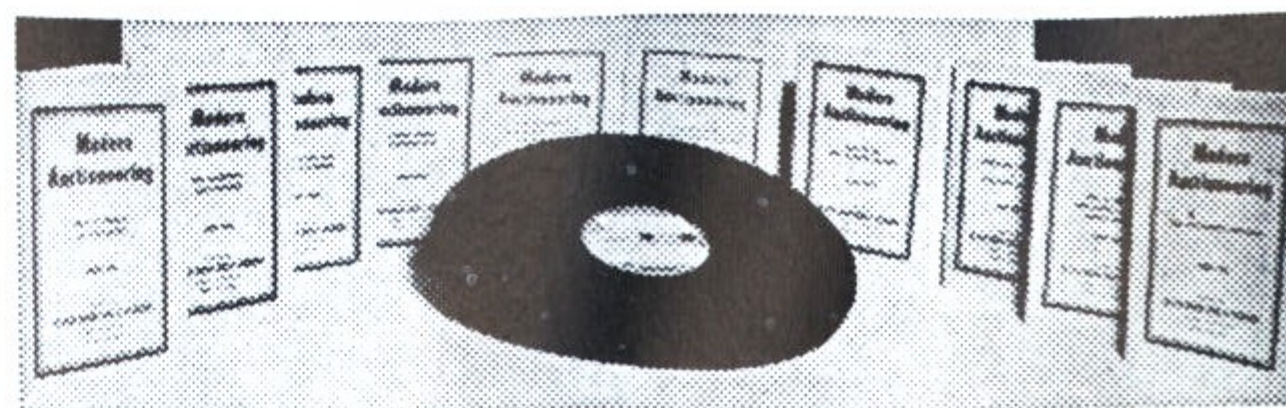
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# Across The Country

BY BERNARD HART



In this issue you will see an artist's drawing of a proposed building for the National Auctioneers Association. Also, we are publishing a report of the actions concerning the Building Project that were taken at our National Convention, in Oklahoma City. Lack of space last month caused this to be delayed until this issue.

As of September 15, contributions to the Building Fund had totalled \$7,286.62. Some will think this indicates a very good response considering the amount (or the lack) of effort that has gone into promoting the new building. Others will feel it is a long way from the realization of the intended goal. Both lines of thought will be relatively correct.

Up to this time there has been no special effort extended toward building this fund. The great money raising resources of the members of this organization have not been tapped. There is no rush at this time to do this but as the new building comes closer to reality this can be done — if it is necessary.

To bring all members up to date, the Building Fund was established by the Board of Directors of the National Auctioneers Association at the December 28 (1967) meeting of that body. It was started by individual donations of those who were at that meeting. There was no fan-fare attached to the drive for funds until the Oklahoma City convention. Yet, some \$2,500 had been contributed at that time.

The question in many minds, "Can we raise enough money through the methods we have been using to erect a building like the one pictured?"

The answer is definitely, "Yes!"

In raising this \$7,000 plus that we now have, only 21 of our members have contributed \$100 or more. Those in this bracket have given amounts ranging from \$100 to \$500 each. Is it not true that at

least 500 members could do what these 21 have done without any particular hardship? When 479 additional members join these first 21, it is easy to see what an immense figure this would be.

To answer a couple of other unasked questions: (1) Contributions to the NAA Building Fund are legitimate tax deductions. (2) Moneys received are being invested and are currently drawing 5% interest, compounded quarterly.

Having been close to the office the past month, about all we have to pass along is a few items that have come to our attention. We would like to share with you these **SHOCKING FACTS**, taken from the Kansas Automobile Dealers Association Bulletin:

**"We pamper criminals and hamper police, when the police are all that saves us from anarchy. . .**

**"We spend billions to pay people not to work—when we need the workers and haven't got the billions. . .**

**"Companies, which provide millions of the best-paying jobs in the world, were built out of profits made by ambitious men who plowed those profits back, to make more. Now Government and unions call such men selfish, and tax and destroy the profits vital to tomorrow's jobs. . .**

**"For voters at home, we placate our enemies abroad and attack our friends (and how we need those friends). . .**

**"We spend billions for foreign aid and let prosperous foreigners who owe us billions spend OUR money to deprive us of OUR dangerously needed gold. . .**

**"COMMON SENSE used to be the outstanding trait of Americans.**



## In Heaven's name, WHAT HAS HAPPENED TO IT?"

Then, with this being a "political year", we must pass along this note from Fred Mullis, Lancaster, S.C.:

At the Wiregrass Farmers Produce Market where Col. Mullis sells regularly, he and the management thought they would do something different in opening the sale so they offered some "Wallace for President" bumper stickers at auction. Fred reports the bidding was wild and the few stickers they had sold from \$20 to \$75 each and more than \$500 was collected in less time than it takes to tell about it. And buyers were from Virginia, Tennessee and Florida in addition to Alabama.

We have heard of campaign materials selling for some good prices years after they were used but never during the time they were current. Just goes to show—these are not ordinary times and perhaps it takes things like these to awaken people to facts.



## \$375,000 Realized In Nebraska Land Auction

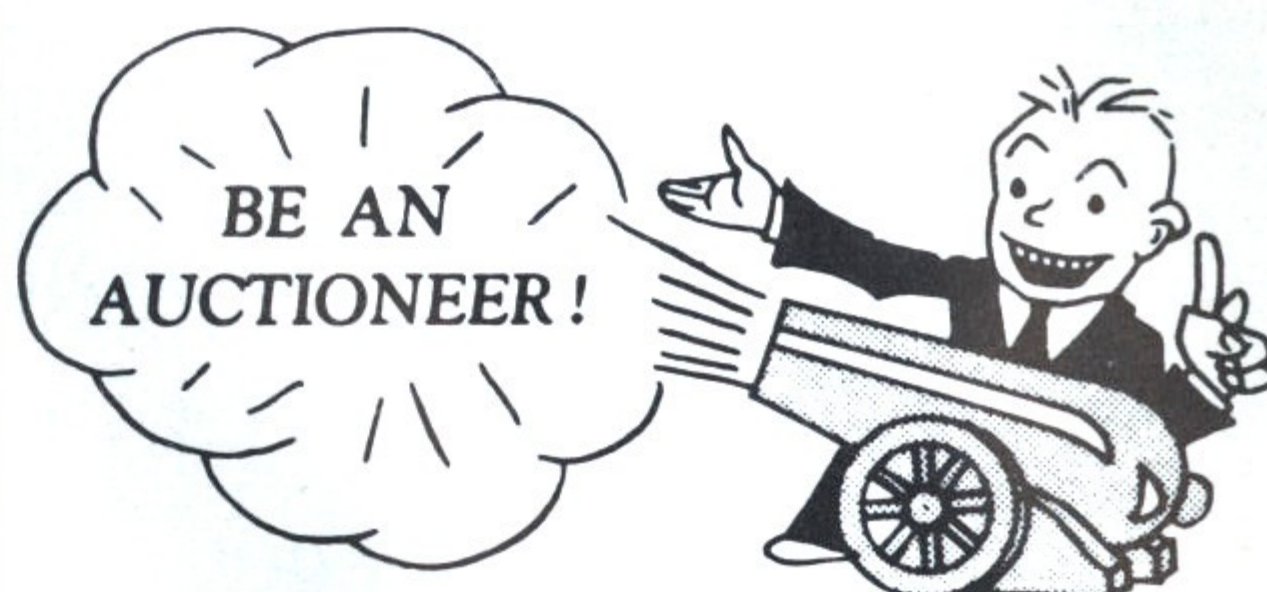
An auction of real estate that saw \$374,480 change hands took place in the American Legion Hall at Edgar, Nebraska, June 26. Nine farms owned by the Virgil Anderson Estate plus a 17 acre tract and a residence in the town of Edgar made up the auction.

First price paid was \$625 per acre for an unimproved irrigated farm of 160 acres. A dryland unimproved 80 acres nearby brought \$530 per acre. Topping the auction at \$660 per acre was an unimproved irrigated 80 acres.

Another dryland improved 80 acres brought \$550 per acre and this same figure was reached on another 80. Other farms sold for \$120, \$475, \$330 and \$220 per acre, respectively.

Ed. Lightner, NAA member of

Hastings, Nebraska, conducted the auction. It was one of the largest real estate auctions ever held in Nebraska.



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## Bruce Mullen Taps Entertainment Field

Bruce Mullen, Toppenish, Washington, is a young auctioneer who appears to be headed for a great and rewarding career in the entertainment field. Members of the National Auctioneers Association got their first look



BRUCE MULLEN

at Bruce at our 1965 Convention in Spokane. He was the winner of the Amateur Contest that year. Again at Philadelphia, the following year, Bruce was on hand with his guitar and entertained with some select numbers.

At Oklahoma City, this year, Bruce Mullen's musical renditions were enjoyed by all in attendance at our National Convention. Bruce is now a professional among the Country-Western entertainers. His recording, by Dot, entitled "Love and the Auctioneer", has proven a real hit and has received 100 per cent air play on the major country-western radio stations.

Bruce has signed a five year recording contract with "Dot" whereby he will make eight songs this year and twelve each for the next four years. One he is working on at present is "Rock Island Line" which includes an auctioneer's chant.

Bruce's father, John M. Mullen, is the owner and manager of Toppenish Sales Yard and a veteran auctioneer. Just turned 20 years old, Bruce is one of eight children in the Mullen family.



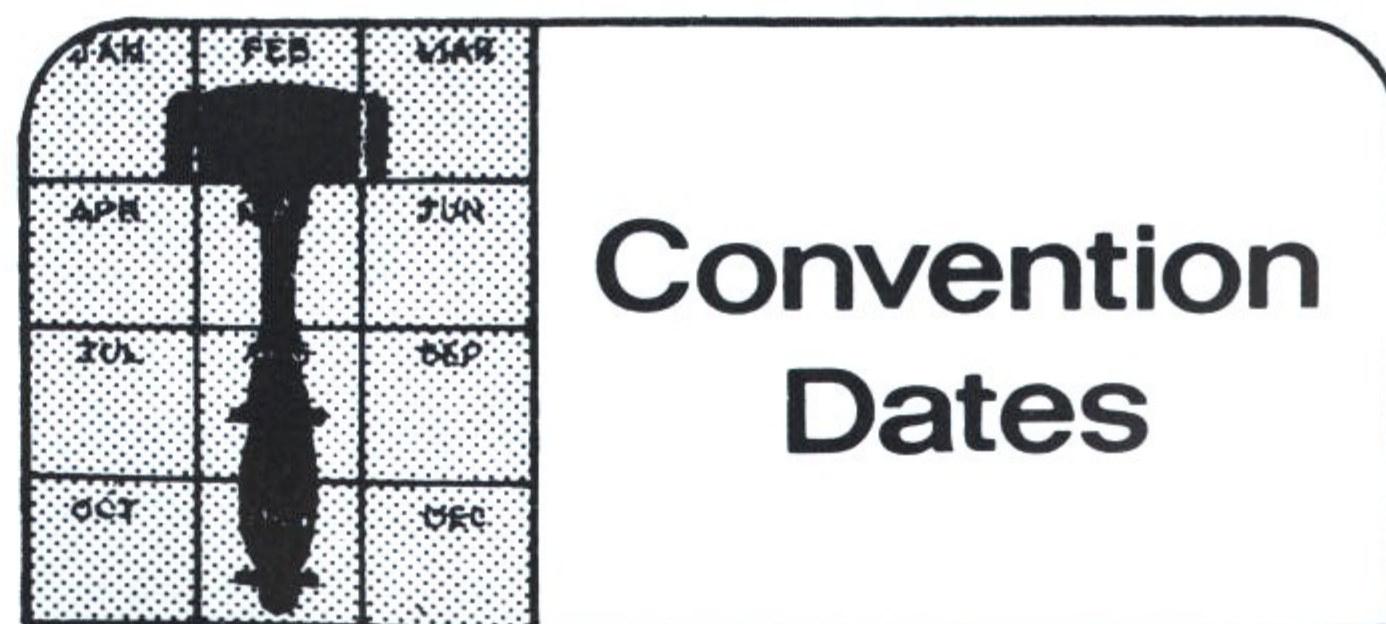
## Duroc Congress Sale Establishes Records

Duroc breeders continue to set records in their association sponsored auctions. This year's National Congress Sale, held in July, at Evansville, Ind., saw prices that were only excelled by their Southwestern Congress Sale, last winter.

A record total figure was realized for a Congress sale when \$82,220 was recorded on the clerk's sheets. The average of \$393 per head was also a Congress record.

Top boar sold for \$4,600 and the top open gilt brought \$2,300. The champion pair of gilts brought \$2,800, a new record.

Auctioneers were John Hall, Aberdeen, S. D., Howard Parrish, Eden, Ohio, and Buddy McCulloch, Morris Chapel, Tenn. All are NAA members.



October 19-20—Illinois State Auctioneers Association, Leland Motor Hotel, Springfield.

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

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

December 9—Tennessee Auctioneers Association, Holiday Inn, James Robertson Parkway, Nashville.

January 11-12—Ohio Auctioneers Association, Southern Hotel, Columbus.

January 25-26—Mississippi Auctioneers Association, Jackson.

July 10-11-12—NATIONAL AUCTIONEERS ASSOCIATION, HOTEL ROANOKE, ROANOKE, VIRGINIA.



# Directory of State Auctioneers Associations

## Aggressive Auctioneers Assn. of Arkansas

President: J. C. Dyer, Box 283, Nashville  
Secretary: Ervin Cripps, Rt. 2, Gentry

## Arkansas Auctioneers Association

President: Dale G. Brown, 7918 Toney, Ft. Smith  
Secretary: Monroe Robinson, Box 172 Magazine

## California Auctioneers Association

President: Tom Caldwell, 1357 S. Euclid Ave., Ontario  
Secretary: Ron Kavanagh, P. O. Box 41, Herald

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Secretary: C. E. Cumberlin, 1500 E. 29th Avenue, Greeley

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Secretary: Wayne B. Dow, 14 Southern Ave., Augusta

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Secretary: John A. Hilditch, 13 Adams Rd., Ashland

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President: Wayne Ediger, Belle Plaine  
Secretary: Alvin Payne, DeGraff

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Secretary: Garth Wilber, Rt. 3, Bronson

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Secretary: Jack Alford, 117 Thomas, Cleveland

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Secretary: W. J. Hagen, Box 1458, Billings

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President: Stacy McCoy, Arapahoe  
Secretary: Henry Rasmussen, St. Paul

## New Hampshire Auctioneers Association

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Secretary: George E. Michael, R. D. 2, Reeds Ferry

## New Jersey State Society of Auctioneers

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Secretary: Ralph S. Day, 183 Broad Ave., Leonia

## New York State Auctioneers Association

President: Lew Bronstein, 3600 Orchard Park Rd, Orchard Park  
Secretary: Tim W. Anspach, 1906 Central Ave., Albany

## Auctioneers Association of North Carolina

President: Bob Cline, 967 Davis Ave., Statesville  
Secretary: Larry Hedrick, Rt. 5, Statesville

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Secretary: Lester Lien, Harvey

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Secretary: Newton E. Dilgard, Room 9, Farmers Bank Bldg., Ashland

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Secretary: Bud Chapman, 12843 Shorecrest Dr. S. W., Seattle

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Secretary: Robert Brandau, Wilton





## The Lighter Side...

### Real Trouble

The rookie pitcher had more determination than skill. He was in deep trouble at one point in the baseball game when the manager came to the mound and said, "Son, I think you've had enough."

"But I struck out this guy the last time he was up," the pitcher protested.

"I know," the manager said, "but this is the same inning!"

### Not So Dumb

At a golden wedding anniversary, the couple was asked to make remarks appropriate to the occasion. The elderly gentleman told this one.

"I remember our wedding day so distinctly. I brought my little bride home to the little house I had bought. We couldn't afford a trip, we just started our honeymoon right in our little home. I carried her over the threshold and said, 'Honey, this is your world and this is my world.'"

Someone commented: "I suppose you both lived happily ever after in your little vine-covered cottage!"

Husband: "Well, not exactly. We've been fighting for the world's championship ever since."

### That's An Order

The poster in front of the postoffice carried the picture of a handsome marine in dress uniform. Below, in large letter, was the message: "The Marine Corps Builds Men."

It must have impressed someone, because written just below the message in a feminine hand was this: "Build me one.—Laura."

### The Phantom

The teacher fresh from college took over her first class of elementary pupils and noticed a nasty word scrawled on the blackboard and the signature "The Phantom."

She said: "Children, we will put our heads down on our hands on our desks and close our eyes. The person who wrote this word can come up and erase it."

The pupils put their heads down and closed their eyes. All was quiet for a while, then there was a thump of feet scurrying back to a desk. The teacher said the children could look to see if the bad word was erased. Instead, they saw a new, nastier word, followed by: "The Phantom Strikes Again!"

### Run For the Roundhouse

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

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

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

### Cooperative

Three retired men were sitting on a park bench. The one in the middle sat quietly. The man on each side was going through motions of fishing, reeling, casting, pulling in.

A policeman came by and asked the middle one, "Are these two guys your friends?" When he said they were the policeman said, "Well, get them out of here."

"Okay," said the old man, and began going through the motions of rowing.—



### Wrong Occupation

The golfer was having a bad time on the links. Finally, on the thirteenth hole, he picked up the ball and threw it as far as he could, broke his clubs, then sat on the grass and moaned: "I've got to give it up! I've got to give it up!"

"Give up golf?" his caddy inquired anxiously.

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

### Easy Deduction

Mother and daughter were in the kitchen washing dishes while father and 10-year-old Larry were watching TV in the living room. Suddenly there was a loud crash of falling dishes. Father and son listed expectantly.

"It was mother," Larry announced.

"How do you know?" asked Dad.

"Because," answered Larry, "she isn't saying anything."

### Too Advanced?

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

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

### Sheer Poetry

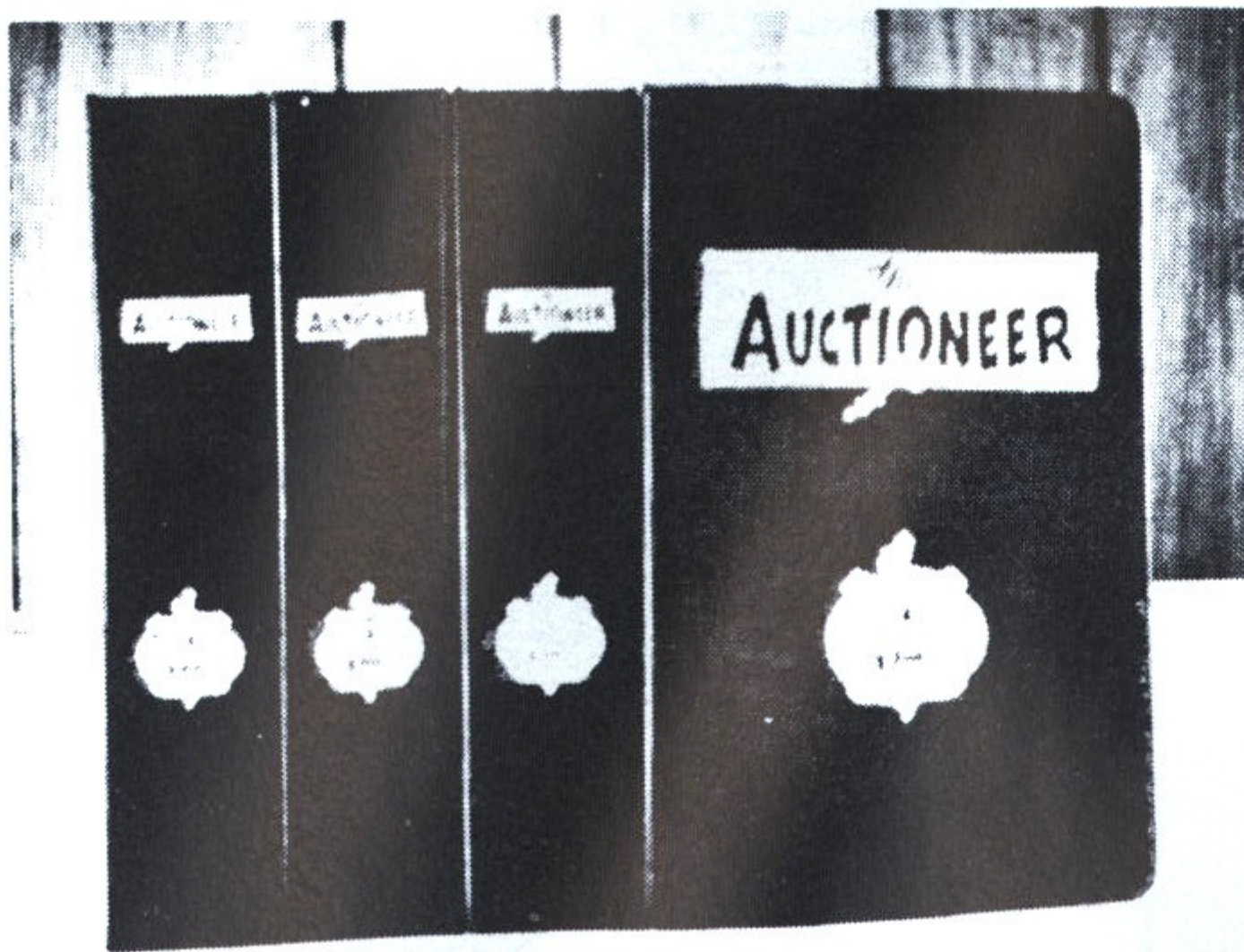
City Man: My wife is so poetic. She wakes me at sunrise, and says, "Lo, the morn."

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

### Smarter Than We Are?

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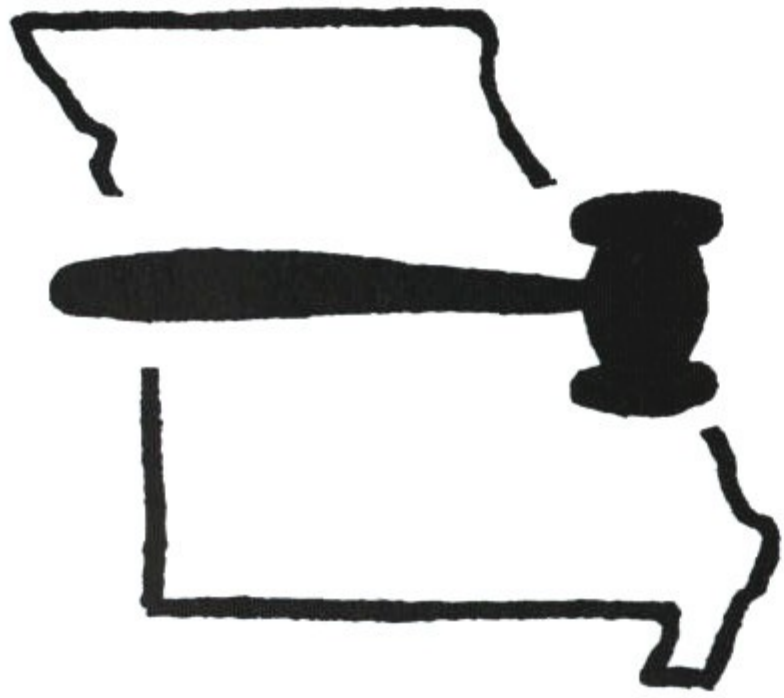
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