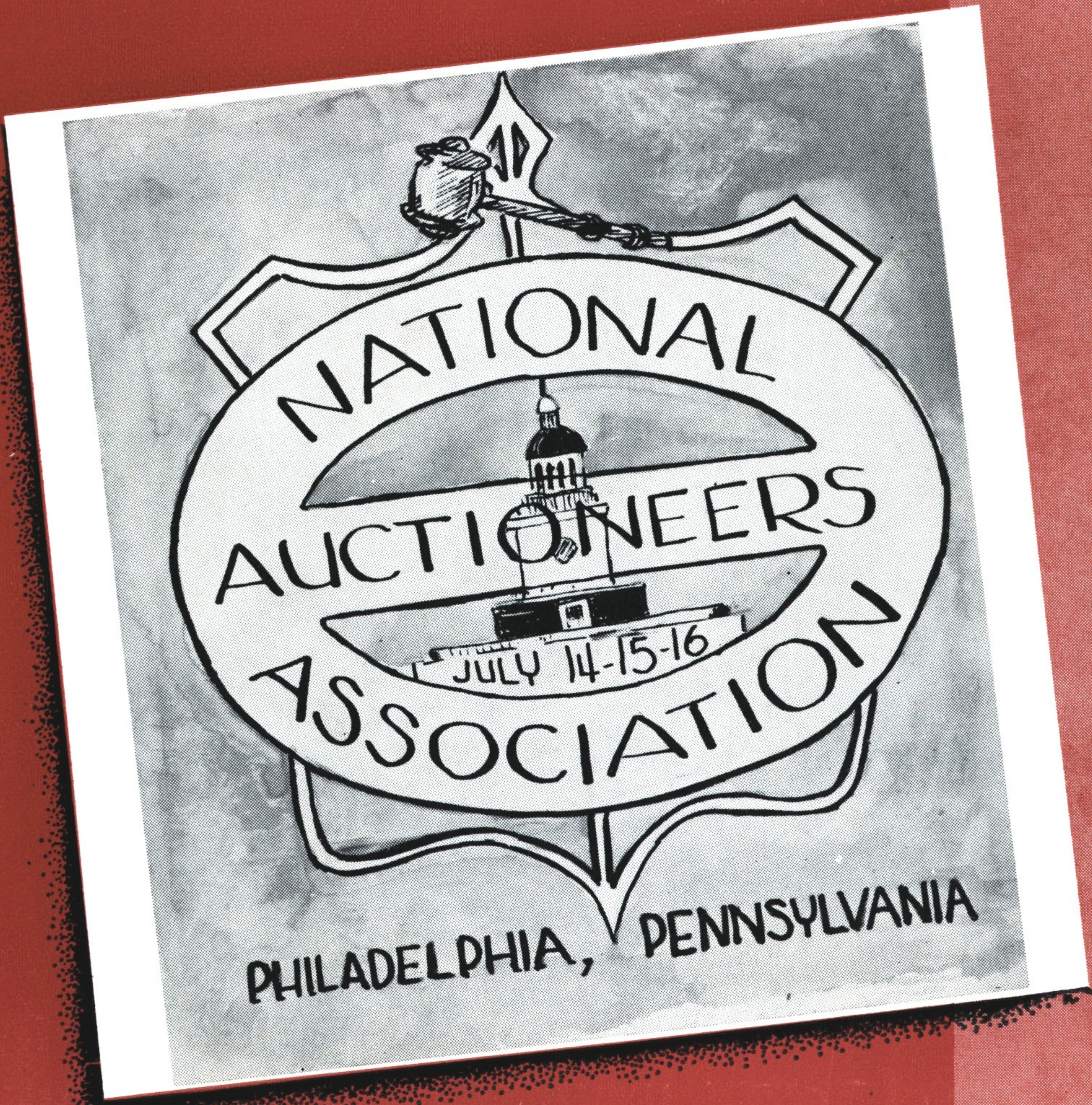


# *the* AUCTIONEER



JULY  
VOL. XVII

1966  
No. 7



**GOING!**

**GOING!**

**GONE!!**



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promote the auctioneer and the auction  
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COMMONWEALTH OF PENNSYLVANIA  
GOVERNOR'S OFFICE  
HARRISBURG

June 2, 1966

GREETINGS:

Auctioneers are familiar and important figures in the economic life of our Nation.

Commodities and real property of all types seek true market values daily throughout the Commonwealth, and through the efforts of auctioneers, the process of honest and competitive bidding determines this value under the system of supply and demand.

This year, the Pennsylvania Auctioneers Association will host the 17th annual National Auctioneers Convention in Philadelphia, July 11-16, 1966.

I wish to take this opportunity to welcome the delegates to Pennsylvania and extend to them my every good wish for a pleasant stay in our State.

Furthermore, in recognition of the role of the auctioneer in the large volume of buying and selling which takes place in our free enterprise system, and in tribute to the efforts of the Auctioneers Association in keeping the art of auctioneering on a high ethical plane, I am pleased to designate the week of July 11-16, 1966, as AUCTIONEERS WEEK in Pennsylvania.



*William W. Scranton*  
WILLIAM W. SCRANTON  
GOVERNOR



July 11-16, 1966

## Auctioneers Week in Pennsylvania

By official proclamation, Governor William W. Scranton of Pennsylvania, has designated the week of July 11-16 as AUCTIONEERS WEEK in Pennsylvania. A reproduction of the official proclamation appears on the opposite page.

Officers and members of the Pennsylvania Auctioneers Association were present for the signing. This confirms that auctioneers of the state have gone "all the way" in preparing to host the National Auctioneers Convention.

We regret that pictures taken during the signing of the proclamation did not arrive in time for use in THE AUCTIONEER.

---

## A Timely Tip

Convention time is fast approaching and those of you who go every year are of course now making all preparations. I'm sure your calender for the month of July has a big X on the Convention date. Your family is probably counting the days. They know that the N.A.A. Convention is beneficial to Dad and full of fun and excitement for them. There is very little to be said for the "regulars." After attending their first convention, they are "hooked" and keep coming back. This is directed to those of you who have never gone to what could be the most enjoyable week of the year for you.

Perhaps you feel that the convention consists of dull speeches, idle conversation and entertainment available at a club social. You may also feel that you know so few Auctioneers outside of your own community that most of your time will be spent with just your family or by yourself. Let me assure you that you could not be more wrong. Regardless of your Preconceived Notion of what transpires, you will find that in the first hour after your arrival at the Bellevue Stratford, you will be up to your ears in hospitality, socialbility and be constantly surrounded by "your kind of peo-

ple." People who work as you do, talk as you do, laugh at the same jokes as you do and will make you feel like an old time "Convention Goer." In the meantime, Mother has joined the other ladies. As to the children, they will immediately assimilate themselves with others of their age and ideas. You will see them now and then as they go from one activity to another.

Evenings at all N.A.A. Conventions are always family get-togethers. All programs are planned for family enjoyment and participation.

Wednesday is Amateur Night. This consists of bringing on the stage talent from the organization to entertain you and compete for cash prizes. Incidentally, if you can perform, regardless of age, sex, or talent, be sure to fill in the application in this copy of the Auctioneer.

Thursday night, a surprise presentation followed by The Fun Auction where you will really see and hear the top Auctioneers, The beginners as well as the in-betweens. The Title "Fun Auction" is a very fitting one for this evening. It's more fun than a barrel of Monkeys.

Friday night, the stage show "Plain



Betsy" will be presented. This will be one of the Convention Highlights. It has music, dancing, romance and a "Belly Laugh" a minute. When you stop to consider that the show runs for ninety minutes, you can imagine how all those frequent "Belly Laughs" will make you glad you have a belly.

Saturday is of course the climax and a very suitable one for a Convention; so full of climatic events. The Grand Banquet is held, followed by a famous speaker who will keep you on the edge of your chair. When the final event is over and you start saying good night to your many friends, a lump will rise in your throat and most women get a bit of moisture in their eyes. There is only one consolation, next year you can go again and live a week that only a Convention can give you.

I implore you don't face a year of regret for missing this opportunity to attend. Right now make arrangements and reservations.

You would be silly to miss Philly.  
Henry Brooks

---

## Missourians Hold Spring Convention

By Irv Landolt, Secretary

Members of the Missouri State Auctioneers Association held their Spring Convention May 1, at the Missouri Hotel in Jefferson City.

President, Don Albertson, called the morning session to order. A period of general discussion pertaining to the organization was conducted. This was followed by a Luncheon. Entertainment was furnished by the Albertson Family string instrument band.

A Fun Auction, featuring Missouri Cob Pipes, furnished by Col. Argus Amos, and jars of honey, furnished by Col. Chester Hisel, concluded the entertainment. This added \$61.00 to the treasury.

A very interesting and educational address was rendered by Col. Tony Thornton, of Springfield. The theme was the need of qualified auctioneers in the real estate field. Col. Thornton said the real estate field is ready for auctioneers but many auctioneers are not ready for the

real estate field. In closing, he said it may eventually be necessary for a Missouri auctioneer to be a licensed real estate broker in order to sell real estate at auction.

Election of officers for the coming year brought the following results: Tony Thornton, President; Wayne Ytell, Vice President; and Irv Landolt, Secretary-Treasurer. Elected to three year terms on the Board of Directors were: retiring President, Don Albertson; Victor Crawford and Richard Ten Eych. Glenn Klossner was elected to fill the unexpired term on the Board of Wayne Ytell.

The fall convention was set for the same location, October 2. A Fun Auction at this meeting was discussed and the Board of Directors will work out the details.

---

## \$30,000 Per Acre For Surplus Land

BY JOHN A. OVERTON

About 1956 I wrote an article for "The Auctioneer" concerning the possibility of auctioneering buildings, etc. that were to be removed from land purchased by the State for Interstate Highway construction. We also assumed that there would be some excess land to be disposed of sooner or later.

This year we have had three sales of excess land. One was a one-third acre tract which brought \$8,175.00. We sold a acre tract for \$5,600.00.

**On June 1, we sold 11½ acres for \$335,000. This figures out to be \$29,130.43 per acre and according to local authorities is the highest cash price ever paid for land in the Albuquerque area.**

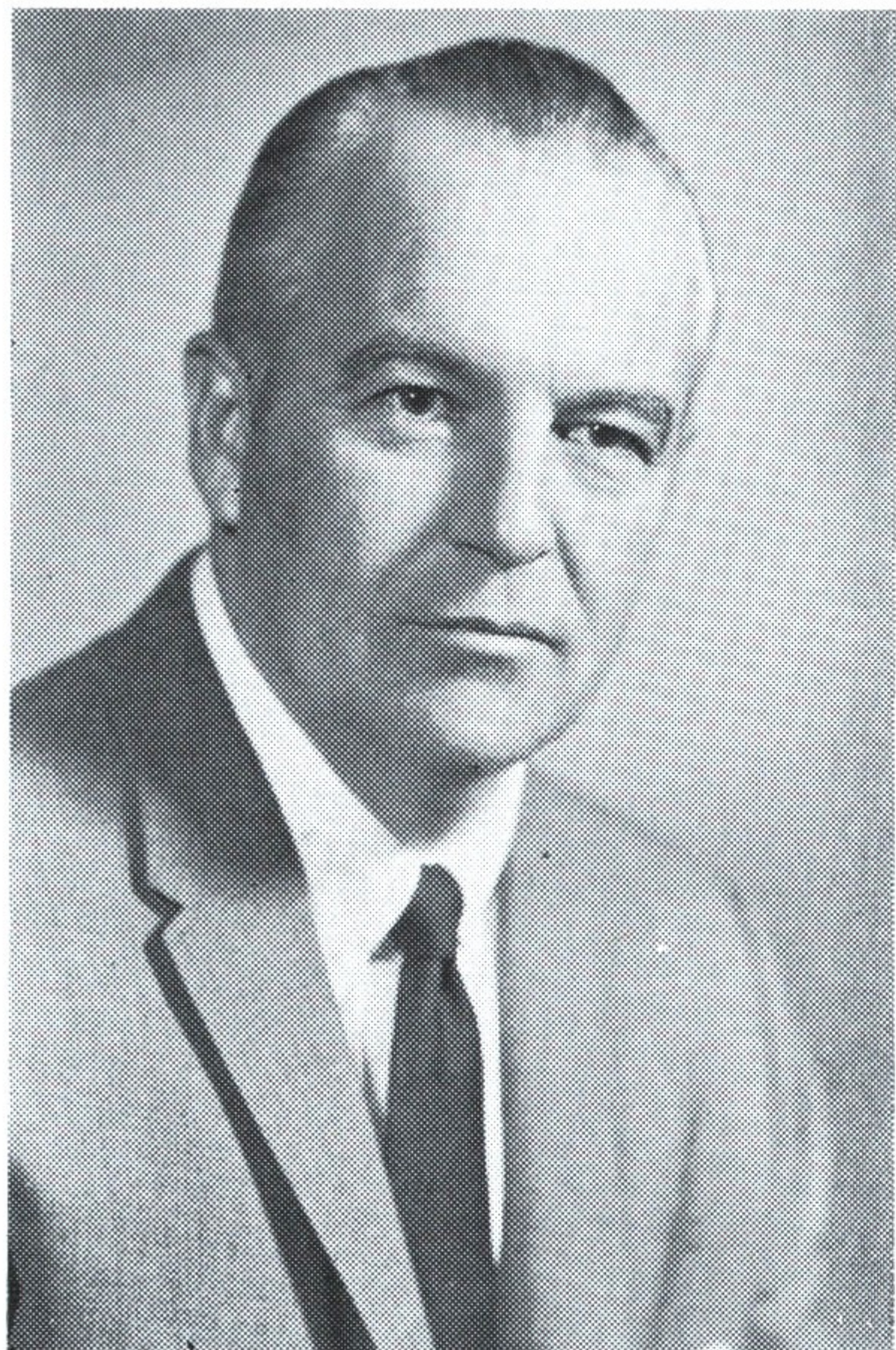
There's gold in these freeways if you work them. We've sold thousands of houses and other buildings throughout the state of New Mexico and anticipate the opportunity of selling more land in addition to buildings in the future.

It might be of interest to our readers that the state paid \$105,000 for this 11¼ acre tract in 1960. Its increase in value was \$230,000 in six years which again proves you only know what it is actually worth when it has been offered at public auction to the buying public.

See you all in Philadelphia.



# Program Highlights



**E. L. JOSEPH**

E. L. Joseph joined Chrysler Corporation in 1949 as Chrysler-Plymouth District Manager in Baton Rouge, Louisiana. He has held a number of important Regional and Area Sales positions since joining Chrysler Corporation and in 1961 was named National Used Car Manager.

In January 1965, he assumed additional duties in his appointment as Manager — Owner Relations and Used Vehicle Merchandising.

Mr. Joseph will address the National Convention on Thursday afternoon. His address on "Customer Relations" is one that no auctioneer should miss.



**"DOPEY" DUNCAN**

"Dopey" Duncan is a busy after dinner speaker, his Pennsylvania Dutch humor making him a favorite of many groups. A native of Allentown, Pa. and a veteran of World War II, he has a long career in the entertainment field.

Following the war, Mr. Duncan worked various Night Clubs as an entertainer and in 1948 he went on a tour with the Art Mooney Orchestra. In 1949 he joined the staff of Radio Station WKAD, a position he has held continually.

"Dopey" Duncan will entertain immediately following the Fun Auction, Thursday evening. He is being brought to the National Convention through the courtesy of the Lehigh Valley Society of Auctioneers.





# Convention Information

During the past several months, readers of "The Auctioneer" have been made aware of the National Auctioneers Convention to be held at the Bellevue Stratford Hotel in Philadelphia, Pennsylvania. Dates of the Convention, July 14-15-16, are almost here. Now is the time to make those last minute preparations and head for Philadelphia!

Our Convention is streamlined in accordance with modern desires. It does not stretch out over a full week but only lasts for 2½ days. You need not be away from your business for a long period of time in order to attend. If it is a part of your vacation it gives you ample time to see and do other things.

## Cost

For the auctioneer who is not firmly established, cost is always a prime factor. However, it is this type auctioneer who can gain so much from attending our National Convention. For that reason we keep convention costs as low as possible.

Rates at the Bellevue Stratford Hotel are reasonable in comparison to similar facilities over the country. However, if you have friends or relatives in the area you are not obligated to stay at the Bellevue Stratford. Also, there is free parking for Convention Registrants who are guests of the Bellevue Stratford.

Our Convention is not a money raising "gimmick." Seldom does it break even for the NAA. Registration fee will be \$30.00 for auctioneer and wife or \$20.00 for the auctioneer who comes alone. Nominal fees will be charged for children over 12. Registration fee will include Luncheon and Buffet Dinner on Thursday, the Broadway Play on Friday and the Grand Banquet, Saturday evening. If these mentioned functions were presented on a commercial basis they would cost at least double the price involved in the registration fees.

If you miss the first meal or can't stay for the last one, please don't ask for a special rate. In planning a con-

vention we must plan a package deal. We know all cannot attend all events and we have established our registration fees with this in mind.

Remember, it is not the fault of the NAA or of the Convention if you miss part of it, so please don't penalize them.

## Conduct

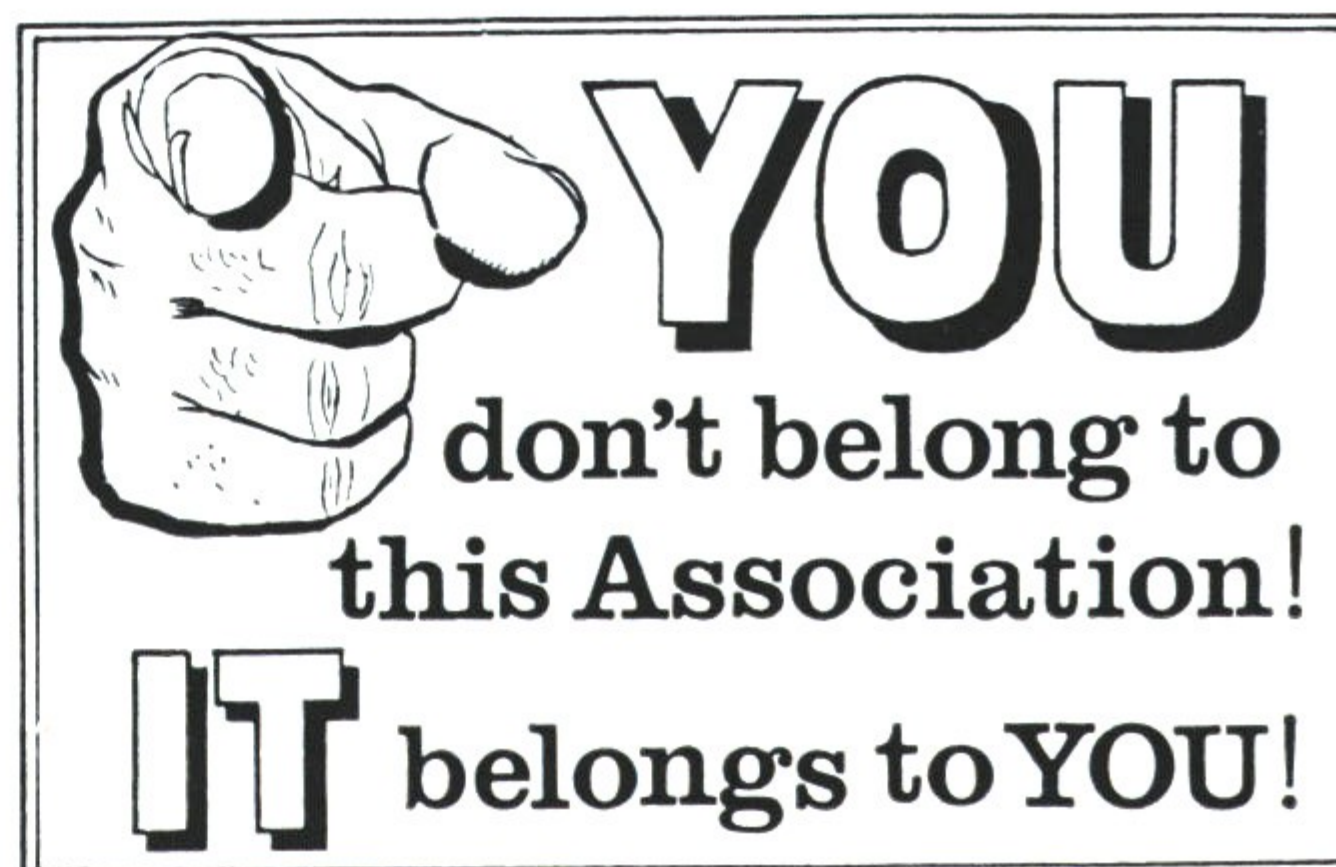
The National Auctioneers Association has the reputation of staging one of the finest conventions in the land from the standpoint of member conduct. It is a family convention, entertainment and interesting subjects are provided for all members of the family.

There are no cocktail hours nor open bars and no alcoholic beverages are allowed to be served in any meeting room or at any group Luncheon or Dinner. Hospitality suites or rooms are frowned upon. Feel free to bring your family in order that they may be all the more proud of your chosen profession.

## Business

Our Annual Business Meeting is held on Saturday afternoon. However, most of our business is handled by the Board of Directors and the various Committees. Our time is too limited to have lengthy discussions on the floor that sometimes become heated. The Board of Directors will meet on Wednesday afternoon, preceding the convention. The Committees will meet on Thursday morning and either the Board or the Committees will meet as many times after that as is necessary.

If you have business you think merits discussion, refer it to a Board member or to the Chairman of the proper Committee.





## Life Members

The policy of publishing the names of those members whose dues are received each month insures every member of getting his name in "The Auctioneer" at least once each year. There is one group which includes some of our most loyal members who are excluded from these monthly listings and that is our Life Members.

Life Memberships are issued to any member in good standing upon receipt of his remittance of \$100. Following is a list of those who held Life Membership certificates as of June 15, 1966:

N. M. Adams, Chicago, Illinois  
 Tim Anspach, Albany, New York  
 Tim W. Anspach, Albany, New York  
 Ray Austin, Canfield, Ohio  
 Ken Barnicle, Ellisville, Missouri  
 William Boes, North Apollo, Pennsylvania  
 Jack D. Braddock, Granville, Ohio  
 Walter S. Britten, Bryan, Texas  
 Wallace Bucher, Francesville, Indiana  
 Dean S. Bullard, Williamsfield, Ohio  
 John A. Carr, Macon, Illinois  
 B. G. Coats, Deal, New Jersey  
 Roy L. Crume, Kokomo, Indiana  
 J. Meredith Darbyshire, Wilmington, Ohio  
 Richard W. Dewees, Kansas City, Missouri  
 C. B. Drake, Rockford, Illinois  
 John R. Fishdick, Eagle River, Wisconsin  
 Robert A. Foland, Noblesville, Indiana  
 Arnold Ford, Rome, New York  
 John Freund, Omro, Wisconsin  
 John M. Glassman, Eau Claire, Michigan  
 Tom Gould, Harlingen, Texas  
 Delbert Graft, Avilla, Indiana  
 John T. Gray, Temple Terrace, Florida  
 W. H. Hale, Williamson, West Virginia  
 Owen V. Hall, Celina, Ohio  
 Frances R. Hamilton, Rossville, Indiana  
 R. F. Hamilton, Rossville, Indiana  
 Vince Hanson, Manitowoc, Wisconsin  
 H. "Skinner" Hardy, Bakersfield, California  
 Bernard Hart, Frankfort, Indiana  
 Walter Heise, Oconto, Wisconsin  
 Glen Helberg, North Platte, Nebraska  
 Walter Heise, Oconto, Wisconsin

Chester L. Hisel, Chula, Missouri  
 Frank J. Hollenbeck, Rockford, Illinois  
 Russell Kiko, Canton, Ohio  
 James Liechty, Berne, Indiana  
 Carl E. Marker, Fort Wayne, Indiana  
 George A. Martin, East Lebanon, Maine  
 Forrest A. Mendenhall, High Point, North Carolina  
 Boyd Michael, Kansas City, Missouri  
 Fred Millspaugh, Greentown, Indiana  
 H. B. Mushrush, Franklin, Pennsylvania  
 William McCracken, Phoenix, Arizona  
 David Nicolls, Conneautville, Pennsylvania  
 James C. Patterson, Bainbridge, Ohio  
 Gordon Peace, Ottawa, Illinois  
 Bob Penfield, Bowman, North Dakota  
 Earl S. Penfield, Lemmon, South Dakota  
 John Peterson, Albia, Iowa  
 Carman Y. Potter, Jacksonville, Illinois  
 Fred Ramsey, Madison, Tennessee  
 Henry Rasmussen, St. Paul, Nebraska  
 John W. Rhodes, Tama, Iowa  
 Ray Roberson, Grover City, California  
 Thomas C. Roberson, Chattanooga, Tennessee  
 Joseph J. Ross, Tipton, Indiana  
 Roger D. Rumbaugh, Homerville, Ohio  
 Foster G. Sheets, Roanoke, Virginia  
 Garland Sheets, Roanoke, Virginia  
 E. T. Sherlock, Goodland, Kansas  
 Edward Sprunger, Decatur, Indiana  
 Don W. Standen, North Ridgeville, Ohio  
 Joseph Steiner, Silver Spring, Maryland  
 Douglas Steltz, Elm Grove, Wisconsin  
 William Stinebaugh, St. Marys, Ohio  
 Charles M. Taylor, St. Petersburg, Florida  
 Lyle D. Thornton, Gainesboro, Tennessee  
 Tony Thornton, Springfield, Missouri  
 Jim Tindall, Ocala, Florida  
 David H. Tracy, Pavilion, New York  
 Richard C. Tracy, Dansville, New York  
 Kenneth Travis, Dresden, Tennessee  
 Gary Van Hill, Zeeland, Michigan  
 Merle "Rip" Van Winkle, Argonia, Kansas



Eugene C. Waldrep, Birmingham, Alabama

R. A. Waldrep, Gainesville, Georgia

Lee Waldrep, Gainesville, Georgia

W. J. "Bill" Wendelin, Henderson, Texas

Garth W. Wilber, Bronson, Michigan

Henry F. Wilber, Bronson, Michigan

Harris Wilcox, Bergen, New York

Clyde Wilson, Green Camp, Ohio

B. L. Wooley, Little Rock, Arkansas

Rex Young, Plattsmouth, Nebraska

Joseph L. Zieman, Detroit, Michigan

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### MEMBERSHIP PROMOTION

Experience has demonstrated over the years that (1) the best salesman, for any organization is an active member, as opposed to a staff man or paid canvasser, and (2) members calling in pairs far out - sell those who make calls alone. A visit by one member could be regarded as an interruption; when two appear, it's a real occasion. And, every visit is a chance to make a friend — someone else to "do things with" for your mutual benefit and the growth of your association.

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"Help your wife," advises a home economics editor.

"When she washes dishes, wash the dishes with her; when she mops up the floor, mop up the floor with her."

---

## Delaware Invites Convention Visitors

By Riley T. Jefferson

Delaware is so small and so close to this year's Convention, I would like to call its existence to your attention. Some of you might like to swing south into Delaware and head west over the Bay Bridge or south through the Virginia tunnel and bridge or east on the Lewes-Cape May ferry and up into New Jersey.

Three countries, two corners and one ocean front. Mr. Du Pont in Wilmington, mixes a batch of powder and a couple gallons of paint ever so often just too buy groceries. New Castle has more antique shops than most small towns.

Kent county has the pretty little capital of Dover, and one of the east's largest air force bases.

Sussex county is the largest area. It has Rehoboth Beach on the ocean, sort of a small Atlantic City. Lewes has a lot of history and the ferry to Jersey. A couple of cow paths cross in the center of Sussex county and it is known as Jefferson X Roads. Yours truly was the last Jefferson to be hatched in that vicinity. They took one look at me and decided to move on.

Wishing all of you a safe and enjoyable trip to Philadelphia from tiny Delaware.

---

## The President's Letter

The time for our N.A.A. Convention has arrived, I am sure that all arrangements have been made by all to attend, this year. It will be one of the biggest, and best we have ever had. Philadelphia is a beautiful city, and the Pennsylvania Auctioneers and their neighboring states have joined together to make it a gala affair. They have secured some of the best speakers in the country for the program this year. It will be a very informative, instructive and entertaining convention. I do hope that everyone will make an effort to attend, I think it will be worth your time and effort. I also want to thank everyone, for the assistance they have given me in the past year. Your courtesy and kindness will never be forgotten. See you in Philly.

John L. Cummins



## CLMA Elects Svarre As 1967 President

Kansas City, Mo . . . . Ingvard Svarre, Sidney Livestock Market Center, Sidney, Montana, has been named president-elect of the Certified Livestock Markets Association and will take office for 1967.

The industry trade association held its annual convention June 11-14 at Mackinac Island, Michigan, as a part of the Livestock Marketing Congress it conducts each year where the officers-elect were named.

W. V. Emrich, Norfolk Livestock Sales Co., Norfolk, Nebraska, is president of the trade body of over 800 "CERTIFIED LIVESTOCK MARKETS" this year.

Kenneth E. Woods, Henderson Sale Co., Henderson, Tennessee, was elected vice president. Herb V. Rockhill, Eureka Auction Sale, Eureka, Kansas, was nam-

ed treasurer and Jay R. Taylor, Amarillo Livestock Auction Co., Amarillo, Texas, was elected secretary.

In selecting Montana as the site of the 1967 Livestock Marketing Congress, the Association acted favorably on the invitation presented by John J. Altenhofen, Central Montana Auction Co., Lewistown, Montana, president of the Montana Livestock Markets Association. The Montana Stockgrowers Association and the Montana Chamber of Commerce joined with the state's marketmen to secure the event for next year.

In action which Association officials state reflects the growth of the Livestock Marketing Congress as an industry-wide event, Florida was named the site for 1968 and California for 1969.

A wife is a woman who sticks with her husband through all the trouble he wouldn't have had if he hadn't married her.

## CASH PRIZES

NAA Convention Amateur Contest

For Sons and Daughters of Auctioneers

Mail entry blank now  
to get in on the chance to win

NAME \_\_\_\_\_ AGE \_\_\_\_\_

ADDRESS \_\_\_\_\_

TYPE OF ACT \_\_\_\_\_

Contest will be Wednesday Evening, July 13, 1966

Another good reason everyone should attend the Convention  
(Prizes furnished through courtesy of the

NEW JERSEY STATE SOCIETY OF AUCTIONEERS).

Mail Entry Blank To:

Henry Brooks, 405 S. Franklin St., Wilkes-Barre, Pa. 18702





# Convention Offers Numerous Rewards

BY COL. POP HESS

Trying to put together what would be appropriate for this July issue is not such an easy task. My July columns in the past have been more or less directed toward the National Convention. I hope everyone of you is planning to be in Philadelphia, July 14-15-16, and I also know that this would not be quite possible.

Closing out my long time connection with my farm and livestock sales program on WRFD and getting our home, in Delaware, properly transferred to the new owners has kept this old man busy. It is not easy to vacate my long-time hide-out on the north side of old Mulberry Hill where I have enjoyed so much privacy in the past. Only my dog, Topsy, the birds and squirrels who roam the area, plus a family of 'coons who loved to raid our garbage cans in the night were my companions at the hide-out. But the animals and myself always remained friends. And so it goes, the world turns and changes are made.

In my new location, in Bellefontaine, I am just a block south of the Logan County Fairgrounds, operated by a live group of folks who still believe in a good County Fair. They keep the grounds in attractive fashion as well as the race track which will attract my attention when the trotters and pacers hit the turf. They also have a good Junior Fair with a lot of activity, especially in livestock.

This coming convention, our 17th Annual, should bring out much added interest in the field of auctioneering. Our all-time high membership figure will bear out the truth of our slogan, IN UNITY THERE IS STRENGTH.

In looking back, my first convention column was in 1953. From that time to the present the NAA has made much

progress and what it holds for the future depends upon the members and the officers at the helm. There are times when mistakes will be made but it is through mistakes that we learn to progress through correction and better understanding.

It is the hope of this writer the day will come when the National Auctioneers Association will have enrolled in membership 90 per cent of the active auctioneers in the United States. This would be a strong spoke in the wheel of progress.

The auction field is open to all auctioneers who can present their service in competition within the field of honesty and clean performance. This runs quite true throughout the land but like all businesses and professions, a few racketeers appear in the field.

It has been our State and National Associations who have established ethics to better safe-guard the profession. We congratulate them on the progress they have made. This coming National Convention will impress all who attend by the sales ability of those engaged in the profession.

The Convention Program, in Philadelphia, covers a wide area. The days and nights offer much to the auctioneer and his family in both business and pleasure, and provides at the same time the vacation each auctioneer needs during the year. The old saying comes to my mind, "A visiting dog will bring a bone and another will take it away." While I do not infer auctioneers are dogs so will re-word the saying to: Every auctioneer bring a bone, leave it and take some other suitable bone he finds in the lot back home with him. Yes, trading bones often answers many questions and helps to solve problems.



This National Convention is for ALL auctioneers who are loyal, clean in service, busy or not so busy. It is for all creeds, all ages and financial status is immaterial. You will like the spirit you will find in this great convention in Philadelphia, July 14-15-16. Get there early and stay for the full time.

This column would not be complete if I didn't make at least one suggestion. Since I won't be at the Convention, I will make it here. Now that we have so many active State Auctioneers Associations I believe it would be a drawing card to add an auctioneers' contest to the program.

My suggested plan would be for each State Association to hold their own contest between the close of this convention and the 1967 meeting. From their own contest, send to the National Contest their Champion and Reserve Champion auctioneer. Then at the National Convention, these Champions compete for the National awards of Champion and Reserve Champion.

The candidates should be members in good standing of their State and National associations. This contest would have no bearing on the present Livestock Market Auctioneering Contest, but it could produce a hot candidate for that event.

This is just a suggestion by the writer who likes to take time out to dig up something that would be of interest to both the State and National groups. Think it over boys. The judges in each would have to be men who are worthy of such performance.

In closing, I wish you a great Convention and I hope to have another column for you in September. As you know, THE AUCTIONEER is not published in August, but we'll see you in September.

## Contest Highlights Montana Meeting

Montana's second annual Livestock Market Auctioneer Contest was a part of the annual meeting of the Montana Auctioneers Association. The event was held at Butte, April 22-23.

Friday night's (April 22) program consisted of the Calcutta, held in the Silver Bowl Room of the Finlen Hotel. Each contestant sold merchandise, furnished by the Montana Auctioneers Association. At the close of the selling, each contestant was sold by C. R. "Tige" Thomas, last year's Champion.

Saturday's program opened in the morning with the call to order by Clyde Bush, association President. Minutes of the last meeting were read and approved after which a guest, Wes Wendt, Granger, Wash., was introduced. Wendt talked on the possibility of organizing a Northwest Auctioneers Association to further strengthen the National Association.

Discussion also took place on the time and place for summer get-together. A vote of thanks was given Vern Dustin, Billings, and Craig Britten, Butte, for their fine job of arrangements, selling of program advertising and the handling of the various responsibilities of the meeting and contest.

Al Schaan, Butte, was named winner of the auctioneer's contest, and Craig Britton, also of Butte, was runner-up. Ron Granmoe, Glendive, was the winner of third place.

Granmoe was elected President of the Montana A. A. for the coming year. Kenneth Thompson, Billings, was elected Vice President and Bill Hagen, Billings, was re-elected Secretary-Treasurer.

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## SALE BILLS WANTED

A special Bulletin Board will be set up to display your sale bills at the NAA Convention. Send a copy of your favorites to:

**HENRY BROOKS, 405 S. Franklin St., Wilkes-Barre, Pa. 18702**



## South Dakotans Hold Enjoyable Meeting

South Dakota auctioneers met at the Sheraton-Cataract Hotel in Sioux Falls, June 10-11 for their Fourth Annual Convention. Leading auctioneers from all parts of the state, along with their wives, turned out for what was termed a most enjoyable and successful event.

United States Senator, Karl Mundt of South Dakota, was a surprise guest at the meeting and addressed the body briefly. He was high in his praise to the profession of auctioneering stating that selling at auction was truly free enterprise in action and it typified the growth of the nation. Senator Mundt compared the auction profession with his own, saying that auctioneers were selling products while as a U.S. Senator he was busy selling ideas.

Hon. V. L. Crusinbury, Mayor of Sioux Falls, was present to welcome the auctioneers and their families to the City. Following the roll call of members and the reports of the Secretary-Treasurer, NAA Secretary, Bernard Hart addressed the group. He told of the ever changing challenges facing auctioneers and offering new fields of endeavor. Hart complimented the South Dakota Auctioneers Association upon their strong organization and predicted a steady growth for them due to the fact most of the successful auctioneers of the state were working members of the association.

Curtis Price, Madison, the group's President, presided throughout the meeting and is to be complimented upon the manner in which the meeting was carried on.

The afternoon program included a panel discussion and election of officers. Ole Hall, Bryant, was elected President for the coming year and Fred McFarland, Sturgis, was named Vice President. Gilbert Wagner, Reliance, was elected Secretary-Treasurer, succeeding Dale McPherson, Phillip, who declined re-election.

Bringing the convention to a successful close was the evening Banquet, presentation of awards and an address by a

humorist. Entertainment was furnished by five daughters of Col. and Mrs. Marcel Reisch, Howard, and other young people from the same area.

Final events were the Fun Auction, followed by dancing. Those who attended, and the attendance was good, went home with the feeling that they hated to wait a full year for the next meeting, which will be held in Aberdeen, June 9-10, 1967.

## Wisconsin Auxiliary Holds June Meeting

The Auxiliary to the Wisconsin Auctioneers met at the Park Motor Inn in Madison, our capitol city, on June 8 at 11:00 A.M.

Twenty three ladies were present this year, among them some new members.

Our meeting was brought to order by our president, Mrs. Earl Clauer of Mineral Point. The Secretary - Treasurer, Mrs. Art Doede of Rosholt, read the minutes of our 1965 meeting and they were approved as well as the treasurer's report.

Election of new officers was held with Mrs. James Appleman of Cashton as our new president; Mrs. Robert Brandau, Wilton, Vice President; and Mrs. Lyle Atkinson, Mauston, as Secretary-Treasurer.

Other new business included the following motions:

1. To send a note of sympathy to Mrs. Leo Sullivan as a result of Mr. Sullivan's untimely death. They were members of our organization.
2. To elect a Vice President who will take over duties as President the following year.

Mrs. Clauer, our 1965-1966 President, presented Mrs. Appleman with a lovely orchid in honor of her acceptance of the duties as our new President. Our organization made a motion to carry this unique idea on each year with the president being responsible for bringing an orchid for the runner-up with funds taken from our treasury to purchase it. Dues of \$2.00 per member were collected.



Door prizes were distributed with several lucky winners and our meeting was adjourned after which the ladies joined their husbands for a smorgasbord dinner and a most interesting talk given by John L. Cummins, our National President.

Several of our ladies also enjoyed a talk given later by Mr. Lester Bue of Beloit, a Wisconsin Auctioneer, who deals in Antique Auctions, and who gave everyone listening, pointers on buying antiques, using many of his own as a supplement to his talk.

We are happy to report that several of the ladies from our Association along with their husbands and families will be seen at the National Convention this year in Philadelphia.

Mrs. Robert Brandau

## Best Convention Yet Held By Oklahomans

BY V. K. CROWELL, SECRETARY

Members of the Oklahoma State Auctioneers Association held their Annual Convention at the Ramada Inn in Oklahoma City, May 14th and 15th. More than 70 members and their families were present to enjoy what was probably the group's most successful meeting.

Brad Wooley, Little Rock, Ark., and 1st Vice President of the National Auctioneers Association, was the principal guest speaker. He gave a very good talk

on Antiques and Furniture Auctions.

Delbert Winchester, Enid, Okla., enlightened us on the subject of farm and other real estate auctions. Cecil Abernathy, Oklahoma City, explained the Auto Auction procedure to us. Charlie Brown of Chickasha, auctioneer for the Oklahoma Livestock Commission, gave a very good talk on Thoroughbred and Livestock Auctions.

Grover Howell, Secretary of the Texas Auctioneers Association, chose the subject, "Sell Yourself", which was very well taken by the entire group. We were entertained as only he can entertain a group of auctioneers by just being himself, by Dale Brown of Ft. Smith, Ark., owner of the Fort Smith School of Auctioneering.

In the evening we had a Chuck Wagon Dinner followed by a Fun Auction. President, Quinton Jenkins, due to foot surgery, was unable to attend the first day's session.

Sunday morning, May 15, we joined in an hour of worship which was very much appreciated by all. After Worship, we made a trip to and through the Cowboy Hall of Fame. Following lunch we held our business meeting and elected the following officers for the coming year:

Glenn D. Jones, Wapanucka, President; Wayne Casteel, Lucien, 1st Vice President; Clarence D. Hoeme, Hooker, 2nd Vice President; V. C. "Doc" Crowell, Oklahoma City, Secretary-Treasurer (re-elected).



Quinton Jenkins, left, retiring President of the Oklahoma State Auctioneers Association, congratulates the new President, Glenn D. Jones. In the picture at right, Oklahoma's youngest auctioneer, Jimmy Pilgrim, is given an award by Jenkins. Jimmy helps his grandfather sell every Saturday. Pictures were taken at the Oklahoma State Convention.



# Why Go To Conventions?

Conventions give us the opportunity to enhance our knowledge. We meet people from our state level as well as the national level. They keep us in contact with our fellowmen. Those of you who have been consistent goers to the National Auctioneers Conventions, I am sure, highly treasure the memories and knowledge gained from that trip to another part of our nation; as well as contributing to the betterment of the auction profession.

Each year the trip to a different state is interesting. You enjoy the scenery and the sights. It gives you the chance to learn how people of the different sections of our America live—their habits, and attitudes. Naturally, each of us will agree that no other state compares with our own. Therefore, we are readily encouraged with inspiring enthusiasm to continue visiting another state of "the Union." The Keystone State has countless numbers of attractions. How can we resist the many

pleasantries of being guests of a historic city which stands at the ends of Pennsylvania — Philadelphia? The Pennsylvania's Dutch and Pennsylvanian people's friendliness and hospitable habits are true representation of Virtue, Liberty and Independence.

Who wants to do unimportant and uninteresting things? We all desire something permanent in life. We want to gratify our ambitions, to develop our largest possibilities, and we have a wealth of possibilities in these auctioneers' conventions. Profit from other's mistakes — get out of life what is offered to you. The best success is attained only through giving and accepting helpful cooperation.

Faith and optimism are two necessary ingredients to success in this world. They are infectious. And if the central idea of mutual aid and mutual trust can be made graphic and real to people, they can apply it not to one kind of convention activity alone, but to many. For that is where every successful convention has to begin — with mutual trust among members.

Content, tone, interest getters—these make up three legs of a tripod that help set our sights for successful use at conventions. Our organizations become strengthened when you and I attend conventions, take part in them, exchange ideas. We need more U's and I's at our state and national conventions.

We must look at our husbands' auction profession as the brightest with the greatest future. As a team, working with our auctioneers, the accomplishments are unlimited. Opportunities do not come with their values stamped upon them. Everyone must be challenged!

No auxiliary member can afford the chance not to be present at the forthcoming meeting of the Ladies Auxiliary to the NAA Convention. This convention will be a rewarding one in many ways. The convention chairman, Helen Keller, has organized a program that will be most educational and instructive. Also,

## THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1965-1966

### President

Mrs. Walter S. Britten,  
College Station, Texas

### 1st Vice President

Mrs. Wendell Ritchie, Marathon, Iowa

### 2nd Vice President

Mrs. Dick Dewees, Prairie Village,  
Kansas

### Secretary-Treasurer

Mrs. Jim Messersmith, Jerome, Idaho

### Historian

Mrs. Warren Collins, Jesup, Iowa

### Directors

(1968)

Mrs. Albert Rankin, Alger, Ohio

Mrs. Dick Brewer, Mt. Hope, Kansas

Mrs. Brad Wooley, Little Rock,  
Arkansas

Mrs. V. K. Crowell, Oklahoma City,  
Oklahoma

(1967)

Mrs. Ruth Marks, Abingdon, Illinois

Mrs. Bob Penfield, Bowman,  
North Dakota

Mrs. Don W. Standen,  
North Ridgeville, Ohio

(1966)

Mrs. Ernest C. Freund, Fond du Lac,  
Wisconsin

Mrs. David H. Tracy, Pavilion,  
New York

Mrs. Clint Peterson, Webster City,  
Iowa



# THE LADIES AUXILIARY

• • • • •

remember that our auxiliary will have the capable assistance of former national officers.

Let's go east with our husbands this month, by supporting them at the NAA Convention, we also will be supporting our own LADIES AUXILIARY.

Pearl Britten.

## We'll See You In Philadelphia, Soon

We have just come home from our 11th annual Kansas Auctioneers Association Convention which was held in Junction City, Kansas on June 4th and 5th. NAA President, John Cummins and NAA Secretary, Bernie Hart were both a part of our program, and our Kansas delegates enjoyed their fine comments.

Hearing them tell of the excellent programs planned for the convention in Philadelphia, made me want to pack my bags and head east immediately. Bernie brought a copy of The Auctioneer, "hot off the press", and gals—when you get the magazine, look at the great list of activities planned and urge that man "behind the gavel" to bring you and the family to Philadelphia in July. You'll find it to be one of the highlights of the year.

Virginia Brewer

## Hello From Idaho

Summer must be here, you couldn't tell it by the weather, but the activity is tremendous. It used to be we had a season for sales, usually from October through March, and then farm 160 acres of irrigated land, but this year the sales are still coming, and doing very well, and we can't seem to get caught up on the farming as the auctions come first with this family.

Were having a very cold, dry spring, the range is quite dry and there are many cattle coming to market and

many ranchers selling out. Therefore, Commission company sales are lasting much longer than usual for this time of year. But after hearing and reading about the Kansas storm, we're counting our blessings here in Idaho.

Doesn't seem possible Convention time is here again but its a delightful experience to look forward to. We haven't any late news on the Idaho Association but hope we can support the National Association in Philly with a few members.

Know this convention will be bigger and better, and our thoughts are with you, Pearl, and your committees who are finishing the final arrangements.

Justine Messersmith

Jerome, Idaho

## Mrs. Claus Beck Dies

Mrs. Claus V. Beck, wife of NAA member Claus Beck, East Grand Forks, Minn., passed away May 25, 1966. She was 72 years old at the time of her death.

Col. and Mrs. Beck have attended several of our National Conventions in past years and have many friends among the fraternity. Our sincere sympathy is extended to Mr. Beck in his bereavement.

## Ladies Auxiliary 1966 Committees

### NOMINATING COMMITTEE

Irene Dudley, Chairman  
Mora Freund  
Virginia Brewer  
Ruth Sherman

### AUDITING COMMITTEE

Willie Jean Howell, Chairman  
Artie Baldwin  
Alma Crowell  
Mildred Corkle



## LADIES AUXILIARY CONVENTION PROGRAM

**Bellevue Stratford Hotel**  
**Philadelphia, Pennsylvania**

**July 13, 14, 15, 16, 1966**

**Auxiliary Chairman — Mrs. Helen Keller, Mount Joy, Pennsylvania**

### **Wednesday, July 13, 1966**

3:00 P.M. to 8:00 P.M.—Registration—1st. Floor Elevator Foyer  
3:00 P.M.—Reception Committee Meeting—Pink Room  
4:00 P.M.—Officers and Directors Meeting—Blue Room  
8:00 P.M.—Amateur Contest—Clover and Red Rooms

\* \* \* \*

### **Thursday, July 14, 1966**

8:00 A.M. to 5:00 P.M.—Registration—1st. Floor Elevator Foyer  
12:00 NOON to 5:00 P.M.—Luncheon—Ballroom  
3:00 P.M.—Afternoon Tea—Pink Room  
7:30 P.M.—Fun Auction—Clover and Red Rooms

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### **Friday, July 15, 1966**

8:30 A.M.—Registration—1st. Floor Elevator Foyer  
12 NOON—Luncheon—Burgandy Room  
Entertainment — Business Meeting  
8:00 P.M.—Stage Production, “Plain Betsy”—Ballroom

\* \* \* \*

### **Saturday, July 16, 1966**

8:00 A.M.—Breakfast for the New Officers and Directors—Red Room  
10:00 A.M.—Bus Tour of Historic Philadelphia—Tour Office  
6:30 P.M.—Grand Banquet and Awards—Ballroom  
9:00 P.M.—Dancing—Ballroom



## Fun Time For The Little Ones Under 12

**Thursday, July 14, 1966**

10:00 A.M. to 11:00 A.M.—Games and Story Time—Red Room  
2:00 P.M. to 3:00 P.M.—Movies and Music—Red Room

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**Friday, July 15, 1966**

10:00 A.M. to 11:00 A.M.—Games and Story Time—Red Room  
2:00 P.M. to 3:00 P.M.—Variety Time—Red Room

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**Saturday, July 16, 1966**

10:00 A.M.—Bus Tour Historic Philadelphia

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## Young People's Program – 12 yrs. & up

**ALWAYS ASSEMBLE IN VIENNESE ROOM**

**Wednesday, July 13, 1966**

3:00 P.M.—Guided Tour up City Hall Tower—Short walking trip—Free

**Thursday, July 14, 1966**

9:00 A.M.—Walking tour to United States Mint—30 minute walk each way—  
Free

2:00 P.M.—Walking tour to Franklin Institute—Return at 5:00—20 minute  
walk each way—Cost 75c

2:00 P.M.—Guided tour up City Hall Tower—Short walking trip—Free

**Friday, July 15, 1966**

10:00 A.M.—“Harbor Tour Showboat” cruise via regular city bus—Market St.  
bus Routes 17 or 33 to Front St. and short walk—Visit Admiral  
Dewey's Flagship—USS Olympia—Younger children welcomed if  
accompanied by a parent—Cost \$2.00—Plus lunch bar on show-  
boat

**Saturday, July 16, 1966**

10:00 A.M.—“Historic Tour of Philadelphia” for all ladies & children—Buses  
at Hotel—2-hour tour—Any age welcome—Children must be ac-  
companied by a parent—Cost \$2.25



IN UNITY THERE IS STRENGTH

# NATIONAL AUCTIONEERS ASSOCIATION CONVENTION

**Bellevue Stratford Hotel**

**Philadelphia, Pennsylvania**

**July 13, 14, 15, 16, 1966**

**Convention Chairman — Ralph Horst, Marion, Pa.**

## PROGRAM

**Wednesday, July 13, 1966**

2:00 P.M.—Meeting of Hospitality Committee—Crystal Room

3:00 P.M. to 8:00 P.M.—Registration—1st Floor Elevator Foyer

3:00 P.M.—Board of Directors (NAA) Meeting—Crystal Room

### NAA OFFICERS

President: John L. Cummins ..... Cynthiana, Kentucky

1st Vice President: Brady L. Wooley ..... Little Rock, Arkansas

2nd Vice President: Ralph Horst ..... Marion, Pennsylvania

Secretary: Bernard Hart ..... Frankfort, Indiana

Treasurer: Henry Rasmussen ..... St. Paul, Nebraska

### BOARD OF DIRECTORS

Walter Britten ..... Bryan, Texas

Richard M. Brewer ..... Mount Hope, Kansas

Curtis E. Cunningham ..... Greenwood, South Carolina

J. Meredith Darbyshire ..... Wilmington, Ohio

A. C. Dunning ..... Elgin, Illinois

Dean W. Fleming ..... Atkinson, Nebraska

Edwin B. Fulkerson ..... Jonesboro, Tennessee

Ray Gevelinger ..... Dodgeville, Wisconsin

Riley T. Jefferson ..... Lincoln, Delaware

Vernell Johnson ..... Hartford, South Dakota

Jim Messersmith ..... Jerome, Idaho

John A. Overton ..... Albuquerque, New Mexico

Louis L. Stambler ..... Honolulu, Hawaii

Herbert Van Pelt ..... Readington, New Jersey

Si Williams ..... Walla Walla, Washington

8:00 P.M.—Amateur Contest—Sons and Daughters of Auctioneers—Henry Brooks, Wilkes-Barre, Pa., Master of Ceremonies. Prizes furnished by New Jersey State Society of Auctioneers—Clover and Red Rooms



# IN UNITY THERE IS STRENGTH

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**Thursday, July 14, 1966**

8:00 A.M. to 5:00 P.M.—Registration—1st Floor Elevator Foyer

9:00 A.M.—Breakfast—Pennsylvania Auctioneers Association—Tecumseh Room

10:00 A.M.—Meeting of Auditing Committee—Poor Richard Room  
Meeting of Grievance Committee—Pink Room  
Meeting of Resolutions Committee—Crystal Room

12:00 NOON—LUNCHEON—Ballroom

Group singing of Star Spangled Banner  
Pledge of Allegiance to the Flag  
Invocation—Col. Jacob H. Ruhl, Manheim, Pa.  
Introduction of Convention Chairman  
Greetings from Pennsylvania Auctioneers Association—Kenyon B. Brown, President  
Welcome to Pennsylvania—W. Stuart Helm, Secretary of the Commonwealth

RECESS

2:00 P.M.—President's Address—Col. John L. Cummins, Cynthiana, Ky.  
“Customer Relations”—An address by Mr. Elmo L. Joseph, Manager-Owner Relations, Chrysler Motors Corporation, Detroit, Mich.  
“Antiques at Auction”—A panel discussion led by Col. Chuck Roan, Cogan Station, Pa.  
“Special Selections”—Col. Dick Crittenden, Mansfield, Pa.

5:00 P.M.—ADJOURN

6:00 P.M.—Buffet Dinner—Ballroom

7:30 P.M.—Fun Auction and Special Entertainment—Ballroom  
“Dopey Duncan”—A comedy skit furnished through courtesy of the Lehigh Valley Society of Auctioneers.



# IN UNITY THERE IS STRENGTH

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**Friday, July 15, 1966**

8:30 A.M. to 5:00 P.M.—Continued Registration—1st Floor Elevator Foyer

9:30 A.M.—Call to Order—Ballroom

“Personal Property Appraisals”—Col. Claude F. Smith, Lancaster, Pa. (A question and answer period will follow)

“Farm and Industrial Equipment at Auction”—Col. Elias Frey, Archbold, Ohio

“Feeder Cattle Auctions”—Col. Morris Fannon, Pennington Gap, Va.

“Bid Calling Seminar”—Col. Jim Messersmith, Jerome, Ida., Leader

12:00 NOON—ADJOURN

1:30 P.M.—“Purebred Swine and Sheep Auctions”—Col. Hobart W. Farthing, Findlay, Ohio

“Coin Auctions”—Col. Mervin W. Adams, Millersburg, Pa.

“Sale Preparation and Advertising”—Col. Everett W. Miller, Rives Junction, Mich.

“Real Estate at Auction”—Col. Alfred E. Traiman, Philadelphia, Pa. (A panel discussion will follow, moderated by Col. Wylie Rittenhouse, Vanderbilt, Pa.)

5:00 P.M.—ADJOURN

8:00 P.M.—“Plain Betsy”, a Broadway Play, featuring the Pennsylvania Dutch. (Sponsored by the Pennsylvania Auctioneers Association)—Ballroom



# IN UNITY THERE IS STRENGTH

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**Saturday, July 16, 1966**

8:00 A.M.—Breakfast Meeting of National Officers and Directors with State Association Presidents and Secretaries as Guests—Clover Room  
Col. B. L. Wooley, 1st Vice President of NAA, Presiding Officer.

9:30 A.M.—Call to Order—Ballroom

“Quarter Horses”—Col. Dean H. Parker, Auburn, Calif.

“Memory and You with Other People”—Mr. Bob Sappenfield of the Dale Carnegie Institute.

“The Furniture Auction House”—A panel discussion led by Col. Harold Keller, Mt. Joy, Pa.

“Reminiscence by a Veteran”—Col. Herbert Van Pelt, Readington, N. J.

12:00 NOON—ADJOURN

1:30 P.M.—Annual Business Meeting—National Auctioneers Association—Ball room

Secretary's Report

Treasurer's Report

Report of Auditing Committee

Report of Grievance Committee

Report of Resolutions Committee

Report of Nominating Committee

Election of Officers and Directors

Acceptance Address of New Auxiliary President

Acceptance Address of New NAA President

Announcement of 1967 Convention Site and other Activities of the Board of Directors

4:00 P.M.—ADJOURN

4:10 P.M.—Meeting of 1966-67 Officers and Directors—Tecumseh Room

6:30 P.M.—Grand Banquet—Followed by Presentation of Awards and featured by an address by Dr. Ronald W. Meredith, Minister of First Methodist Church, Wichita, Kansas.—Ballroom

9:00 P.M.—Refreshments and Dancing.



## National Convention Committee Members

### HOSPITALITY COMMITTEE

Margaret Berry, West Newton, Pa.,  
Chairman

Mr. and Mrs. J. Omar Landis, Man-  
heim, Pa.

Mr. and Mrs. Wiley Rittenhouse, Van-  
derbilt, Pa.

Lee Pillsbury, Bethlehem, Pa.

Mr. and Mrs. Q. R. Chaffee, Towan-  
da, Pa.

Harold Keller, Mt. Joy, Pa.

Mr. and Mrs. Woodrow Roth, Em-  
maus, Pa.

Mr. and Mrs. Jake Spencer, Towan-  
da, Pa.

Mr. and Mrs. L. M. F. Hocker, Har-  
risburg, Pa.

### AUDITING COMMITTEE

Richard M. Brewer, Mt. Hope, Kas.,  
Chairman

E. B. Fulkerson, Jonesboro, Tenn.

Ray Gevelinger, Dodgeville, Wis.

Herbert Van Pelt, Readington, N. J.

### GRIEVANCE COMMITTEE

John A. Overton, Albuquerque, N.M.,  
Chairman

Dean W. Fleming, Atkinson, Nebr.

A. C. Dunning, Elgin, Ill.

Jim Messersmith, Jerome, Ida.

C. B. Cunningham, Greenwood, S. C.

### RESOLUTIONS COMMITTEE

Walter Britten, Bryan, Tex., Chair-  
man

Riley T. Jefferson, Lincoln, Del.

Vernell Johnson, Hartford, S. D.

Louis L. Stambler, Honolulu, Hawaii

Si Williams, Walla Walla, Wash.

### FUN AUCTION COMMITTEE

Russell Kehr, Hanover, Pa., Chairman

Elmer Murry, Lititz, Pa.

Riley Jefferson, Lincoln, Del.

Wylie Rittenhouse, Vanderbilt, Pa.

### ENTERTAINMENT COMMITTEE

Charles Roan, Cogan Station, Pa.,  
Chairman

Henry Brooks, Wilkes-Barre, Pa.

B. G. Coats, Deal, N.J.

Dick Crittenden, Mansfield, Pa.

Joe Coccia, Harrisburg, Pa.

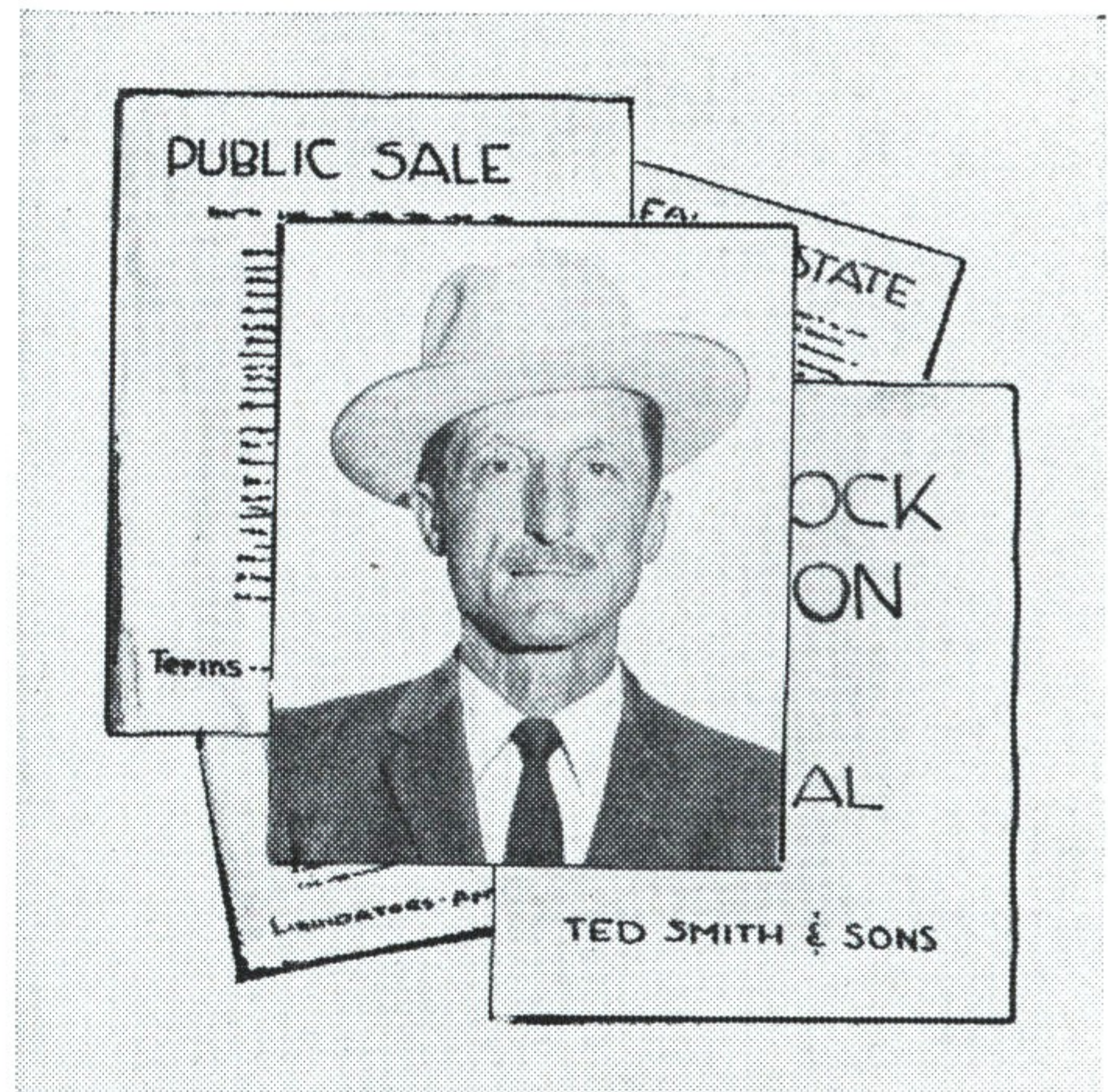
### PUBLIC RELATIONS COMMITTEE

Stan Lieberman, Berwyn, Pa., Chair-  
man.

Woodrow Roth, Emmaus, Pa.

Henry Brooks, Wilkes-Barre, Pa.

## Auction Shorts



While visiting with a fellow Colonel sometime ago I was telling him about an experience way back in 1964. He suggested that I tell the story in "The Auctioneer." Because this thing could happen also when selling real estate at auction.

It was in the latter part of July, 1964, when a certain party had a friend inform us that he and his wife were interested in selling their farm and would like to have us stop in to see them.

Within a week or so I stopped in to see them. Since they were not interested in offering it at auction, we listed it for private treaty with a 5 per cent commission and were to net a certain figure. With 25 per cent down and the balance spread in equal payment annually over five years, drawing 5½ per cent on the unpaid balance.

About 30 days later we produced a willing buyer for a price which would have netted the sellers several hundred dollars more than the listing called for and according to the terms that were stipulated.

After presenting the offer to the sel-



lers, they became reluctant about selling and signing Purchase Agreement and trying to find reasons why they shouldn't sign. We made five calls at their home trying to work out some of the so called objections they were coming up with.

Within a few days after all of this we received a letter from their attorney informing us that they had taken their farm off the market.

This disturbed us, but we decided that if they would come to us to negotiate some kind of a settlement, if they actually didn't want to sell the farm. We invited them several times through our attorney and never received any kind of reply. We had no reply whatsoever and had been informed from a reliable source that it was their intention to wait us out and sell the farm later to keep from paying a commission. We decided to bring suit for our commission.

This got to be a very much dragged out affair. A year and three months later we had a jury trial that lasted two days. The jury deliberated forty-five minutes. Their verdict awarded us the full commission.

This experience is now history, we have been criticised and praised for the action we took. But we find the business wise, everything proceeded normally. Don't always follow the book-a cook does, a chef doesn't.

Henry Buss,  
Columbus, Nebraska

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## Kansans Enjoy Great Convention June 4-5

The 11th Annual Convention of the Kansas Auctioneers Association brought out one of their biggest crowds, who participated in a most enjoyable meeting. The Ramada Inn at Junction City, was the site and the dates were June 4th and 5th.

A buffet dinner beside the swimming pool on Saturday evening, June 4, got the event started in fine fashion. Food and fellowship at the poolside meal could never have been improved upon. Those in attendance will not soon forget this

enjoyable evening of fellowship with other members of their profession and their families. A Fun Auction was held during this period.

Wilson Hawk, Effingham, served as convention chairman. His first speaker was Mrs. Myrtle E. Zacharaison, New Cambria, Kas., an antique dealer and collector. She told of values of various pieces and warned of the many reproductions now on the market.

Richard Waters, Junction City, Attorney, explained the Uniform Commercial Code as it affected auctioneers. His talk aroused many questions from the audience.

John L. Cummins, President, and Bernard Hart, Secretary, represented the National Auctioneers Association and both spoke to the assembly.

Dale McCollum, head of the Travel Promotion Department of the Kansas Economic Development Commission was the luncheon speaker. His address was enjoyed by all. Also enjoyed during the luncheon period were "The Elmer Childers Family," a gospel singing group from Radio Station KARD, Wichita.

Bill Hagel, North Kansas City, Mo., was the principal speaker on the afternoon program. His chief topic was in regard to advertising and its importance but he also mentioned various other aspects of the auction profession. His firm specializes in farm equipment auctions and covers a 12 state area.

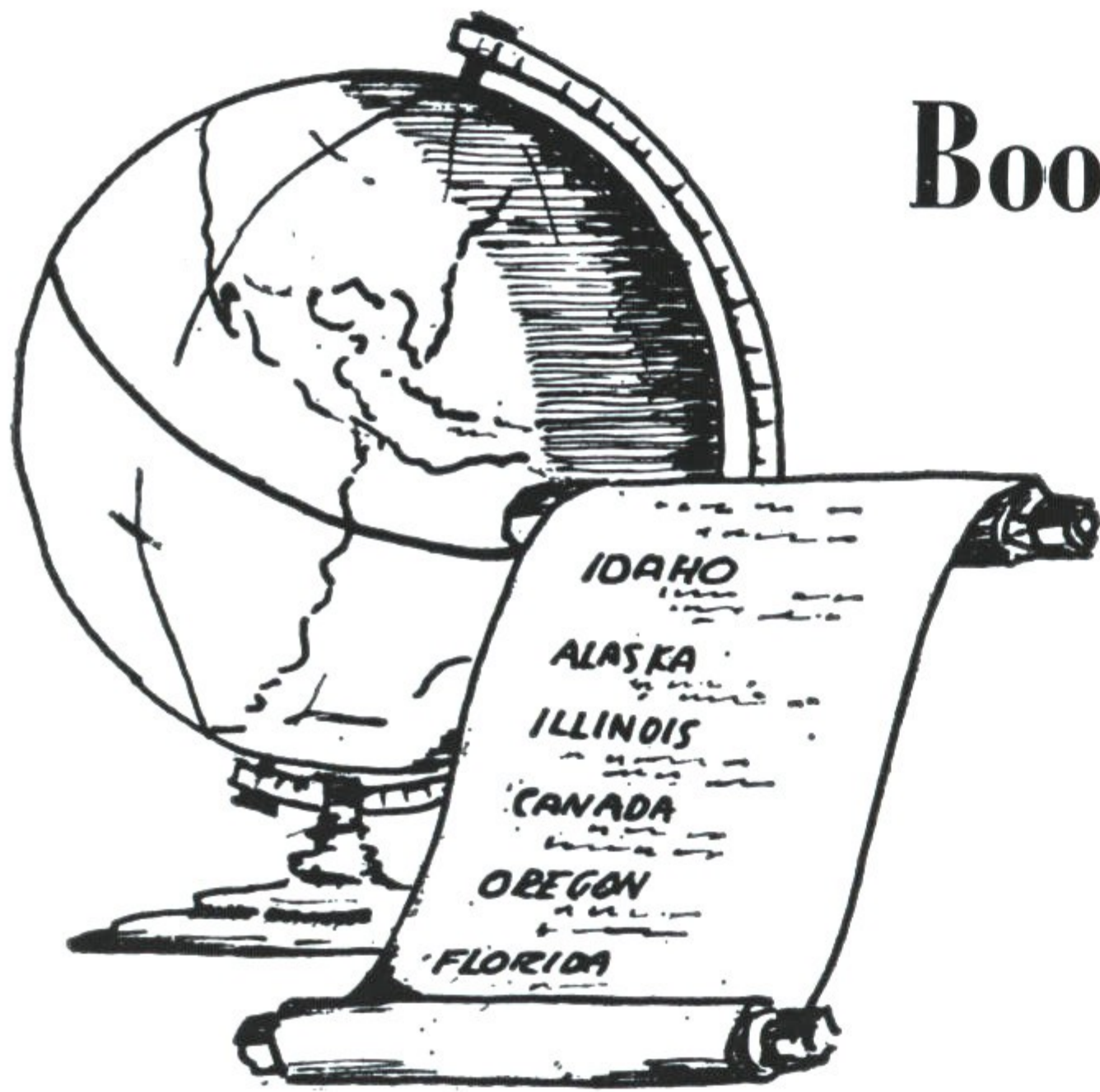
Marvin Mayers, Russell, was elected to the office of President, succeeding C. W. "Bill" Crites, Junction City. Crites became a Director for a three year term.

Lawrence Welter, veteran Manhattan auctioneer, was named Vice President, and Dick Brewer, Mt. Hope, was re-elected Secretary - Treasurer. Joe Gingerich, Hutchinson; George Worrell, Eldorado; and L. L. Peninger, Winfield, were elected to the Board of Directors.

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Ever hear about the speaker who got complete attention? He began by telling the audience: "My job is to talk to you. Your job is to listen. If you finish before I do, please let me know."





## Boosters for 'The Auctioneer'

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

### ALABAMA

Col. J. M. Casey—Birmingham  
Col. John A. Horton—Huntsville  
Col. Ed T. Hyde—Talladega  
Col. J. P. King—Gadsden  
Col. M. S. Pennington—Huntsville  
Col. Freeman Smith—Long Island

### ARIZONA

Col. Leroy Longberry—Phoenix

### ARKANSAS

Col. Milo Beck—Rogers  
Col. Leon Brinkley—Monette  
Col. J. C. Dyer—Nashville  
Col. W. E. Hancock—Jonesboro  
Col. Virgil Irwin—West Memphis  
Col. Paul Robbins—Manila  
Col. B. R. Tucker—Little Rock  
Col. James E. Wilson—Hot Springs  
Col. Brady L. Wooley—Little Rock

### CALIFORNIA

Col. Bill Arnold—Grover City  
Col. Murl Bernard—Mira Loma  
Col. Tom Caldwell—Ontario  
Col. Keith Cullum—Pomona  
Col. Marsh Dozar—Los Angeles  
Col. Melvin H. Ellis—W. Sacramento  
Col. James Gibson—Hayward  
Col. Phil Hanson—Santa Ana  
Col. Harold Henry—S. San Gabriel  
Col. Cy H. Jones—Central Valley  
Col. Rudy Larkin—W. Covina  
Col. Ray Roberson—Grover City  
Col. Morris Schwartz—Hollywood  
Col. Otto Seeberger—San Diego  
Col. Henry G. Stewart, Jr.—Pomona  
Col. E. V. Wing—Gerber

### COLORADO

Col. Ernie Austin—Greeley  
Col. Byron E. Mangan—Berthoud  
Col. Ed Gibson—Denver

Col. Emmett L. Harbour—Denver  
Col. Herman W. Hauschildt—Denver  
Col. Cookie Lockhart—Steamboat Springs  
Col. Si Lockhart—Steamboat Springs  
Col. Gary Marchand—Canon City  
Col. Dave Loose—Fort Morgan  
Col. R. W. Oversteg—Delta  
Col. Daleard Pettijohn—Boulder  
Col. John Rainey—Glenwood Springs  
Col. Fred J. Ramaker—Denver  
Col. Jim Rich—Wheat Ridge  
Col. E. W. Robbins—Gunnison  
Col. Howard Roland—Grand Junction  
Col. C. W. Rosvall—Denver  
Col. Reuben J. Stroh—Loveland  
Col. Howard Shults—Lakewood  
Col. E. S. Van Berg—Sterling  
Col. Troil Welton—Wray  
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### DELAWARE

Col. Crawford Carroll—Dover  
Col. Riley Jefferson—Lincoln

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Col. Ralph A. Weschler—Washington

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# IN UNITY THERE IS STRENGTH

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Col. Joe Ellis—Moultrie  
Col. R. A. Waldrep—Gainesville

## HAWAII

Col. Louis L. Stambler—Honolulu

## IDAHO

Col. William Dippel—No. Lewistown  
Col. Irvin Eilers—Kimberly  
Col. Jim Messersmith—Jerome  
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American Auction Associates—Chicago

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Col. Leo J. Bree—Aurora  
Col. Wes Chapman—Seneca  
Col. Gordon Clingan—Danville  
Col. J. W. "Jim" Cushing—Coal City  
Col. Dan Danner—Glenview  
Col. John H. Dieken—Pecatonica  
Col. W. P. "Bud" Drake—Decatur  
Dunning's Auction Service—Elgin  
Col. Mike Fahnders—Pekin  
Col. "Mr. Ed" Flynn—Lake Zurich  
Col. Luke J. Gaule—Springfield  
Col. William L. Gaule—Chatham  
Col. Michael M. Gordon—Chicago  
Col. Ray Hudson—Morrisonville  
Col. Lane R. Hyett—Aledo  
Col. Charles F. Knapp—Cissna Park  
Col. A. R. McGowen—Oak Lawn  
Col. J. Hughey Martin—Colchester  
Col. Clay H. Metz—Des Plaines  
Col. Michael Modica—Chicago  
Col. Jerry C. Moore—E. St. Louis  
Col. J. H. Oberwise—W. Chicago  
Col. E. L. "Butch" Olson—Morris  
Col. Paul D. Pastore—Chicago  
Col. Melvin R. Penning—Forreston  
Col. Fred G. Quick—Aurora  
Cols. L. Oard & Lloyd Sitter—Anna  
Col. Tom Sapp—Springfield  
Col. Herman F. Welch—Downers Grove

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Stephen L. Capper & Associates—Indianapolis  
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Col. T. M. Dunlevy—Jeffersonville  
Col. Ray Clark—Dyer  
Col. Elmer "Joe" Evans—Pittsboro  
Col. Leo Grindley—Ft. Wayne  
Col. Bob L. Harrison—Monticello  
Col. Hubert L. Jones—South Bend

Col. August Meltzer, Jr.—Lake Village  
Col. Amon H. Miller—Evansville  
Col. L. W. "Bill" Porter—Brownsburg  
Col. Donald "Mike" Porter—Morocco  
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Col. D. Noble Ratts—Indianapolis

Col. Kenneth Ratts—Spencer

Reppert School of Auctioneering  
—Decatur

Rossville Auction Exchange—Rossville

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Col. Lewis E. Smith—Cicero

Col. Noble Stokes, Jr.—New Castle

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Col. Bart Bielenberg—Schleswig

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Joy & Johnson Auction Co.—Ames

Col. Paul A. Pauley—Harlan

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Col. E. R. Harrison—Norton

Col. Jack D. Sheets—Wellington

Col. Clifford Reese—Osage City

Col. E. T. Sherlock—Goodland

## KENTUCKY

Col. Adrian Atherton—Hodgenville

Col. James O. Briggs—Stanton

Carter Realty Auction Co.—Scottsville

Col. Wayne Kessler—Campbellsville

## LOUISIANA

Col. Jack C. Minter—Jennings

## MAINE

Col. George A. Martin—East Lebanon

Col. Gardner R. Morrill—Harrison

## MARYLAND

Col. Robert H. Campbell—Annapolis

Matthews & Reedy, Auctioneers—Hampstead

## MASSACHUSETTS

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Col. Stephen D. Cardelli—Byfield

Col. Norman L. Chagnon—Worcester

Col. Anthony Ferolito—Cambridge

Col. Phil Goldstein—Boston

Col. John A. Hilditch (Southboro)

—Southville

Col. Edward L. Hopkins—Boston

Col. Abe Levin—Fitchburg

Col. Frank "Honest Chuck" Onischuk

—Westminister

Col. Leonard Sheinfeld—Boston

## MICHIGAN

Col. Elwyn B. Bentley—Fenton

Col. Edward E. Bilbruck—Detroit

Col. Harold M. Bloom—Midland

Col. Marvin Freeze—Niles

Col. John M. Glassman—Eau Claire



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Col. Jack W. Hall—Lake Orion  
Col. Bob Handrich—Fairview  
Col. William Podell—Grand Rapids  
Col. Garth Wilber—Bronson

## MINNESOTA

Col. Bert Trane—Karlstad

## MISSISSIPPI

Col. Lew Henderson—Gulfport  
Col. S. E. Gelvin—Tunica

## MISSOURI

Col. Ken Barnicle—Ellisville  
Col. Buster Hewkin—Cuba  
Missouri Auction School—Kansas City  
Col. Jerry D. Popplewell—Amity  
Col. Larry W. Reed—Rich Hill  
Col. Helen Schumacher—Kansas City  
Col. Don V. Whetsel—Craig

## MONTANA

Col. Wm. J. "Bill" Hagen—Billings  
Col. Earl W. Kinney—Billings  
Col. R. J. "Bob" Thomas—Billings  
Col. Carl O. Westermarck—Shelby  
Western College of Auctioneering—  
Billings

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Col. E. A. Camfield—North Platte  
Col. Mack P. Cosgrove—Omaha  
Col. Rod Gillespie—North Platte  
Col. John W. Heist—Beatrice  
Col. Russell E. Lydiatt—Ashland  
Col. Stacy McCoy—Arapahoe  
Col. Gerald W. Phillips—Wallace  
Col. Grant R. Phillips—Wallace  
Col. Jim Walker—Omaha  
Col. Rex Young—Plattsmouth

## NEW HAMPSHIRE

Col. Merle D. Straw, Jr.—Seabrook  
Col. Paul W. Lawton—Chesterfield

## NEW JERSEY

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Col. Ralph S. Day—Leonia  
Col. John Flynn—Trenton  
Col. Harvey W. Lee—Salem  
Col. John R. Potts—Neshanic  
Col. Herbert Van Pelt—Readington

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Col. Monroe Goree—Roswell  
Col. James Priest—Clovis  
The New Mexico Auctioneers  
Col. Paul Rector—Albuquerque  
Col. John Overton—Albuquerque  
Col. W. T. "Wag" Wagner—Farmington

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Col. Tim Anspach—Albany  
Col. Richard W. Bronstein—Buffalo  
Col. Paul W. Calkins—Peru  
Col. John DiBello—Sterling  
Col. Hy Fogel—Baldwin  
Col. Clarence Foss—Holland  
Col. Herb Fox—Horseheads  
Col. B. F. Hayes—Forest Hills  
Col. Thomas J. Jacobs—Angola  
Col. Victor Kent—Hinsdale  
Col. George K. Lusk—Rochester  
Col. Donald W. Maloney—Syracuse  
Col. William Maloney—Syracuse  
Col. Crawford McFetridge—Penn Yan  
Col. Pete Murray—Ballston Lake  
Col. Ronald Reed—Sherman  
Col. Kenneth M. Rice—Hamburg  
Col. Harold Spoor—Baldswinville  
Col. Ben Schwadron—Forest Hills  
Col. David H. Tracy—Pavilion  
Col. Richard C. Tracy—Dansville  
Col. Sidney White—New York City  
Col. Charles Vosburgh—Cortland  
Col. Harris Wilcox—Bergen

## NORTH CAROLINA

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Col. C. D. Carpenter—Conover  
Col. Gene Carroll, Jr.—Providence  
Col. Billy Dunn—Laurinburg  
Col. Homer E. Harden—Greensboro  
Col. E. Brooks Harris—Henderson  
Col. E. F. "Jack" Glascoe—Forest City  
Col. Ben G. Hoffmeyer—Charlotte  
Col. W. Craig Lawing—Charlotte  
Col. Forrest A. Mendenhall—High Point  
Col. A. T. Morris—Durham  
Col. Hugh Simpson—Union Mills

## NORTH DAKOTA

Col. Bob Penfield—Bowman  
Col. Elmer Zimmerman—Haynes

## OHIO

Darbyshire & Associates, Inc.—  
Wilmington

Col. Chris B. Dawson—Waverly  
Col. Donald R. Florea—Milford  
Col. Dale Giffin—Fleming  
Col. Herman L. Hart—Bristolville  
Hunter-Wilson-Mayhugh Co.—Hillsboro  
Col. Gynelle M. Jones—Franklin  
Col. Harry W. Kerns—Urbana  
Knotts Auction School—Gallipolis  
Col. O. L. Lansaw—Middletown  
Col. Andrew Lemley—Gallipolis  
Col. James A. Luggen—Cincinnati



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Col. James A. Marlowe, Sr.—Warren  
Col. E. L. "Red" Miller—Belpre  
Col. Harley O'Day—Columbus  
Col. Chester Rector—Akron  
Col. George Roman—Canfield  
Smith-Seaman Co.—Wilmington  
Col. Dean C. Smith—Marietta  
Col. Steve Steinmetz—Springfield  
Col. Ralph VanderVlucht—Toledo  
OKLAHOMA

Col. Lewis W. Campbell—Wyandotte  
Col. V. K. Crowell—Oklahoma City  
Col. Clyde Jones—Alva  
Col. Jim Richards—Spencer  
Col. F. E. Springer—Red Rock  
OREGON

Col. Harold E. Ball—Portland  
Col. Orland J. Brenner—Medford  
Col. Donald F. Kennedy—Portland  
Col. Virgil R. Madsen—Junction City  
Col. C. A. Morrison—Grants Pass  
Col. Virgil Munion—Roseburg  
Col. S. J. Frey—Sweet Home  
Col. Lynn Walters—Clackamas  
Col. Forrest Witthar—Portland  
PENNSYLVANIA

Col. H. L. Frye—Pleasant Unity  
Col. Jacob A. Gilbert—Wrightsville  
Col. Ralph W. Horst—Marion  
Col. Wylie S. Rittenhouse—Vanderbilt  
Col. Wm. J. Wagner—Elizabethtown  
Col. Oliver M. Wright—Wexford  
RHODE ISLAND

Col. Harry Gautieri—Providence  
Col. Ernest O. Maine—Hopkinton  
Col. Max Pollack—Providence  
SOUTH CAROLINA

Col. T. S. Bruce, Jr.—Greenville  
SOUTH DAKOTA

Col. Billy Barnes—Ft. Pierre  
Col. Curtis J. Price—Madison  
TENNESSEE

Col. Richard W. Bethea—Chattanooga  
Col. Claude H. Coleman—Madison  
Col. Waylan C. Dean—Columbia  
Col. Joe Hawkins—Woodbury  
Col. J. Robert Hood—Lawrenceburg  
Col. H. C. "Red" Jessee—Morristown  
Col. C. B. McCarter—Sevierville  
Col. L. Paul Monks—Fayetteville  
Col. Bob Winton—Winchester  
TEXAS

Col. Dudley Althaus—Fredericksburg  
Col. Walter S. Britten—College Station  
Col. Dub Bryant—Big Spring

Col. K. L. Espensen—Tyler  
Col. J. W. Foust—Lubbock  
Col. H. D. Henderson—Wolfforth  
Col. Grover Howell—Dallas  
Col. B. W. Jett—Fort Worth  
Col. Cecil Johnson—Groesbeck  
J. O. Lawlis Associates—Houston  
Col. L. "Rusty" McCamy—Bellville  
Col. J. M. McCarty—Dalhart  
Col. Paul R. McLaughlin—Lubbock  
Col. Merle Saxe—Genoa  
Col. Carl W. Self—Lubbock  
Col. W. J. Wendelin—Henderson  
Col. Odus Wittenburg—Del Rio  
VERMONT

Col. Ralph Bristol—Clarendon  
VIRGINIA

Col. W. L. Carter—Norfolk  
Col. Willie T. Catlett—Lynchburg  
Col. Morris F. Fannon—Pennington Gap  
Col. Harry D. Francis—Newport  
Col. David H. Gladstone—Norfolk  
Col. O. D. Jordan—Martinsville  
Col. Melvin Lacey—Dry Fork  
Col. James E. Mullins—Pound  
Col. Jack Peoples—Chesapeake  
Col. Maury Riganto—Norfolk  
Col. R. O. Root, Jr.—Roanoke  
Col. J. E. Sutphin—Newport  
Tull Realty & Auction Co.—Annandale  
Col. Roy Wheeler—Charlottesville  
WASHINGTON

Col. Bob Berger—Pasco  
Col. Joel L. Burling—Edmonds  
Col. Elmer L. Burnham—Thornton  
Col. Bob Etherton—Seattle  
Col. Bill Johnson—Seattle  
Col. Robert F. Losey, Sr.—Renton  
Col. John M. Mullen—Pasco  
Col. Ray W. Nelson—Redmond  
Col. Orville Sherlock—Walla Walla  
Col. Hugo Ward—Prosser  
Col. Cliff Williams—Spokane  
Col. Si Williams—Walla Walla  
Col. Joe Yates—Walla Walla  
WEST VIRGINIA

Col. H. E. Covert—Charleston  
Col. Ernest F. Damron—Sistersville  
Col. William R. Goodwin—Buckhannon  
Col. O. B. Harris—Beckley  
Col. Robert S. Michael—Morgantown  
Col. A. G. "Dick" Miller—Ceredo  
WISCONSIN

Col. Lester M. Bue—Beloit  
Col. Earl F. Clauer—Mineral Point  
Col. John L. Freund—Omro  
Col. Fred C. Gerlach—Brookfield



Col. W. C. Heise—Oconto  
Col. Willard Olson—Delavan  
Town & Country Auction—Kansasville

WYOMING

Col. Thomas Harrower, Jr.—Kemmerer  
Col. Dean W. Pruitt—Casper

ELSEWHERE

Col. H. P. Higgins, Huntingdon, Quebec  
Col. T. J. Jubenville, Prince George,  
B.C.

Col. Ross Kemp—Listowell, Ont.  
Col. Arthur O. Robatzek—Swift Current,  
Sask.

The Ladies Auxiliary to the  
National Auctioneers Association

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# Wisconsin Auctioneers Hold Annual Convention

Wisconsin auctioneers, along with their wives, met at the Park Motor Inn, Madison, on June 7th and 8th for their Annual Convention.

A very good crowd was on hand for the Hospitality Hour and Dinner on the evening of Tuesday, June 7. The fellowship following the Dinner was one of the highlights of the entire meeting.

Hon. Warren P. Knowles, Governor of Wisconsin, was on hand to greet the group Wednesday morning. Governor Knowles pointed out the improvements to the state's economy and told of pending legislation that would improve the over-all position of the state.

Jim Heike, Mondovi, President of the Association of Wisconsin Auctioneers, addressed the group following the Governor's appearance. "Animal Health and the Auctioneer" was the subject of an address by Dr. Robert Shipman, Assistant State Veterinarian.

Donald Ausman, Marketing Manager, Badger Breeder Cooperative, Shawano, spoke on the subject, "Selling State Graded Cattle at Auction." Mr. Ausman pointed out that records indicated a higher selling price for dairy cows that had been graded under the state program.

A panel discussion on the "Auctioneers License Law" completed the morning's program. Panelists were James Gavin, Ed McNamara, Joe Donahoe and Don Lloyd. They reported that Governor Knowles had vetoed the licensing act that was passed by the state legislature in 1965, giving as his reason his reluctance

to create still another State Board at a time when he felt several should be eliminated. The Act has been re-drafted but due to important legislation and the closing of the present season due soon, it was doubtful if it would be voted upon by the 1966 session of the legislature.

John L. Cummins, Cynthiana, Ky., President of the NAA, was the Luncheon speaker. Col. Cummins expressed his opinion of the qualifications of an auctioneer and pointed out the advancement of the profession.

"Selling Household Goods and Antiques at Auction" was the subject of the talk by Lester Bue, Beloit. Mr. Bue had brought along several pieces from his collection of antiques and explained their identity and approximate value. This proved very interesting to those in attendance, especially to the ladies.

Bernard Hart, Frankfort, Ind., Secretary of the NAA, invited the group to the National Convention in Philadelphia, and pointed out a few of the program highlights.

A demonstration on, "How to Book an Auction," by various association members proved interesting and entertaining if not educational.

Lester Bue, Beloit, was elected President for the coming year, and Earl Clauer, Mineral Point, was named Vice-President. LeRoy H. Teske, Berlin, was re-elected Secretary - Treasurer. R. C. Reik, Woodville, was added to the Board of Directors.





These Officers and Directors of the Texas Auctioneers Association were caught at one time by the photographer, at the recent meeting in Dallas. From left to right they are: Maurice Britten, Grover Howell, Dub Bryant, Rusty McCamy, Ed Broline, J. O. Lawlis, Cliff Harper and Jack Harper.

## Attendance Down At Texas Convention

Attendance was below par at the Texas Auctioneers Convention, held at Dallas, June 3-4. In fact participants on the program seemed to have as much difficulty in getting to the meeting as did Texas auctioneers.

A Buffet Dinner and Fun Auction was held the evening of June 3, and the meeting reconvened the next day with a 7:00 A.M. Breakfast. Secretary-Treasurer, Grover Howell, called the group to order and President Cliff Harper, extended the Welcome.

J. O. Lawlis, Houston, made a report of the License Law Committee, explaining findings of the committee on license proceedings in other states.

V. K. Crowell, Oklahoma City, and Secretary of the Oklahoma State Auctioneers Association, addressed the group on association experiences and told them of how the Oklahoma group was now promoting membership, elaborating on the exhibit they maintain during the State Fair.

B. L. Wooley, 1st Vice President of the National Auctioneers Association, was unable to speak at his scheduled time due to mechanical difficulties of the plane that was bringing him to Dallas. However, NAA Secretary, Bernard

Hart, represented that group at the meeting.

In the election of officers, Lamar "Rusty" McCamy, Bellville, was named President. J. O. Lawlis, was elected 1st Vice President; Grover Howell, Dallas, 2nd Vice President; and Ed M. Broline, San Antonio, was elected to the office of Secretary-Treasurer. Dick Watson, Lubbock, was elected to the Board of Directors.

## Parke-Bernet Total Highest In History

Parke-Bernet Galleries announced that its gross sales for the season just ended totaled \$23,519,367 — \$10,000,000 more than the preceding season. Ninety sales were held as opposed to seventy-three the preceding year. Commenting on the season, Peregrine Pollen, President of Parke-Bernet, said, "We have made considerable progress toward the objectives which we set ourselves in August, 1964, when the affiliation with Sotheby's took place.

"First, we have held many more sales designed for specialized collectors. Second, authoritative cataloguing by an increased staff of experts has given confidence to buyers and the high prices thus realized have in turn given con-



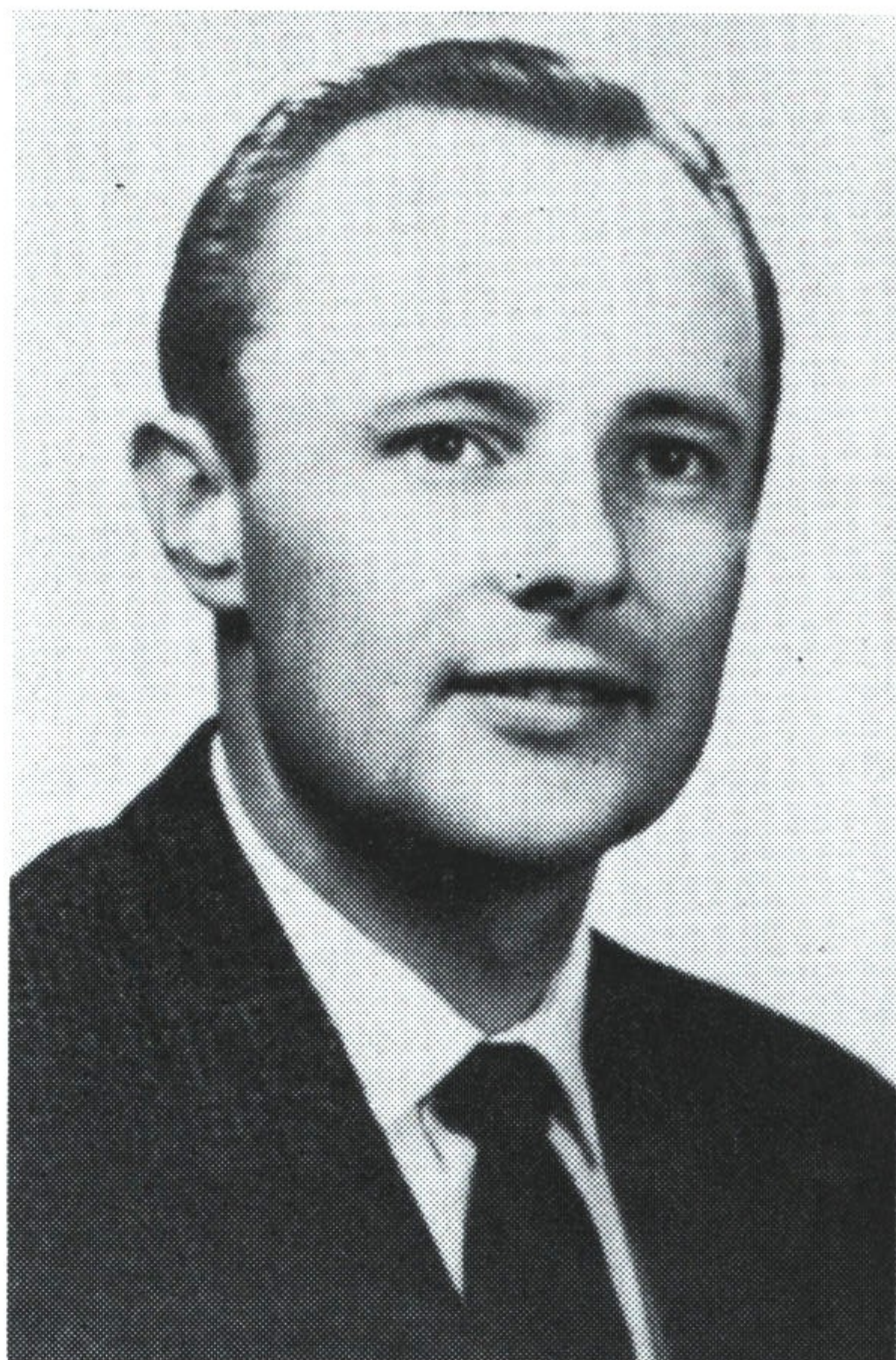
fidence to consignors. The result has been an increased flow of important properties through the auction room. Third, we have achieved a turnover more than \$9,000,000 higher than in any previous year of Parke-Bernet's history. This has helped to increase the influence of New York as a world center of the art market and Parke-Bernet has become the most important source of works of art of every category available to collectors in America.

"A series of concerts was inaugurated during the past season with the dual purpose of making Parke-Bernet a center for cultural events, and thus of raising money to be devoted to institutions or scholarships connected with the arts. We hope to expand this series in the coming season."

The 1965-1966 season at Parke-Bernet was notable for the large amount of important collections from single owners. Outstanding was the dispersal of the collections of Madame Helena Rubinstein which were auctioned during nine sessions attaining a total of \$2,958,217, including the October sale of her jewelry. Modern paintings and sculpture from the collection of the late G. David Thompson of Pittsburgh were sold for \$2,416,550. Drawings and watercolors by Alfred Jacob Miller, the property of Major G. H. Powers of Great Yarmouth, England, which were sent to New York for sale by Sotheby's in London, realized \$196,850. Duplicate books from the Newberry Library in Chicago were auctioned for \$230,077, and duplicates from the John Carter Brown Library in Providence, Rhode Island, for \$39,100. Engravings, etchings, lithographs and woodcuts belonging to Arthur B. Springarn realized \$98,460. Near - Eastern and Oriental art from the Kevorkian Foundation reached \$167,785, and the first three sales comprising Part One of the French and other furniture from the estate of the late Anton Meister brought a total of \$210,580. A new world-record total of \$1,671,320 was realized on March 18th for the jewels of the late Margaret V. Haggin, reconfirming New York's reputation as the world center for the auction of precious stones.

## Skinner Hardy Wins Auctioneers' Contest

H. Skinner Hardy, Bakersfield, Calif., was the choice of a 14 member judging panel for the World's Champion Livestock Market Auctioneer at the annual contest held in connection with the Livestock Marketing Congress.



This year's event was held June 12-13 at Mackinac Island, Michigan. It was conducted by the Missouri Auction School and endorsed by the Certified Livestock Markets Association.

Robert Schnell, Lemmon, S. D., was named Reserve World Champion in the same contest. Hardy and Schnell were also named Champions of their respective Regions. This year's contest had seven regional champions and seven regional reserve champions.

Other regional champions were R. B. Thompson, Ponca City, Okla.; George Williams, Denton, Tex.; Don Decker, Milford, Ill.; J. W. "Buddy" Clark, Gainesville, Fla.; and Don Moore, Caro Mich.

Named reserve champions in the various regions were: Albert Schaan, Butte, Mont.; Charles Cannon, Lamoni, Ia.;



Lloyd Otten, El Paso, Tex.; Bob Penfield, Bowman, N.D.; Jimmy Warren, Charleston, Mo.; John Dodd, Trenton, Tenn.; and Jim Sykora, Clare, Mich.

Included among the prizes awarded the winners was a Life Membership in the National Auctioneers Association to the Champion. The Reserve Champion will receive a one year's membership in the NAA. These memberships are paid for by the sponsors of the contest.

Contest was held in a tent on the Island, especially erected for the event. Each contestant sold three feeder calves, one at a time. Calves were furnished by Northern Michigan beef breeders. Each contestant was sponsored by one or more Certified Livestock Markets.

## Nero Bros. Purchase Aurora Auction Mart

The Aurora Auction and Farmers Market in Northern Ohio, after 36 years of family ownership, has been sold. The new owners are the enterprising Nero Brothers of Brecksville, Ohio. For these two young men of considerable and varied experience in the areas of residential and commercial real estate, building and investment properties, the recent acquisition of the Aurora Auction and Farmers Market is another new and interesting challenge.

The Aurora Auction has always been a fascinating sphere of activity for the buying public. Thousands of customers from a radius of fifty to one hundred miles are attracted by the auction, farmers market and flea market. Every Wednesday the auction ring drones with the auctioneers call, while outside, in the Farmers Market, the customers are selecting fresh meats, fruits, vegetables and sundry foodstuffs. The open-air flea market starts its operation early in the morning when the merchants arrive and begin to display their wares. These varied services and products of the Aurora Auction and Farmers Market has made it one of the largest of its kind in Ohio.

Col. Thomas A. Nero and Col. Nicholas A. Nero, Jr., as new owners of this auction market have a considerable expansion program on the drawing board. Construction of new partitions and in-



Col. Thomas A. Nero strikes a familiar pose while calling for a bid.

terior decoration of the Farmers Market is already underway. The design of the entire market will be in keeping with the traditional Early American style.

Col. Nicholas A. Nero, Sr., father of the Nero Brothers, enjoys the role of director of daily activities at the auction. With the experience and energy of this trio of Nero colonels, the Aurora Auction is destined for an even bigger and better future.

### DON'T USE BIG WORDS

"In promulgating your esoteric cogitations or articulating your superficial sentimentalities and amicable, philosophical, or psychological observations beware of platitudinous ponderosity. Let your conversational communications possess a clarified conciseness, a compact comprehensibleness, coalescent consistency, and a concatenated cogency. Eschew all conglomerations of flatulent garburity, jejune babblement, and assinine affectations. Let your extemporaneous descantings and unpremeditated expatiations have intelligibility and veracious vivacity without rhodomontade or thrasonical bombast."

"Sedulously avoid all polysyllabic profundity, pompous prolixity, psittacosis, vacuity, ventriloquial verbosity and vaniloquent vapidty. Shun double entendre, purient jocosity, and pestiferous profanity, obscurant or apparent. In other words, talk plainly, briefly, naturally, sensibly, truthfully, purely. Keep from "slang." Don't put on airs. Say what you mean. Mean what you say. And don't use big words! ANON



# Tennessee Convention Breaks All Records

By E. B. Fulkerson, Secretary

The Tennessee Auctioneers Association met at the Riverside Motor Lodge in Gatlinburg, on June 12-13 for their eighth annual convention. Registration opened at 1:00 P.M. on Sunday with 105 registering.

At 6:00 P.M. a social hour was held in the Pearl Room for the auctioneers and their families. The social hour was followed by the annual grand banquet at 7:00 P.M. Invocation was given by Col. E. B. Fulkerson. President C. B. Arnette, Murfreesboro, presented Col. Ralph P. Masengill of Morristown as Convention Chairman. Col. Masengill then introduced Mayor W. L. Mills of Gatlinburg, who extended a warm welcome to the auctioneers and gave many interesting facts about Gatlinburg, the convention city of the South.

Mr. Zeno Wall, Executive Secretary of the Gatlinburg Chamber of Commerce and 1965 "Man of the Year" in Tourism, presented an amusing address capped by thought-provoking statements.

Out-of-state guest and speaker, Col. Dale Brown, Sr. of Fort Smith Auction School, Fort Smith, Ark.; Col. Virgil Irwin, West Memphis, Ark.; Col. Jim Wilson and Col. Dale Brown, Jr. of Fort Smith, were recognized and given a cordial welcome.

Col. M. C. Bowers of Elizabethtown, Tennessee, who operates a Real Estate Auction Business with five offices in East Tennessee cities, was recognized as being the oldest member of T.A.A., with more than 50 years of auction experience.

President C. B. Arnette honored past presidents of T.A.A. by presenting each with a beautiful gavel which had been inscribed with the year of their service as president.

An auctioneering contest was held for all new auctioneers joining the association since the Fall Meeting and having less than three years' experience. Each

contestant sold the same stuffed Holstein cow, showing much ability as qualified auctioneers. Contestants were: Col. Johnny F. Petty, Nashville; Col. William P. Nelms, Murfreesboro; Col. J. B. Woodin, Nashville; Col. Ernest D. Hill, Nashville; Col. Sammy Joe Furrow, Knoxville; Col. Lloyd C. Nevels, Knoxville; Colonelette Faye Robertson, Morristown; Col. James C. Durham, McMinnville; Col. William E. Lynch, Foster ville; Col. William C. Jones, Morristown; and Col. Ralph P. Masengill, Jr., Morristown. Inscribed gavels were presented to the winner, Col. Sammy Joe Furrow and to the first runner-up, Colonelette Faye Robertson.

The Nominating Committee made their report and presented a slate of officers for the coming year. The following officers were elected by acclamation: President, Col. Billy H. Howell, Madison; First Vice-President, Col. Ralph Masengill, Morristown; Second Vice-President, Col. John "Skeets" Eskridge, Lawrenceburg; Third Vice-President, Col. Albert J. Durham, Murfreesboro; and Secretary-Treasurer, Col. Edwin B. Fulkerson, Jonesboro.

Miss Martha Fulkerson, Jonesboro, presented a repertoire of popular music on the Hammond organ throughout the evening for both the social hour and the banquet.

At 7:30 P.M., Monday, June 13, an officers' breakfast was held for all incoming and retiring officers and directors.

The general business meeting of the day was called to order at 9:00 A.M. Invocation was offered by Col. William H. Collier, Waverly. President C. B. Arnette, Murfreesboro, gave an interesting address concerning free enterprise and the individual in business for himself.

Col. Norman C. Wilder, Morristown, was in charge of the installation of new members.



Col. Hassell R. Ritter, a tobacco auctioneer of Washburn, Tenn., gave a talk on "Selling Tobacco at Auction." After his talk, a simulated tobacco auction was conducted with Col. Ralph Masengill acting as warehouseman and Col. J. H. Furrow, Col. Norman C. Wilder, and others acting as tobacco buyers.

A talk on "Selling Real Estate at Auction" was made by Col. James H. Richardson, Rogersville, with special emphasis on title check of property to be sold at auction.

Col. Sammy Joe Furrow, Knoxville, gave a most impressive talk and demonstration on "How to Arrange Farm Machinery and Heavy Equipment to be Sold at Auction." Col. Furrow had many pieces of miniature farm machinery arranged on a tilted display table. He went into great detail explaining which pieces should be offered first and how to group different models and makes.

Col. William C. Jones, a broker and auctioneer, Morristown, gave a talk entitled "Check List" concerning the things which must be done before a successful farm and personal property auction can be conducted.

Col. Beeler Thompson, a real estate broker and purebred cattle auctioneer of Knoxville, gave a talk on a recent farm and dairy herd dispersal sale.

Col. J. H. Furrow, Sweetwater, who operates a large farm machinery auction, selling both new and used farm machinery, spoke on means of advancement in the auction profession.

The meeting adjourned for lunch at 12:00 Noon and the afternoon session convened at 1:20 P.M.

Col. Dale Brown, Sr., President of Fort Smith Auction School, Fort Smith, Ark., was introduced by Col. Ralph Masengill, Jr. of Morristown. Col. Brown's speech was very appropriate and well received with many of the finer points of the auction profession brought out and intermingled with a generous amount of homespun humor.

Col. Albert J. Durham, Murfreesboro, installed the new officers of the Tennessee Auctioneers' Association for 1966-1967.

Col. C. B. Arnette, retiring president made his farewell remarks to the group at that time.

A Fun Auction was conducted in the parking area of the Riverside Motor Lodge with Col. Kenneth H. Robertson doing a splendid job as master of ceremonies. Bidding was spirited and the Fun Auction moved along at a fast clip. All money derived from this event will be used to help defray the expenses of the convention.

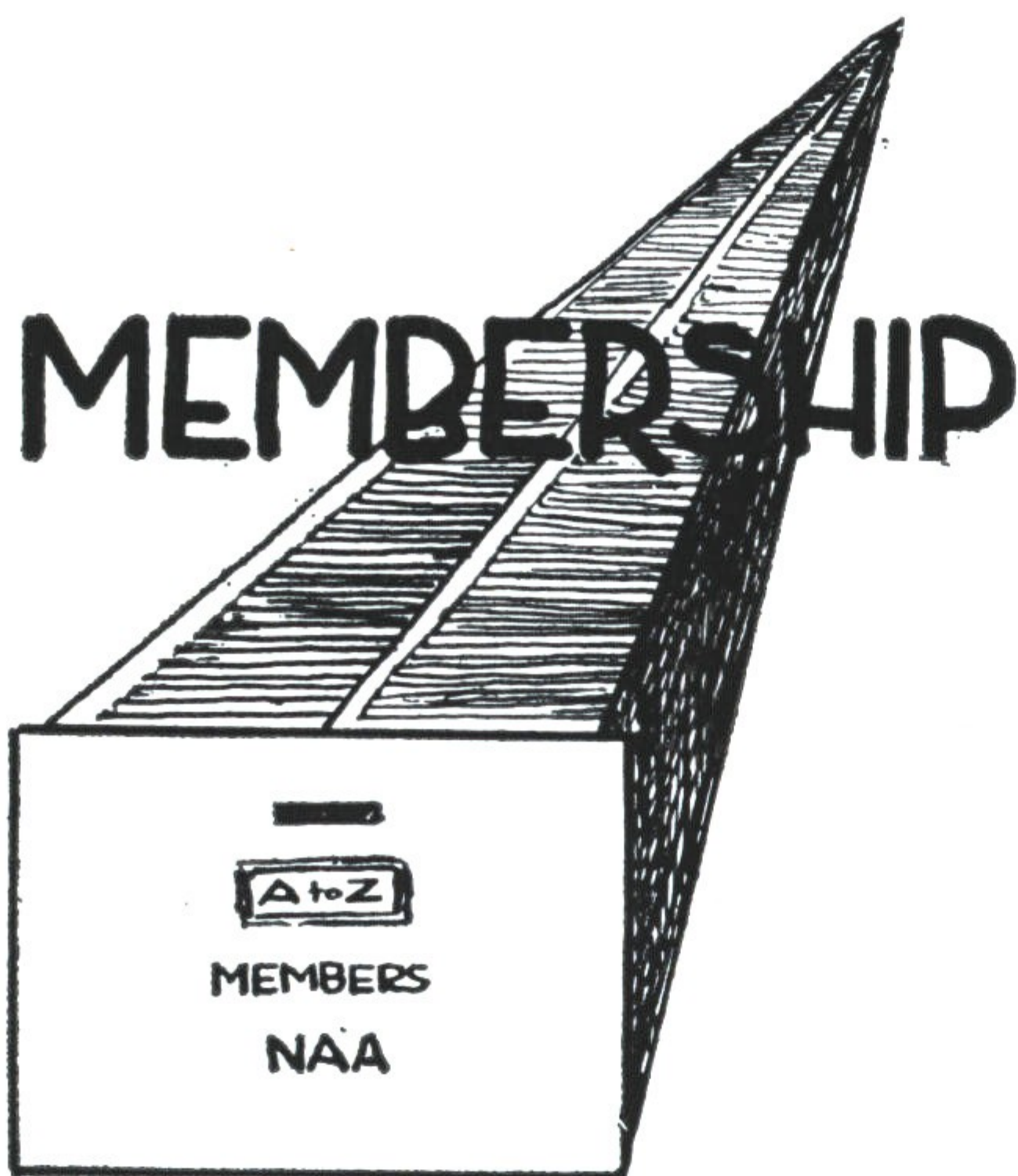
When the final curtain was lowered on the eighth annual Tennessee Auctioneers Association Convention, it was expressed by many auctioneers that this was the greatest convention in our history.

## WHY HE DID NOT ATTEND MEETINGS

Being a selection from 5,000 excuses, picked at random from the assortment owned, controlled and used by the fellows that have cold feet — the individuals who go around with a shawl - strap loaded with questions, all of which invariably start with: Why don't the association — The assortment includes almost all the truth-twisters known to man, and a few that man, in his most reckless mood, seldom dare use. This is not a part of Lawson's "Frenzied Finance," although it is a part of a "system" equally vicious and unprincipled.

1. Had to work.
2. Was not feeling well.
3. Had another engagement.
4. Thought it was the second and fourth Mondays.
5. Passed by and didn't see any light in the hall.
6. Had a lodge meeting to attend.
7. Had to see a relative off on the train.
8. Was out of town on business.
9. Friend of mine sick; went to see him.
10. Was on duty in place of one of the boys.
11. Went to a wedding.
12. Corns hurt me too bad. Wanted to give my feet a rest.
13. Couldn't find my dues book.
14. Told the secretary I wouldn't be there.
15. Don't intend to attend as long as Jim is president.





*Memberships Processed  
May 16 through June 15*

Clifford Reese, Kansas  
 Ralph Bristol, Vermont  
 Milo Beck, Arkansas  
 James Wilson, Arkansas  
 Ervin Cripps, Arkansas  
 \* Hank Summers, Washington  
 \* Andrew H. Lambert, Mississippi  
 Neil Bolton, North Carolina  
 Wayne Hill, California  
 J. A. Hush, Kansas  
 \* Chuck Mahoney, Nebraska  
 Marvin M. Hickson, Indiana  
 Virgil Madsen, Oregon  
 John L. Jackson, Illinois  
 Kenneth Holze, Illinois  
 \* Ralph Masengill, Jr., Tennessee  
 \* William C. Jones, Tennessee  
 Lloyd Otten, Texas  
 \* Claude A. Black, Texas  
 \* John W. Wilson, Texas  
 \* Dallas Turner, Nebraska  
 Jack W. Hall, Michigan  
 \* Gary Van Hill, Michigan, Life Member  
 \* Harold Carlisle, Michigan  
 Gardner R. Morrill, Maine  
 Don E. Fisher, Ohio  
 Ted Krehbiel, Kansas  
 \* George Neuman, New York  
 \* Lonn Spencer, Michigan  
 B. F. Mick, Oklahoma  
 \* Michael K. Hoch, California  
 Winfred Hinkley, Michigan  
 \* Norm Detrick, Ohio  
 Arthur L. Stryker, New Jersey

\* Joanne Chisholm, Georgia  
 Ralph E. Harris, Arkansas  
 Fred Williams, Arkansas  
 James R. Seastrunk, Arkansas  
 \* T. J. Allred, Arkansas  
 Dale Brown, Arkansas  
 Dale G. Brown, Arkansas  
 \* Bob Plummer, Texas  
 \* Harold L. Nabors, Texas  
 Cecil Johnson, Texas  
 \* William R. Goodwin, West Virginia  
 \* Joseph W. Champagne, Rhode Island  
 Arthur J. Allen, Ohio  
 \* Donnie J. Green, Virginia  
 Howard Harris, Jr., New Jersey  
 H. S. Beeney, Illinois  
 Eldon F. Schraepfer, Wisconsin  
 \* Roger M. Olson, Wisconsin  
 \* William M. Hill, Wisconsin  
 Richard E. Robertson, Wisconsin  
 William K. Bodell, Wisconsin  
 Walter A. Zeck, Wisconsin  
 Fred C. Gerlach, Wisconsin  
 R. F. English, Wisconsin  
 Damon B. Hamilton, Wisconsin  
 A. L. Splettstozer, Wisconsin  
 John M. Mullen, Washington  
 Kenneth Davis, Arkansas  
 \* Paul Koehler, Ohio  
 \* Ronnie D. Motley, Colorado  
 Paul Robbins, Arkansas  
 \* Glenn D. Jones, Oklahoma  
 Donald Porter, Indiana  
 Nino Damilano, Illinois  
 Carl Wattenbarger, Delaware  
 Lewis Trimble, California  
 Joe E. Gingerich, Kansas  
 Lawrence Welter, Kansas  
 Carson E. Hansen, Kansas  
 \* Ron Montgomery, Kansas  
 Marvin Mayers, Kansas  
 Wilson Hawk, Kansas  
 Duane Gugler, Kansas  
 George Worrell, Kansas  
 Foster Kretz, Kansas  
 \* Elmo F. Steffen, Kansas  
 W. O. Harris, Kansas  
 Willis A. Darg, Kansas  
 Gerald Zimmer, Kansas  
 Ed Reimer, Kansas  
 C. W. "Bill" Crites, Kansas  
 Charles M. Macy, Kansas  
 Keith W. Fell, Kansas  
 L. E. "Gene" Watson, Kansas  
 Fred Sherlock, Kansas  
 R. M. "Dick" Brewer, Kansas  
 Larry G. Lagasse, Kansas



\* Rollie Lagasse, Kansas  
 Maynard Bane, Kansas  
 L. L. Peninger, Kansas  
 Leo Crawford, Kansas  
 Wayne Aeschliman, Kansas  
 Ted Augustine, Kansas  
 Earl R. Roderick, Kansas  
 Paul A. Hurst, Kansas  
 W. R. Simpson, Kansas  
 Roy E. Wood, Kansas  
 Warren Easter, Tennessee  
 Charles Yount, Tennessee  
 John Beswick, New York  
 B. Ward-Price, Ontario  
 Ross B. Kemp, Ontario  
 Carl Westermarck, Montana  
 James W. Mohr, Pennsylvania  
 James S. Garofalo, Pennsylvania  
 Marvin E. Smale, Pennsylvania  
 Ralph Horst, Pennsylvania  
 Amos Detwiler, Pennsylvania  
 John Ensminger, Pennsylvania  
 Roy Ebersole, Pennsylvania  
 George Deibert, Pennsylvania  
 Charles Roan, Pennsylvania  
 Richard Roan, Pennsylvania  
 Harold Bollenbacker, Pennsylvania  
 George K. Burrows, Pennsylvania  
 \* Omar Elkins, Pennsylvania  
 Lloyd Force, Pennsylvania  
 A. W. Diffenbach, Pennsylvania  
 \* Harvey Frey, Pennsylvania  
 Paul Gilbert, Pennsylvania  
 Harlan Gundy, Pennsylvania  
 Clay C. Hess, Pennsylvania  
 Harold Keller, Pennsylvania  
 Omar Landis, Pennsylvania  
 Henry Leid, Pennsylvania  
 Paul Z. Martin, Pennsylvania  
 Kenneth Miller, Pennsylvania  
 \* Robert Martin, Pennsylvania  
 \* Charles Moles, Pennsylvania  
 Elmer Murry, Pennsylvania  
 \* Richard Rhoades, Pennsylvania  
 \* Andrew Smith, Jr., Pennsylvania  
 William Wagner, Pennsylvania  
 George H. Wilson, Pennsylvania  
 Clyde Wolgemuth, Pennsylvania  
 Claude Smith, Pennsylvania  
 \* Harold Shaffner, Pennsylvania  
 Lester Weaver, Pennsylvania  
 Rufus K. Geib, Pennsylvania  
 Robert Godshall, Pennsylvania  
 Richard Moyer, Pennsylvania  
 \* Thomas Girvin, Pennsylvania  
 Stanley Lieberman, Pennsylvania  
 William Guthrie, Pennsylvania

Cy H. Jones, California  
 Fred Bretto, Illinois  
 Eugene D. Smith, California  
 Carl Steck, Illinois  
 Edward Ray, Arkansas  
 Glenn Perciful, Arkansas  
 Al Murphy, Arkansas  
 Jim Henderson, Arkansas  
 Virgil Irwin, Arkansas  
 Donald K. Wilson, Arkansas  
 Pat Goggins, Montana  
 John Banbury, Kansas  
 \* Howard Langvardt, Kansas  
 E. M. Nelson, Massachusetts  
 Don Moore, Michigan  
 \* Robert D. Cooper, Florida  
 O. V. Brent, Tennessee  
 Bo McCurter, Missouri  
 Raymond Boring, Sr., Ohio  
 Marvin Knopp, Kansas  
 Raymond C. Bender, Maryland  
 \* indicates new members

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## Tony Thorton Heads Missouri State Group

Tony Thornton, Springfield, was elected President of the Missouri State Auctioneers Association at the annual summer meeting of that group, May 1.

Others elected to offices included Wayne H. Ytell, Carthage, Vice President; and Irv Landolt, Defiance, Secretary-Treasurer.

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## Hansford Child Dies

William Harold Hansford, three and one-half year old son of Mr. and Mrs. Rufus Hansford, Campbellsville, Ky., died May 18 in a Louisville hospital. He had been ill four days.

Father of the deceased is a member of the Kentucky and National Auctioneers Associations. Our sincere sympathy is extended to the parents and brother, Rufus, Jr.

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The essentials for happiness are something to do, someone to love and something to hope for.

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No matter how crowded the conference, there's always room for one bore.



# Convention Registrations

## 1956 Through 1965

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

STATES	1956 (Kansas City)	1957 (Lan- sing)	1958 (Buf- falo)	1959 (Den- ver)	1960 (Louis- ville)	1961 (Hous- ton)	1962 (Lin- coln)	1963 (Cincin- nati)	1964 (Des Moines)	1965 (Spok- ane)
Alabama . . . .	2	2	4	4	1	1	0	0	1	0
Alaska . . . . .	0	0	0	0	0	0	0	0	0	0
Arizona . . . . .	0	0	0	0	0	0	0	2	0	0
Arkansas . . . .	1	0	0	1	5	9	2	2	10	3
California . . .	0	0	0	2	1	1	1	0	0	6
Colorado . . . .	4	0	0	47	7	10	13	2	11	8
Connecticut .	0	0	2	0	0	0	0	0	0	0
Delaware . . .	0	0	0	1	1	1	1	1	1	1
Florida . . . . .	2	4	0	0	0	0	0	7	0	0
Georgia . . . .	0	0	5	5	1	0	0	2	0	2
Hawaii . . . . .	1	3	4	4	3	3	3	3	3	3
Idaho . . . . .	0	0	0	2	0	2	3	2	6	22
Illinois . . . . .	40	18	14	35	44	39	36	37	36	12
Indiana . . . . .	38	36	32	19	48	19	26	51	31	41
Iowa . . . . .	26	12	20	25	20	17	32	24	111	22
Kansas . . . . .	24	3	2	40	15	23	34	4	18	15
Kentucky . . . .	0	0	8	1	40	22	9	33	10	6
Louisiana . . .	0	0	0	3	0	7	2	0	2	0
Maine . . . . .	0	0	0	0	0	0	0	0	0	0
Maryland . . .	2	7	3	4	6	4	2	6	2	0
Massachusetts	1	1	5	2	5	3	3	7	4	1
Michigan . . .	9	46	19	15	18	9	20	30	22	6
Minnesota . . .	6	3	1	3	11	1	2	6	11	0
Mississippi . .	0	0	0	0	0	0	0	0	0	0
Missouri . . . .	55	11	7	20	17	21	37	11	30	8
Montana . . . .	0	0	0	4	7	2	2	2	0	33
Nebraska . . . .	31	9	4	47	17	26	109	16	46	19
Nevada . . . . .	0	0	0	0	0	0	0	1	0	0
New Hampshire	0	1	1	0	2	0	0	0	0	0
New Jersey . .	3	2	8	6	9	4	5	8	6	4
New Mexico .	4	2	2	7	2	2	2	2	2	2
New York . . .	5	22	46	11	20	10	12	18	17	7



# IN UNITY THERE IS STRENGTH

North Carolina	0	0	2	0	5	4	2	10	5	4
North Dakota	0	2	1	4	1	0	14	3	12	19
Ohio .....	37	44	42	45	74	26	35	123	38	17
Oklahoma ..	5	0	0	0	2	1	8	4	8	10
Oregon .....	0	1	2	3	2	1	2	0	1	12
Pennsylvania	9	22	38	12	46	18	24	64	25	20
Rhode Island	0	0	0	0	0	0	0	0	0	0
South Carolina	0	0	1	2	2	4	1	10	4	1
South Dakota	0	2	2	2	0	0	9	10	16	6
Tennessee ..	6	5	11	14	30	36	22	25	23	4
Texas .....	5	2	2	4	14	37	11	6	11	14
Utah .....	0	0	0	1	0	0	0	0	0	0
Vermont .....	0	0	2	0	0	0	0	0	0	0
Virginia .....	0	2	8	0	2	2	1	13	3	1
Washington .	0	1	1	1	0	4	1	1	5	47
West Virginia	3	5	1	1	6	1	0	4	0	0
Wisconsin ...	17	19	26	36	39	29	24	24	38	20
Wyoming ...	1	0	0	6	0	7	6	0	0	2
Canada .....	0	4	8	2	5	5	5	0	1	8
Totals .....	337	291	334	439	528	411	528	574	570	405



NAA Secretary, Bernard Hart, seems to be completely absorded in viewing the crowd as auctioneers Noble Ratts, Jim Vaughn and Wayne Brannaman get the high dollar. Picture was taken during the complete liquidation of the Bradshaw Lumber Co., Colfax, Indiana. Auctioneers mentioned are from left to right in the auction box while Hart (in light hat) stands directly in front of block. You'll see some of these men, and possibly all of them, at the Philadelphia convention.



# THE LIGHTER SIDE . . .

## DIFFERENT SPECIES

Postman and dog stood eyeing each other at the gate when the lady of the house came to the door. "Don't be afraid of the dog," she said. "She's a female, you see, and she likes you."

"Madam," countered the fellow with the sack on his shoulder, "the mere fact that she's a female does not assure me that she has any affection for me. I'm a mail man, not a male dog!"

## ALL IN HOW YOU SEE IT

First little boy: "Don't you just hate to wear glasses?"

Second little boy: "Nope. I like 'em."

First little boy: "How come?"

Second little boy: "'Cause they keep girls from kissing me and boys from hitting me."

## YOUR ORDER PLEASE

Waitress: "What's yours?"

Customer: "I feel like a sandwich."

Waitress: "Don't get smart; just give me your order. I can't help it if the place is crowded!"

## SMART LAD

A 5-year-old boy had just been vaccinated and the nurse prepared a bandage to place over the spot on his arm.

"Nurse," said the youngster, "will you put it on my other arm, please?"

"But I must put it over the spot on your arm that is going to be sore," explained the nurse. "You see, I'm trying to protect it so your playmates won't hit it."

"That's why I want it on the other arm," declared the lad. "You don't know my playmates!"

## MODERN VERSION

"I've been thinking, son, of retiring next year and leaving the business to you."

"There's no hurry, is there, Dad? Why don't you go ahead and work a few more years and then we can retire together!"

## FATHER'S PURPOSE

Two six-year-olds, were having a discussion. Its content was so startling that the mother of them stayed to eavesdrop.

"You know," said Cynthia, "you have to have a man to have a baby."

"You do!" exclaimed Amanda. "Why?"

"Well," Cynthia reasoned, "somebody has to pay for everything."

## JUST ONE WEAKNESS

Then there was the college freshman player interviewed by the big university varsity coach. "Yes," said the student, "I can run 100 yards in 10 seconds in full uniform. I block so well that last season four guys I hit were taken off the field on a stretcher. I can pass about 50 yards on the average—against the wind. As for my grades, I've always been a straight A student." The coach was deeply impressed. "But, son," he said, "every one of us has some weakness or deficiency. What is yours?" "Well," said the player. "I'm inclined to lie a little."

## CHANGING TIMES

When kids dance nowadays, they don't talk, they don't touch one another, they don't even look at one another. It's like being married for 30 years.

## TENT FOR SALE

40' x 60', complete with ropes, stakes, poles. Cost \$2,750 new.

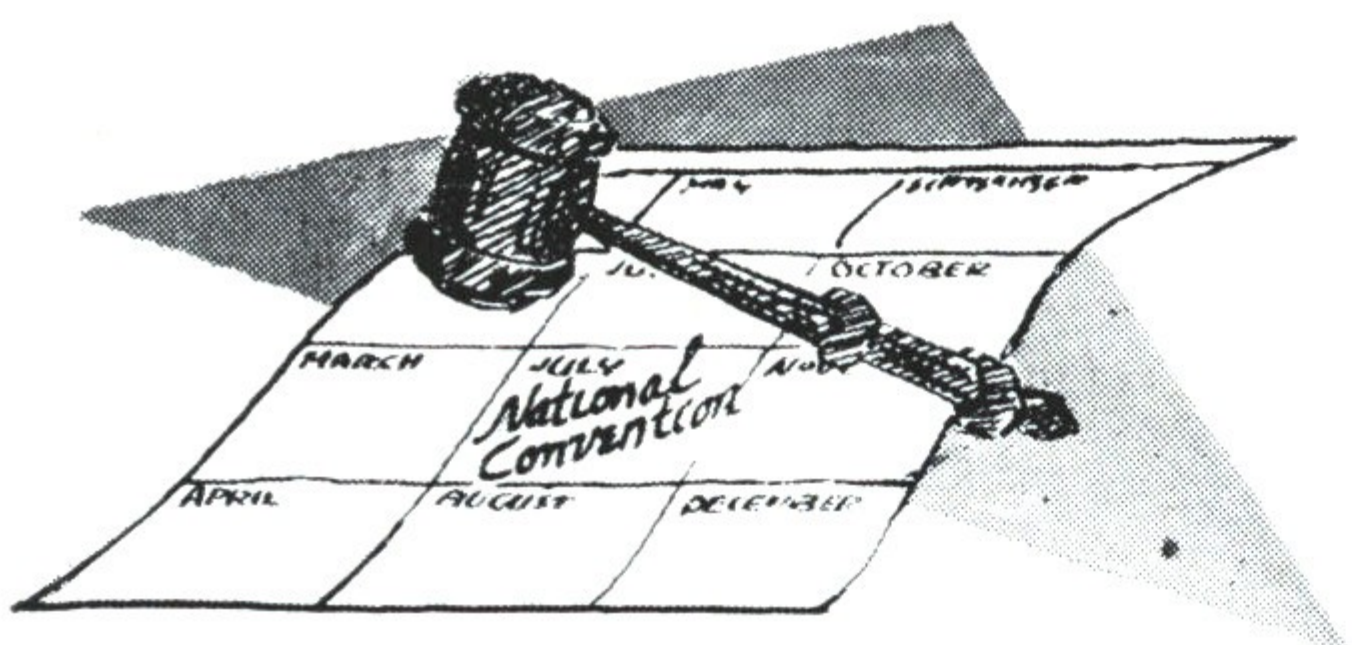
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FRED MULLIS

P.O. Box 727, Lancaster, S.C.



## Convention Dates



**July 14-15-16 — National Auctioneers Convention, Bellvue Stratford Hotel, Philadelphia, Pa.**

**July 23-24 — Mississippi Auctioneer Association, Hotel Markham, Gulfport.**

**October 2 — Missouri State Auctioneers Association, Missouri Hotel, Jefferson City.**

**October 22-23 — Illinois State Auctioneers Association, Springfield.**

**October 29-30 — Iowa Auctioneers Association, Holiday Inn, Des Moines.**

**December 4 — Federation of Indiana Auctioneers, Sheraton-Lincoln Hotel, Indianapolis.**

**June 9-10 — South Dakota Auctioneers Association, Holiday Inn, Aberdeen.**

This column is being published as a courtesy to the various State Auctioneers Associations. Please see that "The Auctioneer" is notified of the date and place of your convention. Only regular Annual or Semi-Annual meetings will be listed in this calendar. — Editor.

Marriage is an Institution that teaches a man frugality, regularity, temperance and other virtues he wouldn't need if he stayed single.

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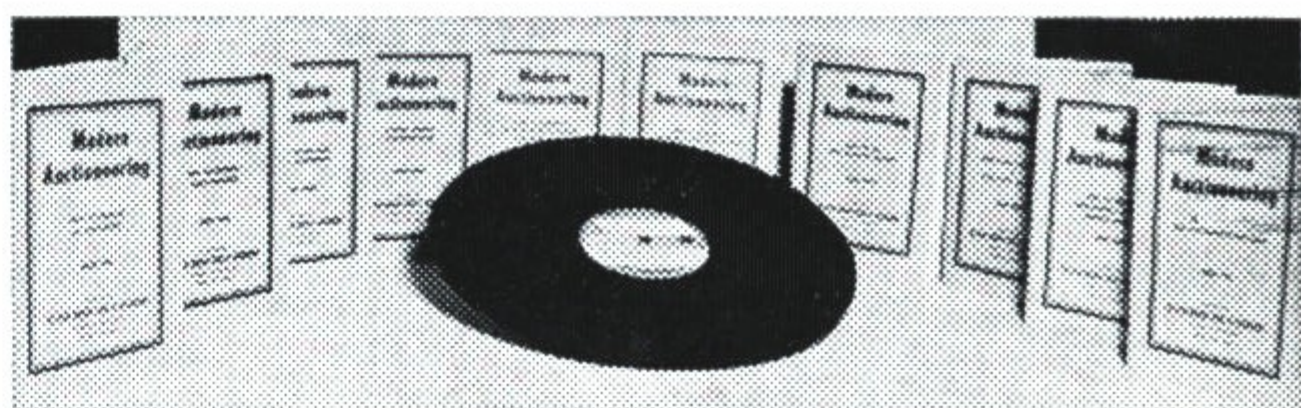
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and heart will be in the  
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money after one term here.

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# At The Convention

## Wednesday, July 13, 1966

- 2:00 P.M.—Meeting of Hospitality Committee
- 3:00 P.M.—Registration—1st Floor Elevator Foyer
- 3:00 P.M.—Board of Directors Meeting (NAA)
- 4:00 P.M.—Officers and Directors Meeting (Auxiliary)
- 8:00 P.M.—Amateur Contest

## Thursday, July 14, 1966

- 8:00 A.M.—Registration
- 12:00 Noon—Luncheon—Official opening of Convention
- 6:00 P.M.—Buffet Dinner
- 7:30 P.M.—Fun Auction
- Special Entertainment—"Dopey Duncan"

## Friday, July 15, 1966

- 8:30 A.M.—Registration
- 9:30 A.M.—Call to Order—Addresses and Panel Discussions throughout the day.
- 12:00 Noon—Ladies Luncheon—Entertainment—Annual Meeting (Ladies Auxiliary)
- 8:00 P.M.—Broadway Play—"Plain Betsy"

## Saturday, July 16, 1966

- 8:00 A.M.—Breakfast Meeting, NAA Officers and Directors with State Association Presidents and Secretaries. Breakfast Meeting (Ladies Auxiliary) New Officers and Directors
- 9:30 A.M. to 12:00 Noon—Call to Order—Addresses and Panel Discussions
- 10:00 A.M.—Bus Tour of Historic Philadelphia—(Ladies Auxiliary)
- 1:30 P.M. to 4:00 P.M.—Annual Business Meeting
- 3:00 P.M.—Auxiliary President's Acceptance Address
- 3:10 P.M.—N.A.A. President's Acceptance Address
- 6:30 P.M.—Grand Banquet—Presentation of Awards
- 9:00 P.M.—Refreshments and Dancing

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