

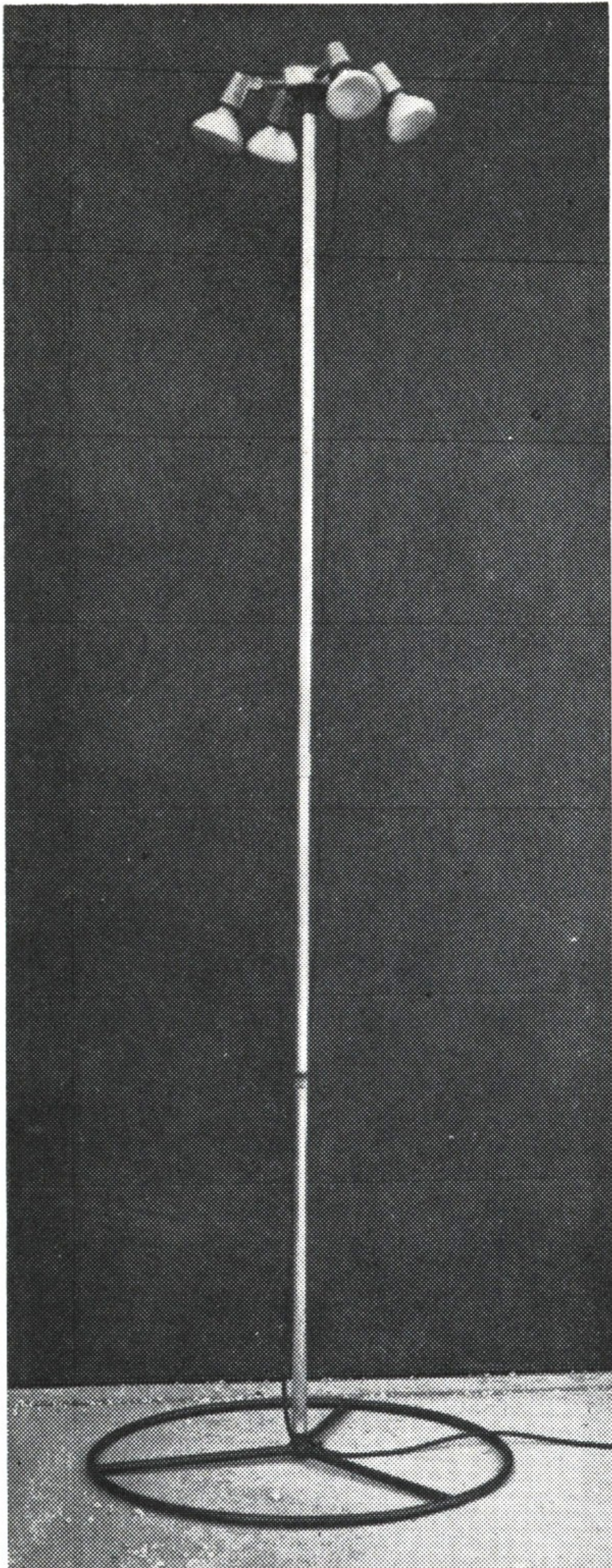
the AUCTIONEER



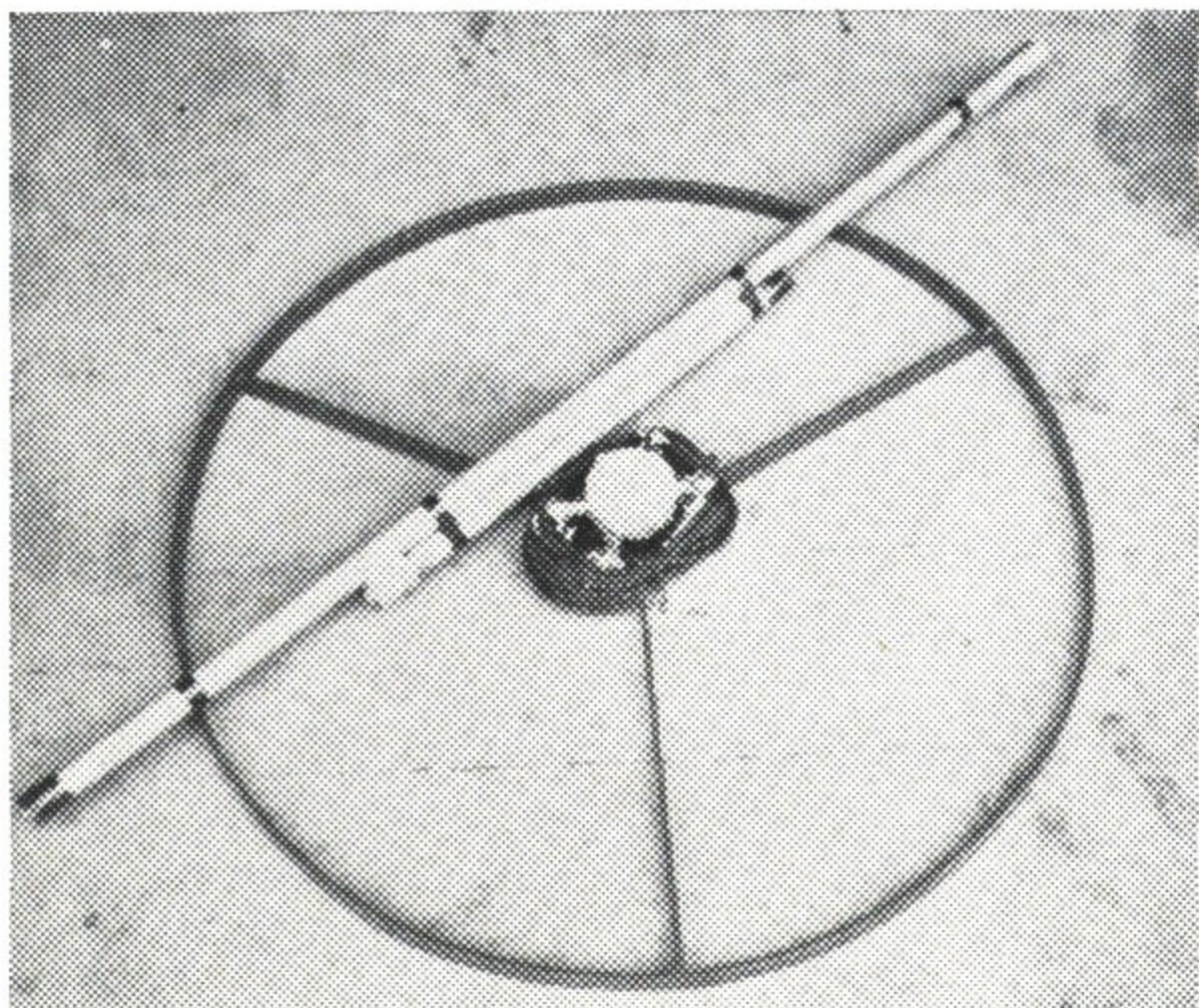
VOL. XV
SEPTEMBER

No. 9
1964

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State _____

THE AUCTIONEER

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OFFICIAL PUBLICATION
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NATIONAL
AUCTIONEERS ASSOCIATION

803 S. Columbia St.
Frankfort, Ind. 46041

EDITOR

Bernard Hart, Frankfort, Indiana

Contributing Editors

Col. "Pop" Hess, 440 William St., Delaware, Ohio; Walter Carlson, Triumph, Minn., and every member of the National Auctioneers Association.

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The Editor reserves the right to accept or reject any material submitted for publication.

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Association**

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803 S. Columbia St., Frankfort, Ind. 46041

President's Address

BY WALTER S. BRITTEN
(At the 1964 National Auctioneers Convention)

Mr. Chairman, Ladies,
Fellow Auctioneers:

With a sense of deep humility and great pride, I deem it a privilege to address you—The National Auctioneers Association. Humility in the wake of those great auctioneers of our history who have enriched our heritage; pride in the reflection that this organization represents human liberty and individualism in the purest form.

In this Association are centered the hopes and aspiration and faith of all auctioneers who have the desire to build and maintain a profession so rich in heritage that history tells us dates back some forty centuries.

We, as auctioneers, our wives, our children, our parents, are a part of the nearly 200 million people who live in the United States. We are a very small portion of the 3 billion people who inhabit the world. Is it not difficult for us, living in this land of plenty, to realize that many millions are in dire need? The things that draw all of these people together are far more important today than the things that get them apart.

The future of each of us—our personal future, our business future, our national future, is now permanently and irreversibly locked into the future of the whole world. This philosophy is stamped upon our profession as a method of selling that is international in scope.

The past twelve months have been and will continue to be a memorable year in my career. As in life, it has passed all too quickly. With all pleasure there must be work, but all with thorough satisfaction and accomplishment. During the past year this great Association reached a new milestone and the 2000th member was recorded. Your contributions to THE AUCTIONEER were excellent and your editor joins me with much gratitude. As an added incentive, many of you supported the Booaster Page for the first time. I am very appreciative of the wonderful re-

sponse auctioneers gave in replying to my correspondence and sending in their membership as I invited them to join. My wife, Pearl, and I enjoyed the many letters, especially from the young and new auctioneers. In the midst of our busy days all correspondence was answered even though some were a little late. I would like to compliment your officers and directors for their interest in guiding the destiny of our National Auctioneers Association.

This organization compared with other professional organizations is but in its infancy. Man, as well as animal life since the very beginning of time, has been organized to prevent disputes or settle difficulties. Today, we are part of a profession that began centuries ago, but as a body we are in an early period of existence and only commencing. In a sense, it is a commencement of our real problems. We are today living in a period, as history will refer to an era of danger. But where there is danger, there is real opportunity and the greater the danger the greater the opportunities. I, alone, cannot give you the advice—perhaps no man can. Generations before us did not solve all the problems or issues and those who follow are not likely to, but regardless, we must be willing to meet the challenge.

As all of us auctioneers should realize, we have thus far barely begun to work. It is therefore of great importance that no matter how inadequate our understanding may be, we must strive to establish perspective. Our place in society may very well depend on how well and how quickly we grasp such perspective.

What we accomplish in this convention will be only a small part of what we need to accomplish, but as we continue to grow in membership and the years pass, our efforts will make history. At this moment our ultimate dimensions are far beyond our vision, but realities are the challenges of our ef-

IN UNITY THERE IS STRENGTH

forts. We must be united and not build those barriers around ourselves or within our Association. We must be willing to work and cooperate as a group. As responsible auctioneers we have no other choice. We must not shirk any responsibility or opportunity. We must ever alert and bring to ourselves as auctioneers and our Association a freshness with vision, originality, and diligence far superior to our predecessors; For many of the basic concepts and ideas that formally applied in the past no longer are applicable in our profession today. Our performance in the past is like a candle burning against the horizons if we may compare with the potential of the future. We need only to compare our achievements with those of science, medicine, and technology and we may readily realize that our place in society has not been visible. The questions we must answer and their importance to each of us—where do we go? What goal do we wish to reach? This attainment cannot be reached in a short time, but are goals within our vision.

I will forever be hopeful that we, as auctioneers, can move forward with bravery and courage in our leadership and approach our problems with imagination and soundness. No profession is more fascinating nor does one have more frontiers in which are opportunities. As auctioneers, we are not going to ignore them; for in these frontiers can mean professional advancement and perhaps more than one can envision. With our resourcefulness and abilities we must not allow the leadership to fall by the wayside. If we are to attain such a goal, our response must begin now. Our decisions must be prompt and our course must be set and at such a time we need responsible men, loyal to their Association, faithful to freedom, and friends with the imagination who have been a symbol of our heritage.

At this moment in history, it is possible to call a roll of successful achievement of opportunities and human understanding. Perhaps we should more frequently remind ourselves that **progress** is possible and our ambition can be achieved, if we have sufficient dedication.

OUR COVER

It would seem that Walter Britten (left) is happy to turn over the reins of leadership of the National Auctioneers Association to his successor, John Overton, and John is just as happy to embark on his year of leading this greatest group of salesmen in the world. Photo taken at the National Convention by Weston Ritchie.

Fellow auctioneers, we are now assembled in our first meeting. We pride ourselves as being **Americans**. Our obligation is to **God and Country**. May in each assembly throughout this convention we have the dignity that is a real part of our heritage. We should be obligated to **honor** and **duty** to our convention and our Association. These two words dictate what we should be and what we can be and what we will be. They will build courage for us—when at times courage seems to fail. Build a renewed faith—when there seems to be little cause for faith; to create hope—when hope seems obscure. They also assist in building our basic character. They mold for us our future roles as salesmen for those who entrust their life savings or products to dispose of. They will make us strong enough to know when we are weak and build courage within ourselves when we may have fear. Ours is a profession of determination, a desire to succeed with an understanding knowledge that our obligation to serving the public and our fellowman must be in **duty** and **honor**.

Framed and hanging in my office is a bit of philosophy of one of our great Americans.

Here in seven short sentences Abraham Lincoln has given us some philosophy to guide us in our daily relations with our fellow man, our community, our nation and our international relationship:

You cannot bring about prosperity by discouraging thrift.

You cannot keep out of trouble by spending more than you earn.

You cannot further the brotherhood of

IN UNITY THERE IS STRENGTH

man by encouraging class hatred.

You cannot strengthen the weak by weakening the strong.

You cannot help the wage earner by pulling down the wage payer.

You cannot build **character** by taking away man's initiative and independ-

ence.

You cannot help men permanently by doing for them what they could do and should do themselves.

United and together, we will move forward.

Thank You.



Mrs. Albert Rankin (right) newly elected President of the Ladies Auxiliary to the National Auctioneers Association, receives orchid corsage from Mrs. Walter Britten, First Vice President. "Pinning" took place at the opening of the Grand Banquet festivities.

570 People Register At The 1964 Convention

Auctioneers and their families from 34 states and one Canadian Province gathered at the Fort Des Moines Hotel in Des Moines, Iowa, for a convention that will go down in history as being one of the most outstanding on record. The count of registrants reached 570, just four short of a year ago but well above the former second highest mark of 528 established in Louisville in 1960.

Iowans turned out en masse as 111 registrants were on the registration records from the home state. Nebraska was next high state with 46, followed by 38 from Wisconsin and a like number from Ohio. Illinois had 36 registrants.

Again, the Stambler family from Hawaii, traveled the farthest to attend but Wes Wendt and family of the State of Washington were nosed out of second place by Bill Johnson of Seattle in the Evergreen State. Dan Roth from Oregon, was another of those who made a long trek to the meeting.

While the total registration did not set a new high there were a few records broken. Room reservations at the Convention Headquarters were far above any previous year which made it certain there would be a good attendance. When the Convention officially opened at noon on Thursday, there were 420 persons ready to join in the Luncheon. A total of 520 persons assembled for the Grand Banquet which was easily the largest crowd we have ever had for the final event. Previous record was 485 at Lincoln, two years ago.

Following is a list of registrants by states:

ALABAMA—1

James A. McCall, Mobile

ARKANSAS—10

Howard Batterton, Hot Springs

Milo Beck, Rogers

Mr. and Mrs. Oscar R. Farnam, Benton

Mr. and Mrs. Bill Knight, Manila

Mr. and Mrs. James E. Wilson, Hot Springs

Mr. and Mrs. B. L. Wooley, Little Rock

COLORADO—11

Mr. and Mrs. F. H. Baldwin, Denver
Mr. and Mrs. Charles Cumberlin, Greeley

Mr. and Mrs. Howard Roland, Grand Junction

Mr. and Mrs. J. Lee Sears, 2 sons and daughter, Ft. Lupton

DELEWARE—1

Riley T. Jefferson, Lincoln

HAWAII—3

Mr. and Mrs. Louis Stambler and daughter, Honolulu

IDAHO—6

Mr. and Mrs. Irvin Eilers, Kimberly
Mr. and Mrs. Jim Messersmith, son and daughter, Jerome

ILLINOIS—36

Mr. and Mrs. Edward Bilbruck, Chicago

Mr. and Mrs. Elwood Collier, Clinton
John H. Dieken, Pecatonica

Mr. and Mrs. A. C. Dunning, Elgin
C. P. Dunning, Elgin

Henry L. Hachmeister, Pecatonica
Mr. and Mrs. Charles Ray Hudson, Morrisonville

Mr. and Mrs. Ray Hudson, Morrisonville

Mr. and Mrs. C. L. Kelly, Hersman
Mr. and Mrs. Lester Kelly, Mt. Sterling

Mr. and Mrs. J. C. Kornbrust, son and daughter, East Moline

Mrs. Lewis Marks and daughter, Abingdon

Mr. and Mrs. Michael Modica, Chicago

Mr. and Mrs. Lyle M. Paddick, Oblong

Carman Y. Potter, Jacksonville

Mr. Fred G. Quick and son, Aurora

Mr. and Mrs. Virgil F. Scarbrough, Quincy

Mr. and Mrs. Ray Tuttle, Sheldon

IN UNITY THERE IS STRENGTH

Mr. and Mrs. Charles B. Wade, Morrisonville

INDIANA—31

Mr. and Mrs. James A. Buckley and son, Shelbyville

Mr. and Mrs. Roy L. Crume, 2 sons and daughter, Kokomo

Mrs. Leona Drake, Indianapolis

Mr. and Mrs. Robert Ellenberger, Bluffton

Irene Ferguson, Auburn

Mr. and Mrs. Bernard Hart and son, Frankfort

Russell Kruse, Auburn

Mr. and Mrs. Maynard Lehman, Berne

Mr. and Mrs. D. D. Meyer, Vincennes

Mr. and Mrs. Curran Miller, Evansville

Mrs. Jennie Payne, Indianapolis

Earl D. Pigg, Cedar Lake

Dr. Roland Reppert, Decatur

Mr. and Mrs. E. M. Schaeffer, Kokomo

Mr. and Mrs. Romaine Sherman, Goshen

Mr. and Mrs. Herman D. Strakis, Indianapolis

IOWA—111

Mr. and Mrs. Jay Arnold, Mallard

Arbe F. Bareis, Blakesburg

Donald E. Bennett, Ames

Mr. and Mrs. Mike Bloomer, Glenwood

Mr. and Mrs. Lennis Bloomquist, Pocahontas

Mr. and Mrs. Al Boss, Carroll

Mr. and Mrs. Jack Bowman, Coon Rapids

Mr. and Mrs. Howard Buckles and daughter, Keosauqua

Mr. and Mrs. Lynn Byerly, Glidden

Mr. and Mrs. Warren Collins, Jesup

Maurice DeVore, Plano

Robert DeVore, Centerville

Mr. and Mrs. Cornelius Donovan, Bernard

Mr. and Mrs. Leland Dudley, 2 sons and daughter, Hampton

Mr. and Mrs. Lyle Erickson, Cresco

Mr. and Mrs. Pat Forristal, Holstein

LeRoy H. Foster, Fairfield

Dick H. Funk, Edgewood

B. O. Gammon, Des Moines

Mr. and Mrs. Richard A. Hagist, Keota

Mr. and Mrs. Arnold Hexom, Waverly

Mr. and Mrs. Dwayne Huntington,

Spencer

Mr. and Mrs. Howard B. Johnson and 2 daughters, Story City

Ed Joy, Nevada

Mr. and Mrs. Leon E. Joy, Ames

Herschell Leibundguth, Cedar Falls

Mr. and Mrs. Irving Leonard, son and daughter, Elkader

Mr. and Mrs. Robert Mallinger, Sigourney

Mrs. Florence McGuire, Holstein

Mr. and Mrs. James J. McGuire, and 2 daughters, Holstein

Fred Neumeister, Dubuque

Mr. and Mrs. Carleton Meinders, 2 daughters and son, New Sharon

Bud Mennenga, Clarksville

Kenneth Mozena, Dubuque

Mr. and Mrs. R. L. Muench and 2 daughters, Ionia

Donald H. Nash, Ankeny

Mr. and Mrs. Lorne North, Denison

Mr. and Mrs. Norvin D. Olson, Spencer

Bill Partlow, Manson

Paul A. Pauley, Harlan

Clinton Peterson, Webster City

Mr. and Mrs. Guy L. Pettit, Bloomfield

Mr. and Mrs. Clarence Prange and 2 daughters, Charles City

Max E. Reno, Bonaparte

Mr. and Mrs. Wendell R. Ritchie, Marathon

Mr. and Mrs. Marvin Rogness, Humboldt

Mr. and Mrs. Harold J. Ruden, LeMars

Carl Setterburg, Burlington

Mr. and Mrs. Robert Sloop, Hamburg

Wayne Stewart, Audubon

Mr. and Mrs. Virgil R. Stortz, Decora

Mr. and Mrs. Earl Thies, Ames

Virgil A. Tilley, Churdan

Mr. and Mrs. Harold H. Van Syoc, Mt. Union

Marvin Van Syoc, Mt. Pleasant

Mr. and Mrs. Howard W. Vos, New Sharon

Robert K. Winegarden, Pocahontas

Mr. and Mrs. George Yancey and daughter, Ottumwa

KANSAS—18

Mr. and Mrs. Ted Augustine, Salia

Mr. and Mrs. Dick Brewer, Mt. Hope

Mr. and Mrs. W. O. Harris and 2 sons, Wetmore

IN UNITY THERE IS STRENGTH

July 23 1964

Mr. Bernard Hart, Secretary
National Auctioneers Association
803 S. Columbia Street
Frankfort, Indiana

Dear Bernie:

Now that the 1964 Annual Meeting of the National Auctioneers Association has passed into history, I want to thank you for the part which you played in making this a tremendously successful endeavor.

It will be a long time before the staff of HOTEL FORT DES MOINES forgets the National Auctioneers Association. To people who are accustomed to the calling of public service, this was a group very, very unique. Individually and collectively they made themselves known by indicating that your group was one of the friendliest and nicest they had ever served. This is a high compliment to the quality of individual who attends your Convention, and you may be sure that we of Boss Hotels Company in general and HOTEL FORT DES MOINES in particular appreciated the relationship that we have had with you over the past many weeks.

It would be a pleasure to be of service to you in the future if our paths should again cross, and I assure you that my office would stand completely at your disposal in any future endeavor we might undertake.

Kindest personal regards to you and to your family.

BOSS HOTELS COMPANY
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General Sales Manager

Mr. and Mrs. Paul A. Hurst, Valley Falls

Mr. and Mrs. L. L. Peninger, Winfield

B. T. Sherlock, Goodland
Frederick E. Sherlock and son, St. Francis

Ralph E. Smith, Iola
Mr. and Mrs. Gene Watson, Hutchinson

KENTUCKY—10

Mr. and Mrs. J. O. Briggs, Campton
John L. Cummins and daughter and friend, Cynthiana

Martha Kurtz, Sturgis
Mr. and Mrs. Johnnie W. Taylor and 2 sons, Glasgow

LOUISIANA—2

Mr. and Mrs. G. H. Shaw, Alexandria

MARYLAND—2

Mr. and Mrs. Homer W. Snyder, Hampstead

MASSACHUSETTS—4

Mr. and Mrs. Phil Goldstein, Boston
Mr. and Mrs. Arthur Shachat, Boston

MICHIGAN—22

Mr. and Mrs. Elwyn B. Bentley, son, grandson, and granddaughter, Fenton
Mr. and Mrs. Vernon I. Cole, Mt. Morris

Mr. and Mrs. Floyd M. Dougherty, Three Rivers

Mr. and Mrs. Frank Gates, Litchfield
John M. Glassman, Dowagiac

Mr. and Mrs. Lester Johnson, Mason
Mr. and Mrs. Sherry Olin, Sparta

William Podell, Comstock Park
Fred W. Smiley, Saginaw

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Wes Wendt, Granger, Washington, sells apple juice directly from the Evergreen State at the National Convention Fun Auction as Ken Barnicle, Ellisville, Mo., assists in the ring.

Mr. and Mrs. William J. Stanton, Vermontville

Mr. and Mrs. Jim Sykora, Clare
MINNESOTA—11

E. K. Elmes, Long Prairie

Mr. and Mrs. Milo Fodness, Kenneth

M. J. Henry, Foley

Alvin Kohner and son, Winona

Albert Maas, Millville

Joe Maas, Millville

Mr. and Mrs. Orville M. Schroeder and son, Caledonia

MISSOURI—30

Mr. and Mrs. Kenneth Barnicle and son, Ellisville

Mr. and Mrs. Hugh Campbell and guest, Chillicothe

Dean Cates, Kearney

Mr. and Mrs. Dick Dewees and 2 daughters, Kansas City

Mr. and Mrs. Frank Dillard, South St. Joseph

Mr. and Mrs. Roger A. Hollrah, mother, 2 sons and 2 daughters, St. Charles

Mr. and Mrs. Ronald Hudson, Brookfield

Mr. and Mrs. Guy Jageman, Independence

Andy Little and Willie Little, Springfield

Mr. and Mrs. Jim Merrigan, Maryville

Mr. and Mrs. Tony Thorntown, Springfield

NEBRASKA—46

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

Mr. and Mrs. Charles Corkle, Norfolk

Mr. and Mrs. Mack P. Cosgrove, Omaha

C. D. Emrich, Norfolk

Mr. and Mrs. Dean Fleming, Atkinson

Dan Fuller, Albion

C. C. Gannett, Omaha

Joseph J. George, Omaha

Mr. and Mrs. Dick Grubaugh, David City

Mr. and Mrs. Marvin Grubaugh, Rising City

Mr. and Mrs. Dale Hanna and 2 sons, York

Mr. and Mrs. Albert Helzer, Cairo

Dick Kane, Wisner

Mr. and Mrs. Lyle Knott, Grand Island

Mr. and Mrs. Ralph Kuhr, Blair

Mr. and Mrs. Ed Lightner and 2 daughters, Hastings

Stacy McCoy, Arapahoe

Leon S. Nelson, Albion

Leo Nosky, Plattsmouth

Mr. and Mrs. Charles Radil, Sargent

Mr. and Mrs. Henry Rasmussen, St. Paul

John T. Ryan, Greeley

Judy D. Schueler and parents, Omaha

Mr. and Mrs. Glen Schwarz, Central City

Jim Walker, Omaha

Rex Young, Plattsmouth

NEW JERSEY—6

Mae Gaskill, Pemberton

Allen Nixon, Pemberton

John R. Potts, Neshanic Station

Herbert Van Pelt, Readington

Mr. and Mrs. Watson Van Sciver, Burlington

NEW MEXICO—2

Mr. and Mrs. John A. Overton, Albuquerque

NEW YORK—17

Mr. and Mrs. Victor L. Kent, Hinsdale

Mr. and Mrs. William Kent, Bergen

Mr. and Mrs. Robert W. Matson, son and daughter, Randolph

IN UNITY THERE IS STRENGTH

Mr. and Mrs. Pete Murray, Ballston Lake

Harold Spoor, Baldwinsville

Mr. and Mrs. David H. Tracy, Pavilion

Mr. and Mrs. Harris Wilcox and daughter, Bergen

Alfred V. Zogg, Jr., Cortland

NORTH CAROLINA—5

James A. Garvin, Fayetteville

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

Mr. and Mrs. W. Craig Lawling, Charlotte

NORTH DAKOTA—12

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

Mr. and Mrs. Wilbert Kroh, Bismarck

Mr. and Mrs. Harold Nordwall, Turtle Lake

Mr. and Mrs. Bob Penfield, Bowman
Mr. and Mrs. Sylvester Wallace, New Rockford

Charles Wilkes, Pisek

Paul L. Wilkes, Park River

OHIO—38

Mr. and Mrs. Herb Bambeck, Dover

Charles R. Carroll, Columbus

Mr. and Mrs. J. Meredith Darbyshire, Wilmington

Mr. and Mrs. Chris B. Dawson and son, Waverly

Mr. and Mrs. Rolland E. Featheringham, Ashville

Elias H. Frey, Archbold

Mr. and Mrs. Owen V. Hall, Celina

Mr. and Mrs. Walter A. Hartman, Camden

New Officers

John A. Overton, Albuquerque, N. M., was elected President in the Annual Election of Officers of the National Auctioneers Association held at Des Moines, Iowa, July 18, 1964. Mr. Overton has served a term on the Board of Directors and has held the offices of Second and First Vice President. He never misses a National Convention.

Elevated to the office of First Vice President was John L. Cummins, Cynthiana, Ky. Brady L. Wooley, a member of the Board of Directors, was elected Second Vice President. Wooley is from Little Rock, Ark. Bernard Hart and Henry Rasmussen, were re-elected to the offices of Secretary and Treasurer, respectively. Hart thus begins his 11th year as Secretary and Rasmussen is on his 14th year as Treasurer.

Retiring President, Walter S. Britten, College Station, Tex., became a member of the Board of Directors for a three year term as provided by the By-Laws of the Association. Elected to three year terms were: Richard M. Brewer, Mt. Hope, Kas., A. C. Dunning, Elgin, Ill., Ray Gevelinger, Dodgeville, Wis., and Jim Messersmith, Jerome, Idaho.

Due to the fact that B. L. Wooley, who was elected Second Vice President, had another year to serve on the Board of Directors, it was necessary to elect a Director for one year. F. E. "Mike" Bloomer, Glenwood, Iowa, was elected to this position.

There were no contests for any of the offices, those who were elected having been presented by the nominating committee consisting of Charles Corkle, Chairman, Harris Wilcox and Ernest Freund, all past Presidents of the NAA.

Retiring Directors were: Carman Y. Potter, Jacksonville, Ill., Irwin E. "Pete" Murray, Ballston Lake, N.Y., Fred S. Ramsay, Madison, Tenn., and Ray Sims, Leawood, Kas.

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Tony Thornton, Springfield, Mo., sells the Missouri Auctioneers Association's contribution to the National Convention Fun Auction. Assisting is Roger Hollrah, Secretary-Treasurer of the Missouri group. The photo does not show the article being sold but it is a replica of the symbol of the Show-Me State, a mule.

Mr. and Mrs. Russell Kiko and 2 sons, Canton

Mr. and Mrs. Homer Pollock, Delphos

Mr. and Mrs. Albert L. Rankin and daughter, Alger

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

Mr. and Mrs. Neil S. Robinson, Mansfield

Mr. and Mrs. Gene Slagle, Marion

Mr. and Mrs. Donald H. Stafford, East Rochester

Mr. and Mrs. William R. Stafford, Minerva

Mr. and Mrs. Don W. Standen, N. Ridgeville

Mr. and Mrs. Harold Vaughn, Hamilton

OKLAHOMA—8

Mr. and Mrs. V. K. Crowell and niece, Oklahoma City

Mr. and Mrs. Bob Goss, Carmen

Mr. and Mrs. Jim Richards, Spencer

Ed Vierheller, Claremore

OREGON—1

Dan B. Roth, Albany

PENNSYLVANIA—25

Margaret Berry, West Newton

Mr. and Mrs. H. L. Bollenbacher, Greenville

Mr. and Mrs. Henry Brooks and daughter, Wilkes Barre

Ralph D. Burkett, Ford City
Mr. and Mrs. Ken Burrows, New Wilmington

Q. R. Chaffee, Towanda

Arthur M. Drakulic, Trafford

Dan Drakulic, Trafford

John Drakulic, Trafford

Ralph W. Horst, Marion

Russell E. Kehr, Hanover

Harold K. Keller, Mt. Joy

Charles Painter, Kittanning

Wayne R. Posten, Stroudsburg

Mr. and Mrs. Wylie S. Rittenhouse and three daughters, Vanderbilt

Mr. and Mrs. Homer H. Sparks, Sharon

SOUTH CAROLINA—4

Mr. and Mrs. Curtis E. Cunningham, Greenwood

Fred Mullis, Lancaster

Sherrill Mullis, Lancaster

SOUTH DAKOTA—16

Mr. and Mrs. Jack Churchill, Hermosa

Mr. and Mrs. Vernell Johnson, Hartford

Mr. and Mrs. W. J. Kirkpatrick and 2 daughters, Belle Fourche

Mr. and Mrs. John L. Leibel, Brookings

Freddie McFarland, Sturgis

Reginald R. Oakley, Silver City

Mr. and Mrs. Earl Penfield, Lemmon

Mr. and Mrs. Robert Peterson, Brookings

TENNESSEE—23

E. B. Fulkerson, Jonesboro

G. S. Gordon, Shelbyville

Wayne Holly, Nashville

Mr. and Mrs. C. B. McCarter and 10 children, Sevierville

Mr. and Mrs. Fred McCarter, Sevierville

Mr. and Mrs. Fred S. Ramsay and 2 daughters, Madison

Jim Stevens, Nashville

Beeler Thompson, Knoxville

TEXAS—11

Mr. and Mrs. Walter S. Britten, College Station

Keyes Carson, Cuero

Mr. and Mrs. Weldon "Bud" Curry, Lubbock

Mr. and Mrs. Grover Howell and 2 daughters, Dallas

Mr. and Mrs. Bill Wendelin, Henderson

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VIRGINIA—3

Mr. and Mrs. W. R. Cox, Richmond
J. E. Sutphin, Newport

WASHINGTON—5

Bill Johnson, Seattle
Mr. and Mrs. Wes Wendt and 2
daughters, Granger

WISCONSIN—38

Mr. and Mrs. Jim Appleman, 2 sons
and daughter, Cashton
Thomas C. Baker, Janesville
Mr. and Mrs. Arthur Doede, Rosholt
Mr. and Mrs. Joseph W. Donahoe,
Darlington
Peter J. Faith, Franksville
Mr. and Mrs. Ernest C. Freund, Fond
du lac
Mr. and Mrs. John L. Freund, Omro
James F. Gavin, Reedsburg
Mr. and Mrs. Ray Gevelinger, Dodge-
ville
Mr. and Mrs. James Heike, Mondovi
Mr. and Mrs. Walter C. Heise and
three daughters, Oconto

Mr. and Mrs. Bill Jones, Pickett
Mr. and Mrs. Don Lloyd, Oshkosh
E. J. McNamara, Lancaster

Patrick F. O'Brien, Eden
Charles J. Rice, Racine
Mr. and Mrs. Clarence M. Sturgul,
Shawano

Mr. and Mrs. Leo Sullivan and daugh-
ter, Reedsville
Bob Vogel, Brodhead

CANADA—1

Ross H. Kemp, Stratford, Ont.

America is still the land of opportuni-
ty. Every day, there are those who have
contrived some new way to be useful
and to make usefulness pay. There are
no last frontiers for an American. Nor
will there ever be. There always will be
something just a little way ahead that
is an improvement upon what has gone
before.

Resolutions

The following resolutions were presented by the Resolutions Com-
mittee at the National Convention and approved by a unanimous vote
of the membership:

(1) Be it resolved that the National Auctioneers Association in Con-
vention give their sincere thanks and appreciation to the Iowa Auction-
eers Association for an active, informative and outstanding convention
program.

(2) Be it resolved by the National Auctioneers Association Con-
vention that the efforts made in the past of bringing together auction-
eers representing all of the fields of the auctioneering profession be con-
tinued and that maintaining harmony, the cultivation of a cooperative
spirit, sound thinking and good judgment be uppermost in the minds of
all the membership in order to further the growth and increase the
strength of this great organization.

(3) Whereas the Auction profession is judged by the conduct of each
individual auctioneer in the eyes of the public and whereas the Auction
profession needs to be promoted properly to the public and whereas the
National Auctioneers Association has an established Code of Ethics for
its members; now therefore be it resolved that all members of this asso-
ciation be very mindful of this established Code of Ethics and perform
his services within the meaning of this established Code so as not to draw
criticism from the public which will damage the Auction profession.

Secretary's Report

An important milestone in the progress of the National Auctioneers Association was reached on June 8 of this year when we entered the 2,000th member of the organization. At the close of our fiscal year, June 30, we had a total of 2,070 active members. This is a gain of 208 over a year ago and the second best increase in the last ten years, topped only by the 299 increase in the 1960-61 year, the year Carman Potter was President. A year ago we reported a gain of 128 over the previous year. To review the past five years, we had 1296 members on June 30, 1960; 1595 on June 30, 1961; 1734 on June 30, 1962 and 1862 on June 30, 1963.

Ohio leads in members with 153, followed by Pennsylvania, 147; Illinois, 141; Nebraska, 136; Indiana, 129; Wisconsin, 104; Kansas, 97; Tennessee, 96; Kentucky, 87; and Iowa, 82.

Gross revenue from membership payments reached a new high when \$20,300 was received representing 1970 at \$10.00 each and six Life Memberships at \$100.00 each. Last year's total income from memberships was \$17,270.

Another record was established when we collected for and remitted to various State Auctioneers Associations \$1625.00 in state membership dues for individuals.

Business also picked up so far as "The Auctioneer" was concerned. Greatest money earning feature of "The Auctioneer" is the Booster Page and this was \$1,490.00, a gain of more than \$200.00 over a year ago. Advertising revenue also increased and passed the \$1,000.00 figure for the first time.

As your Secretary I attended the following State Conventions: Virginia, Nebraska, Kansas, Wisconsin, South Dakota, and two in Iowa. I also attended a Special Convention Planning meeting of the Iowa Auctioneers Association and I represented the National Auctioneers Association at the Annual Meeting of the National Society of Livestock Record Associations in Kansas City, and the Livestock Marketing Congress in Richmond, Va.

During the past year we received 3,630 pieces of mail and sent out 7,695 pieces, exclusive of the regular mailings of "The Auctioneer." Both these figures represent new records.

In completing my tenth year as Secretary of the National Auctioneers Association I would like to say that I have gained more satisfaction from the year just ended than I have from any of the previous nine years. I have seen our organization, the National Auctioneers Association, recognized with greater respect than ever before. Other groups, organizations and individuals are looking to us for help and suggestions. This can be attributed not only to our increase in members but also to the stature of the men in key positions in our organization. We are in a healthy condition today and we will continue our forward progress only

IN UNITY THERE IS STRENGTH

so long as we choose our leaders with care, men who are dedicated to the improvement of the auction profession and are willing to give of their time and talents toward this end.

You older men have seen similar organizations flourish and fade and I believe you will agree that the principal cause of past failures has been the lack of proper leadership. Let this not happen to the National Auctioneers Association. We have come too far, established too firm a foothold to let careless leaders destroy for the sake of their own glory. Let us move forward with careful planning and the best guidance our membership can provide.

Bernard Hart

Treasurer's Report

The year ending June 30, 1964, was by far the most successful from a financial standpoint in the Association's history. A detailed report by Henry Rasmussen, Treasurer, showed receipts totalling \$30,916.48. Disbursements for the year totalled \$24,692.50, leaving a net gain for the year of \$6,223.98.

Total cash on hand at the year's end was \$17,721.83. Of this amount, \$10,000 is invested in Time Deposit Certificates.



This year's National Convention was honored by the attendance of more Minnesota auctioneers than at any time since the 1952 National Convention. This group stopped for a picture in front of the Fort Des Moines Hotel. From the left, they are: Albert Maas, Millville; Joe Maas, Millville; Milo Fodness, Kenneth; Alvin Kohner, Winona; E. K. Elmes, Long Prairie; M. J. Henry, Foley; and Orville Schroeder, Caledonia.



Officers and Directors of the Ladies Auxiliary to the National Auctioneers Association with the new President, Mrs. Virginia Rankin, in the center. Seated from the left are: Mrs. Marilyn Hudson, Mrs. Artie Baldwin, Mrs. Pearl Britten, Mrs. Bernice Ritchey, Mrs. Stella Collins and Mrs. Lou Peterson. Standing: Mrs. Margaret Berry, Mrs. Virginia Buckley, Mrs. Mora Freund, and Mrs. Ruth Stambler. Their respective offices can be found in the table elsewhere in this issue.

THE LADIES AUXILIARY

Dear Ladies of the Auxiliary:

It was so nice to see all of you again in Des Moines. It has been a real pleasure to serve as your President this past year. I want to take this opportunity to thank each and everyone of you for all your cards, letters and kindnesses to me in these darkest hours of my life. Your friendship will always mean much to me.

Again I want to thank the Iowa ladies for a wonderful job. It was such a pleasure to work with you.

I shall always treasure the lovely jewelry which was presented to me at the luncheon. Also one of my cherished possessions is the Past President's pin. I will always be proud to wear it and also proud that my husband was an auctioneer, the best profession on earth!

My best wishes to Virginia Rankin and her officers and directors. I hope that the year holds only pleasant and happy experiences for all of you.

I would also like to thank my "Friend" for the lovely orchid corsage that was given me and also Mrs. Stambler for the beautiful lei.

I will be anxious to know where the next convention will be as I left before the site was announced.

Most sincerely
Mrs. Ruth Marks

From The President

First I would like to thank all the ladies for giving me their vote of confidence in putting me in as president of such a fine organization. It is indeed an honor and privilege to hold this office. Without the cooperation of your fellow members of any organization, there is little hope for success. With this thought in mind I would like to solicit the warmth of your friendship, the spirit of your cooperation, and your faith in my ability, and the careful guidance of our Heavenly Father. I am looking forward to a pleasant and successful year.

I cannot praise the ladies of Iowa enough for the wonderful convention just passed. Each year I think how hard it will be for the next convention to be as enjoyable as the previous ones. Then comes July, convention over, then I say that was the best ever. Thanks again Iowa.

Al and I had the pleasure of having Jack Braddock, auctioneer from Granville, Ohio, and his wife, Margaret, spend a weekend with us.

A word about our magazine, "The Auctioneer." Each convention we ask that the ladies write articles to be published. Not many do! If it would be easier to send your news to me, I will be happy to write a letter to Bernie.

Plan today for July '65, time passes fast.

Sincerely,
Virginia Rankin
Box 5
Alger, Ohio

Thank You, Ladies

After working hard I have cooled off a little and I will now thank you women for backing me in my effort to get the Convention to Pennsylvania. I tried very hard but I am very sorry we did not make it because we were looking forward to it.

Lots of luck to the ladies that have the burden of our next year's Convention because after this year at Des Moines it will be hard to beat.

All the women of Iowa deserve a big hand for the fine job of making everyone welcome. So at this time we ladies from Pennsylvania will say thanks to those ladies who made the Des Moines Convention the success it was.

Margaret Berry

A woman marries in hopes of having a lifelong lover and discovers too late, that she merely has a boarder who is most difficult to please.



New executive officers of the NAA unite in holding the official gavel of the association. Seated, center, is John A. Overton, President. To his right is Brad Wooley, Second Vice President. Standing, from left, are: Henry Rasmussen, Treasurer; John L. Cummins, First Vice President; and Bernard Hart, Secretary. Incidentally the gavel was a gift from the Ladies Auxiliary and presented to the NAA in 1961.

Spokane in 1965

Spokane, Washington, was selected by the Board of Directors of the National Auctioneers Association for the site of the 1965 National Convention. Dates will be July 15-16-17. Headquarters will be the Davenport Hotel.

Other sites considered by the Board were Wichita, Honolulu, Philadelphia, Boston, Peoria and Chicago.

This will be only the second time in the 15 year history of the National Auctioneers Association that a meeting has been held in the Western half of the United States. The other time was at Denver in 1959.

Amendment Defeated

An amendment to Article IV of the Constitution of the National Auctioneers Association whereby the offices of Secretary and Treasurer of the Association would be filled by appointment by the Board of Directors rather than by vote of the membership was rejected.

It was the unanimous opinion of the members of the Board of Directors that this move should be made in order to insure the capable operation of these offices in the future. It was their opinion that the Secretary's job has become too great a responsibility to continue with the practice of electing men from the floor of the convention to fill this position. Likewise, with the amount of money handled by the Treasurer, it was felt that any candidate for this position in the future be first screened and approved by the Board of Directors.

The amendment was presented for ratification to the membership with unanimous approval of the Board of Directors but failed to receive the majority of the votes cast in the balloting.



Promotional Items

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$2.50 each**

INSIGNIA CUTS: Add distinction to your cards, letterheads and advertising. 7/8" or 2/3" wide). **\$2.50 each**

DECALS—3 color, reversible, new supply @ **25c each.**

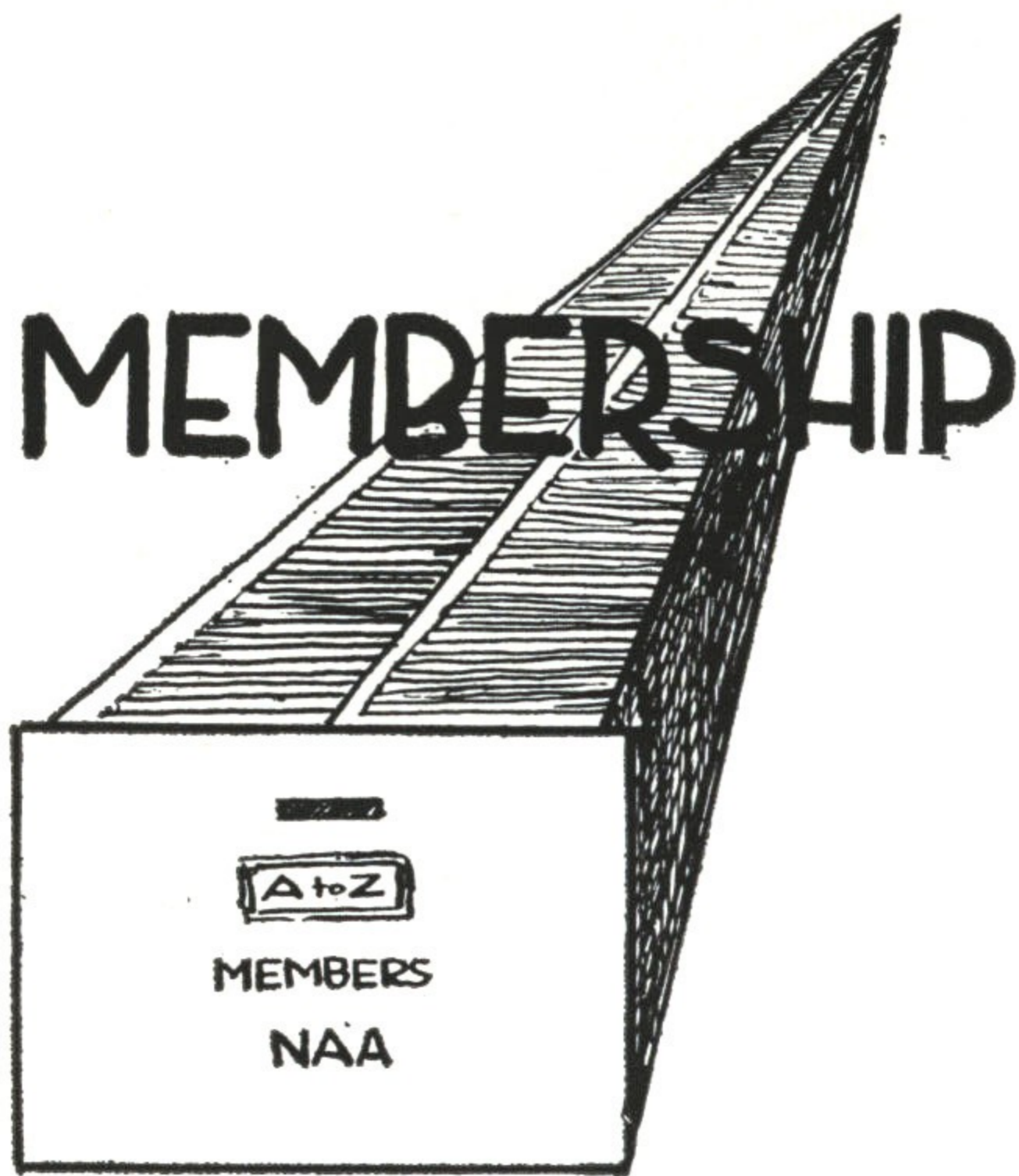
BUMPER STRIPS—Advertising the Auction method of selling. **25c each; 2 for \$1.00**

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

803 So. Columbia St., Frankfort, Indiana 46041



*Memberships Processed
June 16 thru August 15*

- J. C. Kornbrust, Illinois
 *Marvin M. Arthur, Ohio
 Earl E. Cornwell, Indiana
 B. W. Kimbrell, Iowa
 Carroll Torgerson, North Dakota
 Harold Bissantz, Ohio
 *Paul Snodgrass, West Virginia
 Art Doede, Wisconsin
 Ernest Kueffner, Wisconsin
 James Gavin, Wisconsin
 Ernest Freund, Wisconsin
 Fred Gerlach, Wisconsin
 E. J. McNarmara, Wisconsin
 Russell Schroeder, Wisconsin
 Ray Gevelinger, Wisconsin
 Jack Reynolds, Wisconsin
 Wayne Huntzicker, Wisconsin
 Earl Clauer, Wisconsin
 Lester Bue, Wisconsin
 Pat Riley, Wisconsin
 Leo Sullivan, Wisconsin
 Don Lloyd, Wisconsin
 Bill Jones, Wisconsin
 Jim Heike, Wisconsin
 R. C. Reik, Wisconsin
 LeRoy Teske, Wisconsin
 Arnold Kohlmetz, Wisconsin
 Walter Digoski, Wisconsin
 Eldon Schraepfer, Wisconsin
 Jim Appleman, Wisconsin
 Rollie Bast, Wisconsin
 Merle Lloyd, Wisconsin
 Ray Gerbitz, Kansas
 Victor L. Horejsi, Kansas
 *E. V. Dustin, Arizona
 *C. L. Ormsbee, Colorado
 Carl Westermarck, Montana
 W. J. Hagen, Montana
 R. J. Thomas, Montana
 Earl W. Kinney, Montana
 Bert Boughton, Montana
 *Earl Carroll, Montana
 *Verlin Koenig, Montana
 Gail R. Smith, Montana
 Ray R. Pletch, Montana
 Fred Mullis, South Carolina
 *Richard W. Stone, South Dakota
 Keyes F. Carson, Texas
 Al Murphy, Arkansas
 William J. Massey, Arkansas
 *Clinton D. Vincent, Arkansas
 *Bob Brown, Arkansas
 *Glen D. Perciful, Arkansas
 *Ed Glover, Arkansas
 *C. L. Frost, Arkansas
 *Lloyd Godbehere, Arkansas
 *Glen R. Vught, Arkansas
 *Howard Batterton, Arkansas
 *W. Sam Keith, Arkansas
 * R. C. Miller, Illinois
 * Rodney A. Johnson, Nebraska
 *Ferman D. Lanning, Minnesota
 Dorell W. Keefe, Iowa
 L. M. Boatright, Indiana
 Earl J. Martin, Illinois
 *C. L. Kelly, Illinois
 Ralph P. Masengill, Tennessee
 Raymond H. Anderson, Tennessee
 Warren Easter, Tennessee
 James Matthews, Tennessee
 John F. McLean, Tennessee
 Charles B. Arnette, Tennessee
 Cecil Hurst, Tennessee
 G. S. Gordon, Tennessee
 Billy Howell, Tennessee
 Beeler Thompson, Tennessee
 Jim Stevens, Tennessee
 H. Jack Stewart, Tennessee
 E. R. Hargis, Tennessee
 Verlon Freeze, Tennessee
 Hoyt T. Walker, Tennessee
 Josph H. Miller, Tennessee
 Clive Anderson, Sr., Tennessee
 G. R. Burger, Tennessee
 William H. Collier, Tennessee
 E. B. Fulkerson, Tennessee
 David E. Blankenship, Ohio
 Charles C. Stebbins, Virginia
 James F. Bennett, Georgia

IN UNITY THERE IS STRENGTH



Charles Wilkes, Pisek, N. D. (right) receives a wall plaque from Walter Britten during the National Convention in Des Moines. Plaque bears the following inscription: "Presented to Charles Wilkes in recognition of becoming the 2,000th member of the National Auctioneers Association. July 18, 1964, Walter S. Britten, President."

*Glenn I. Short, Oregon
*Mel F. Landers, Idaho
*Jim Mahan, Colorado
Kenneth Holze, Illinois
Billy Walker, Arkansas
Don E. Fisher, Ohio
Herb Schwalbe, Louisiana
*Robert H. Williams, Wisconsin
*Raymond P. Miller, Wisconsin
Thomas C. Baker, Wisconsin
Danile P. Dhein, Wisconsin
* Wesley Green, Iowa
*Arbe F. Bareis, Iowa
Edward F. Sprunger, Indiana,(LIFE)
*Ned C. Johnson, Indiana
Rolland Reppert, Indiana
Michael M. Gordon, Illinois
William F. Moon, Massachusetts
H. W. Sigrist, Indiana
John L. Friedersdorf, Indiana
Harold Asbury, Indiana

Laird N. Glover, Indiana
John Stanley, Indiana
J. F. Sanmann, Indiana
Earl F. Youngren, New Mexico
James H. Stickle, New Jersey
Marion B. Stickle, New Jersey
Herman Rabe, Kansas
*John W. Wray, Arkansas
*Paul Robbins, Arkansas
*W. B. Harrell, Arkansas
John W. Becker, Pennsylvania
Sigmond Shore, Illinois
Homer W. Snyder, Maryland
Barr Harris, Maryland
Floyd M. Dougherty, Michigan
Russell Feedback, Missouri
*Henry Polstut, North Dakota
Albert L. Rankin, Ohio
Billy McNamee, Ohio
Richard G. Bagley, Ohio
Eugene Ridenour, Ohio

IN UNITY THERE IS STRENGTH

*Herlan F. Scott, South Dakota
Russell D. Neely, Tennessee
Jack Eills, Montana
J. P. King, Alabama
Freeman Smith, Alabama
Louis Mounce, Arizona
R. E. "Bob" Stanley, California
Donnas Warner, Florida
J. W. Cushing, Illinois
James A. Buckley, Indiana
Jospeh Showers, Indiana
Peter M. Feinberg, Massachusetts
H. Orville Davis, Massachusetts
Neil S. Robinson, Ohio
Donald H. Stafford, Ohio
Harry W. Kerns, Ohio
William Stinebaugh, Ohio, (LIFE)
*George D. Allen, Pennsylvania
*Claude M. Strickler, Pennsylvania
*John M. Lindley, Pennsylvania
Mike Bandy, Illinois
*Paul Rush, Arkansas
Milton J. Wershow, California
Joseph F. Sedmera, Florida
W. F. Potts, Georgia
Virgil F. Scarbrough, Illinois
Agon D. Tolbert, Indiana
Gordon Reid, Massachusetts
Charles J. Kinsey, Michigan
Norman Levy, Michigan
Lee Lewis, Missouri
James Kelly, Ohio
Andrew Jesse, Wisconsin
Max Rouse, California
Harvey C. Iverson, Idaho
Carl H. Shaw, Maine
Buster Hewkin, Missouri
C. Garth Semple, Ohio
E. R. Tom, Ohio
Willard Schnell, Montana
Ronald L. Reed, New York
Thomas Matthews, Maryland
Donald L. Dain, Kansas
Pat K. Goggins, Montana
Howard Raser, Montana
Richard K. Mather, Connecticut
Harry J. Hoynacki, New York
Harvey Stace, New York
C. R. LaRue, Missouri
Toxey T. Fortinberry, Mississippi
Edward P. Gottschalk, Michigan
William F. Wemmer, Ohio
Robert Gerhart, Michigan
John L. Meyer, Michigan
Victor W. Nash, California
O. S. Clay, Indiana

*Dale Butman, Minnesota
Donald Babbitt, Minnesota
Delbert Winchester, Oklahoma
George Shults, Oklahoma
Joe Burgert, Oklahoma
I. Shoolman, New York
Kenneth Bumgarner, Ohio
Charles Lee Furr, Virginia
Herman Hart, Ohio
Frank D. Sale, Virginia
M. H. Calhoun, Ohio
Wayne B. Dow, Maine
Roy N. Trotter, Ohio
H. Earl Wright, Ohio
R. A. Mader, Wyoming
Arthur W. Mahnke, Wyoming
George G. Borum, Illinois
Paul A. Bastin, West Virginia
W. Hugh Ownby, Virginia
Gus Bender, Montana
George H. Shields, Virginia
Donald D. Day, Ohio
Gloria Frazee, New Jersey
*Larry E. Harrell, Arkansas
*Donald C. Harrell, Arkansas
*S. U. Wilson, Arkansas
Donald Kent, New York
Paige Richardson, Maryland
William S. Day, New Jersey
Arthur G. Porter, Minnesota
Don Doris, California
Ronald L. Coffey, Maryland
Lynn Walters, Oregon
Duane Oberlin, Indiana
Joe Richmond, Ohio
L. Howard Jewell, Ohio
Cliff Mitchell, Minnesota
Tom P. Whittaker, Vermont
Wilson E. Woods, West Virginia
John W. Rigsbee, New York
Edward Potter, Oregon
Donald L. Wolf, Illinois
Clifford Gorrell, Ohio
Merlin Woodruff, Ohio
Leonard R. Wilson, Florida
Emerson Lehman, Indiana
James A. McCall, Alabama
Louis L. Stambler, Hawaii
A. C. Dunning, Illinois
Michael Modica, Illinois
Fred G. Quick, Illinois
Charles B. Wade, Illinois
Russell Kruse, Indiana
E. M. Schaeffer, Indiana
Herman D. Strakis, Indiana
Virgil R. Stortz, Iowa

IN UNITY THERE IS STRENGTH

*Bill Partlow, Iowa
*Lorne North, Iowa
Ralph E. Smith, Kansas
G. H. Shaw, Louisiana
William Podell, Michigan
Sherry Olin, Michigan
Lester Johnson, Michigan
Frank Gates, Michigan
Orville M. Schroeder, Minnesota
Jim Merrigan, Missouri
Ronald Hudson, Missouri
*W. Frank Dillard, Missouri
Hugh Campbell, Missouri
Judy D. Schueler, Nebraska
*Ed Lightner, Nebraska
John R. Potts, New Jersey
*Allen Nixon, New Jersey
John A. Overton, New Mexico
W. Craig Lawing, North Carolina

G. T. Gilbert, North Carolina
James A. Garvin, North Carolina
Pete Murray, New York
Robert W. Matson, New York
W. J. Kirkpatrick, South Dakota
Robert Peterson, South Dakota
Homer Pollock, Ohio
Herb Bambeck, Ohio
Chris B. Dawson, Ohio
Jim Richards, Oklahoma
Wes Wendt, Washington
Clarence M. Sturgul, Wisconsin
Rhett Grant, Louisiana
*Ronald Biddle, Indiana
*William Kent, New York
Bill Johnson, Washington
* Paul Rector, New Mexico
*Howard Buckles, Iowa
*Fred Neumeister, Iowa



Ernie Kueffner, retiring President of the Association of Wisconsin Auctioneers, presents Joe Donahue, retiring Secretary-Treasurer, with an award in recognition of his many years of faithful service to the association. The package contained an engraved desk clock.

IN UNITY THERE IS STRENGTH



This group assembled at the head table at the Luncheon during the Annual Convention of the Association of Wisconsin Auctioneers in Madison, last June.

- Alfred V. Zogg, Jr., New York
*Kenneth E. Mozena, Iowa
Tom Ault, Indiana
Harry Miller, Indiana
Bernard Hart, Indiana, (LIFE)
Earl S. Penfield, South Dak., (LIFE)
Rex Young, Nebraska, (LIFE)
*Oral L. Roberts, Missouri
E. C. Jenkins, Jr., California
*Stephen D. Cardelli, Massachusetts
Joseph L. Zieman, Michigan
B. Everett Johnson, Minnesota
George A. Mann, Missouri
Smithy Preston, Missouri
Norman J. Kirkbride, New Jersey
Cecil Bradley, New Mexico
David A. Kessler, Ohio
Ross Every, Oregon
Bill Rombach, Oregon
Norman K. Easley, Virginia
*Edward J. Pekarovich, Jr., Illinois
Donald E. Perry, Missouri
L. M. Sweet, North Carolina
Bill Yoder, Indiana
Johnny J. George, Georgia
Melvin H. Ellis, Jr., California
George W. Cravens, Illinois
Charles Knapp, Illinois
Crawford McFettridge, New York
Donald W. Maloney, New York
William A. Maloney, New York
Morris F. Fannon, Virginia
Carl N. McNeil, Virginia
Samuel A. Mannis, California
Delbert Alexander, Idaho
Van D. Woolems, Indiana
Frank W. Mountain, New Jersey
E. E. Cox, Oregon
William A. Fann, Tennessee
*Tom D. Flesher, Indiana
Jack R. Shuler, Illinois
Harry Kirman, Illinois
Ralph D. Zimmerman, Maryland
Max F. Bixler, Oklahoma
Jerry W. Kemp, Florida
Harold Hilliard, Illinois
Elwyn Bentley, Michigan
Gilbert Dutro, Ohio
Willis Groen, Washington
Troy Olds, Tennessee
*Cliff Bakken, South Dakota
Fairfield P. Day, Ohio
Larry J. Dealey, Ohio
Leonard Burleson, California
Vernon McCracken, Missouri
Earl S. Bliss, Illinois
*Joseph H. Kellum, Indiana
Bob Crackett, Ontario
*Carl Tebo, Indiana
James R. Robinson, North Carolina
D. R. Troyan, Ohio
Harold Fregien, North Dakota
James F. Rife, Illinois
Michael E. Marks, Illinois
George J. Wittstadt, Jr., Maryland
*Dwayne Moses, Texas
Charles M. Bullock, Indiana
W. B. Hall, Florida
Robert Kiko, Ohio
*Charlie Pike, Montana
LeRoy Hongsermeir, Nebraska
Joseph J. George, Nebraska
Ernest F. Roloff, Nebraska
*Forrest Witthar, Oregon

Frank N. Wine, West Virginia
 Harold Hanson, West Virginia
 Peter Van Veghel, Wisconsin
 Raymond P. Hoffman, Wisconsin
 Carl Stahl, Ohio
 Kendall M. Pratt, Massachusetts
 Sanford Hughes, Kansas
 Al Smith, Illinois
 Gene Navalesi, New Mexico
 George J. Nichols, New York
 Clyde J. Johnson, Louisiana
 *Gilbert C. Marty, Minnesota
 Stan Haworth, Virginia
 Carson C. Fast, Ohio
 J. J. Statler, West Virginia
 Joe Yates, Washington
 William O. Coats, Michigan
 J. E. Jordan, Georgia
 Ford Good, Ohio
 George W. Skinner, Indiana
 William R. Lester, West Virginia
 Charles E. Adams, California
 *Roy L. Butler, Georgia
 *Philip E. Wells, Jr., Illinois
 *Floyd M. Fletcher, Jr., Indiana
 *Charles L. Peters, Indiana
 *Paul A. Pauley, Iowa
 *George E. Freeman, Jr., Ohio
 *Raymond A. Kreves, Ohio
 *Danny Fleming, Michigan
 *Andre Sylvain, California
 *Don C. Milliken, Colorado
 *N. M. Adams, Illinois
 *Syl Schumacher, Illinois
 *Walter G. Price, Indiana
 *Anthony Price, Indiana
 *Irv Landolt, Missouri
 *Donald Newman, Missouri
 *L. B. Croswhite, Missouri
 *Arthur L. Stryker, New Jersey
 *Elmer Haggadone, Utah
 Boyd Michael, Missouri
 Gordon Gross, Montana
 Norman J. Geolat, Illinois
 J. A. Tompkins, Jr., Oklahoma
 *Gary Marchand, Colorado
 *Henry G. Foehl, New Jersey
 G. W. Croddy, Indiana
 E. F. Glascoe, North Carolina
 Harry J. Butler, Georgia
 Vern Squires, Illinois
 Frank Onischuk, Massachusetts
 *Jerry C. Carvell, New Jersey
 *Elmer R. C. Beckman III, Mass.
 Gardner R. Morrill, Maine
 *Paul D. Hollingsworth, Missouri

Pay Dues When Due

Pay your dues if your expiration date is July 1, 1964. You will be helping YOUR organization if you do this. Much valuable time is wasted by your Secretary and his staff in collecting delinquent dues. This time could be spent in helping YOU by cultivating new members. Don't hold the National Auctioneers Association back! It is your organization. Lend your assistance. Pay your dues when due!

*Roy F. Beal, New Jersey
 William A. Emerson, New York
 * Benjamin D. Phillips, Kansas
 (*Indicates new members)

Cecil Ward On TV Panel Show

KANSAS CITY, Missouri—Merchandising by auction as practiced by CERTIFIED LIVESTOCK MARKETS nationwide received wide coverage in the appearance by World Champion Livestock Auctioneer, Cecil Ward of Gainesville, Texas, on the CBS television panel show, "To Tell the Truth" produced by Goodson-Todman of New York.

Ward was flown to New York to appear on the program August 3 (Monday). The popular television show featured four panelists who attempted to determine which of three persons was the "real" World Champion Livestock Auctioneer.

Ward was judged World Champion Livestock Auctioneer at the Livestock Marketing Congress, June 20, in Richmond, Virginia. He is the owner of the Gainesville Livestock Auction, Gainesville, Texas, a CERTIFIED LIVESTOCK MARKET.

None of the rules for success will work if you don't.

If you think you know it all, tell stories and visit until sale time, you are inviting calamity and making yourself an easy mark for the ambitious Auctioneer.

Let's Make It Five In '65

By JOHN A. OVERTON

All of you who were privileged to attend the 1964 Convention in Des Moines, Iowa know that you attended one of the great conventions of The National Auctioneers Association! We all owe a great deal to the Iowa Association and its Convention Chairman, Wendell Ritchie, and his associates for the hard work and planning that went into this convention as demonstrated by a smooth running, fast moving and entertaining Convention that was enjoyed by all. Under the capable leadership of Walter Britten the membership of the N.A.A. went over the 2,000 mark in 1964!

Some of the benefits of a greater membership were demonstrated at this Convention. The newspaper publicity was extensive and the television coverage was excellent and I believe that the auction profession will be better known, more respected, and the auction method of selling brought to the attention of more prospective customers than has ever been possible by the efforts of a few Auctioneers when 2,000 join their efforts to the advantage of all auctioneers and their profession. If 2,000 members can project the desired image of our profession to such an extent what could we accomplish with five times this number? LET'S MAKE IT 5 FOR '65!

If every member would try his level best to pick up five new members for '65, just imagine what we could do for our profession in the future! Every new member will strengthen our organization and our profession, so let's sharpen our pencils and get those new members and get them to Spokane in 1965! If all of us plan now our time, our finances and try to take two weeks vacation and see some of the glorious country in our USA—plan to see Colorado, Idaho, Oregon and Washington before and after the CONVENTION! Our time on this earth is so limited, why not start to see some of it before it is too late? Get out your atlas and plan your itinerary in a circle with Spokane, Washington, as the center, stopping point and the N.A.A. Convention as a

must for 1965. You will love the mountains, the trout streams, the rivers, the forests and the clean sparkling air with a nearness to your Creator that restores your soul! It is twelve months between conventions but if one doesn't plan ahead it will be upon us before you are ready.

When we look back on what has been accomplished in fifteen short years—what a wonderful future there is for our Great Profession—if everyone will "Strive for five in '65."

Let's pay a little of the debt we owe our profession for the wonderful way of life we enjoy, thanks to being a part of the auction business!

See you all in Spokane in '65 the Lord willing.

Parke-Bernet Sells To Sotheby Firm

At a stockholders' meeting of the Parke-Bernet Galleries, held July 14, it was agreed in principle that the controlling interest should be sold to Messrs. Sotheby and Company of London.

It is Sotheby's intention to preserve the identity of Parke-Bernet. Louis J. Marion, President, and Mary Vandegrift, Executive Vice President, and the entire staff will be retained in their present capacities. Parke-Bernet and Sotheby's feel that the combined resources and international prestige of their organizations will insure that the best possible results are obtained in the New York and London markets. It will be their joint aim to strengthen the New York art auction market for American clients—museums, private collectors and dealers alike. An exchange of experts between the two firms is envisaged as one of the first steps to be taken.

Religion that fails to mellow the heart belongs not to Christ.

WE APPRECIATED YOUR ATTENDANCE

Iowa extends a sincere thanks to everyone who journeyed to Des Moines for the National Convention. Your presence was very much appreciated.

Wendell and Bernice Ritchie
Convention Chairmen

Auction Liquidates Pioneer Texas Store

CLEBURNE, Texas — A Cleburne institution is no more, the result of a two-day auction June 17-18, conducted by Grover Howell of Dallas. T. W. Scott and Sons Store — groceries, hardware, furniture, plumbing, appliances and general merchandise all went under the auctioneer's hammer as the store, established in July of 1894, was liquidated.

T. W. Scott moved to Cleburne from Houston, Miss., and opened a grocery store on the above date. Other items and specialties were added as the time demanded as the farmers of the area dictated their needs. The business first expanded to buggies, wagons and farm implements and all the parts necessary to maintain farm machinery. Tractors were added when they commenced to replace the horse.

Furniture and appliances became a part of the store as time went on and the Scotts advertised sa "The One Stop Store." T. W. Scott died at the age of 101 but two of his stons continued the store until it was finally decided to liquidate.

Grocery carts, floor polishers, a bee smoker, portable television, spurs, peanut warmer, ice skates, automatic washing machine, Christmas decorations, aluminum screening, dressers, and a wooden bow intended as support for the canvas cover of a wagon were typical items submitted for bids to the large crowd.

Goover Howell, the auctioneer in charge of the liquidation, is currently Secretary-Treasurer of the Texas Auctioneers Association. He and his family were among the registrants at our National Convention.



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Apprentice Licenses Not Easy For Ohions

By COL. POP HESS

The National Convention for 1964 is now history in the records of the NAA. The pages of this publication lists many comments and much information about this meeting. Due to age and health conditions it was my displeasure to have to stay close to home base and stretch my imagination on the events that were taking place.

On reports received following the convention I was happy to note the 1965 convention will go to the State of Washington. The NAA conventions have never been in the far West and this will help to bring it to the auctioneers in the Western states who have not been listed in our meetings or membership.

It is a long pull for those from the Eastern and Mid states but it has for a long time been vice versa for the boys in the West. As we must remember, this a National Auctioneers Association and it needs auctioneers from all over the states.

It will be a great time for all for a much needed vacation and where would it be more interesting than in the great Northwest, next July?

Now before getting into many things I have in mind to work over in this column. As we enter into the general run of this publication we face our issues of September 1964 through July 1965. I want to take time out to thank the many auctioneers and sale managers for their cards and letters due to my slight attack in health problems. I am glad to report I am around about as per usual, however, I have cut down on much of my busy activities. I am sticking close to home and my program on Radio WRFD in Farm and Livestock Sales is rolling along without a hitch. My working office is now in my home in Delaware, Ohio, and I have wonderful help at the Radio Station in announcers,

script writers and in handling the accounts. We have a "hot wire" leading from my home office into the station office and we are in contact several times daily. All business, mail and phone calls goes to the WRFD office as usual and relayed to me when necessary. However, all of the boys out over the land who wish to write me on the subject of auctions and better auctions will get through to me faster by using my residence address: 440 West Williams St., Delaware, Ohio.

We find here in Ohio our new auctioneers license law that went into effect last January has brought out much to the surprise to most all Ohio auctioneers. The total number of auctioneers listed as of January 1, 1964, as fully first class auctioneers was 932. Apprentice auctioneers in Ohio, 48. These are the figures as listed in the 1964 Directory of Licensed Auctioneers. This Directory also lists some 53 out of state auctioneers licensed to operate in Ohio as well as five out of state apprentice auctioneers. The Directory is published and distributed by: Ohio Division of Licensing, Room 402, Ohio Department Bldg., Columbus, Ohio.

Getting back to the 932 auctioneers with full license, all bonded and numbered, it gives John Q. Public quite a list from which to choose. But I was surprised to note in going down the list for active auctioneers, by stretching all roots I could only find about 300 auctioneers in Ohio to be in action. Where does the extra 632 auctioneers come from and what are they doing?

Up to the present year, to be a licensed auctioneer in Ohio required a fee of from \$5.00 to \$10.00 and a bond for \$1,000. On his word he was an auctioneer the Clerk of Court in his county gave the applicant a license.

IN UNITY THERE IS STRENGTH

This was a slackly arranged law that got set up by the state, proposed by someone not interested in auctioneering but who had been damaged (or thought he was) by the actions of an Ohio auctioneer. The law naturally and rightfully displeased our Ohio Auctioneers Association as well as many non-members but it was the law and most of our boys filed and kept their required license in effect each year.

From this and other matters that come up in the business of auctions and auctioneering our Ohio auctioneers tried to remedy this law by setting up a new law and over many months work at this for a better law the present law is the result. The present law provides a Class A license for all tried and experienced auctioneers and an Apprentice license for new and inexperienced auctioneers.

As the writer sees this through to date, the some 600 auctioneers mentioned beheld the old Ohio licenses. When this new law was passed the question arose as to who would get a Class A license and who would get a Class B apprentice license. The only answer that went out was all holding Ohio Auctioneers licenses prior to 1964, in good standing, would be granted Class A licenses.

The assumption is—everyone wanting to be an auctioneer or connected with an auction before the 1964 deadline took out their license under the old law and were granted Class A licenses without a hitch. No one knows how many of the Class A licensees are other than apprentices yet the real apprentice who has taken a course in an Auction School is now digging the dirt to get a Class A auctioneer to sponsor him.

Also, probably close to 100 of the listed Class A licensees are persons who specialize in mercantile auctions in the larger cities where we general laymen in rural areas do not come in contact and from it all the list is set up.

Now on the Class B or apprentice licenses, this summer I have had letters and personal calls from young men who are having trouble in getting a sponsor with a Class A license. Just recently, a young man from one of our county seat towns of some 15,000 popu-

lation dropped in to see me. He had graduated last spring from a good Auction School and on his finish, with diploma in hand, he tried to comply with this new Ohio law. He got his bond arranged, he was a long time native of his county but was unable to find a Class A auctioneer in his county to take him on. He mentioned four men who turned him down and one of them plainly told him he was not interested in getting a competitor established.

In questioning the young man if there wasn't another besides these four men who might take him on, he said they were the only auctioneers he knew of in the county—and he was a native. After his visit I received the 1964 Ohio directory of auctioneers and found 13 Class A license holders in that county. Just how these other nine could qualify for a Class A license without a home county boy, interested in the auction profession, even knowing them makes one wonder if they should not be the apprentices.

Also, in checking through some of our Ohio counties where I am very close to the activity of their auctioneers I found listed auctioneers with Class A licenses and at no time can I recall seeing their names on sales as auctioneers. So, as it looks, we still have the problem on our set-up on who really are Class A auctioneers, worthy to be listed as such, and who are the apprentices and who can take them on as the law provides.

One apprentice reported to me the office where the licenses are issued informed him that anyone who held a Class A license, regardless where in Ohio such person lived, would be sufficient and they would issue his Class B (apprentice) license. As we read the law, this is not correct. Either the young man bringing it to me misunderstood or the advice from the office of Division of Licences was giving out the wrong information.

Before this 1964 Ohio Auctioneers License Law was passed, in my May column of 1963, I gave my thinking in regard to a plan for the apprentice auctioneer. From it I received many comments, both good and bad, and in the 1963 mid-summer meeting of the Ohio

Auctioneers Association, at Akron, it was much discussed. To clear the matter they took a rising vote of the members as to whether the apprentice clause should be changed. The vote was unanimous to leave it as it was—and in January it became law.

In getting back to the young apprentice who in his home county cannot get any of the four active auctioneers to take him on, in my recollection of that rising vote, all auctioneers of that county stood up to be counted and appeared eager to take on apprentices—but somehow, now it backfires!!!

Now to get the record straight. Always in the first born there can be improvements made. The Ohio Auctioneers Association wanted this law passed. They worked hard at it and outside of establishing a manner in which to separate the sheep from the goats they have in many ways a good law. As the time wears on these stony problems will iron out with amendments, all for or against those who were sincere in their thinking. It does provide food for thought for any states that might be thinking of a State License Law for Auctioneers.

Convention Comment

As one convention is completed it becomes history and all efforts of those responsible are concentrated on the next one. It is sometimes regrettable that more time is not spent in reliving the one just ended but probably if this was done we would not be able to point with pride to the oft repeated statement that each convention outdoes the preceding one. This may not always be true but the one that is the freshest in mind has a decided advantage.

* * * *

This may or may not have been our best convention but it has a lot of merits on its side. Wendell Ritchie, the chairman, certainly had the wholehearted support of the officers and members of the Iowa Auctioneers Association. It was a new experience for all of them, they were not certain of the correct steps but they were willing to do whatever was requested of them. All will agree it was a smooth running event, a reflection favorably to the Chairman and his assistants.

* * * *

Did you notice that every speaker appeared as was chartered on the program? And to make it even more impressive, each participant was a "first" choice. All who were asked to be on the program accepted. With an event involving as many people as this it is difficult to complete the project without substitutions and this is about the first or second time we

have been so fortunate.

* * * *

We don't know how many of you saw the TV showing of the selling demonstrations that were taped just preceding the Fun Auction but we do know it "got around" and was received most favorably from reports received at NAA headquarters. Shortly after we returned to the office we received a letter from the manager of the Kansas City Convention and Visitors Bureau in which he spoke highly of the favorable publicity for our profession. We owe a debt of thanks to Ed Bilbruck of the Winternitz Company in Chicago, as it was he who made the contact with the right officials of NBC.

* * * *

Time and space will not allow us to go into detail about all the portions of the Program but we have always felt a good beginning and a good ending insured at least half the success of the program. This was certainly true this year as we had a great beginning with Paul McClure's demonstration. This was something different than we have had and it was well received. With a veteran of Millard Bennett's capabilities to furnish the climax there is little question as to how the convention will end.

* * * *

The "in-between" was not so bad neither. We had a lot of favorable comments on the Bid Calling Seminar. This is a difficult assignment but we'll have it again in Spokane. While we are on the

IN UNITY THERE IS STRENGTH

subject of program, why not write a letter and tell us what you would like. We appreciated Howard Roland's request in his letter that appears elsewhere in this issue. What are your own? Better speak now than complain after it is over.

* * * *

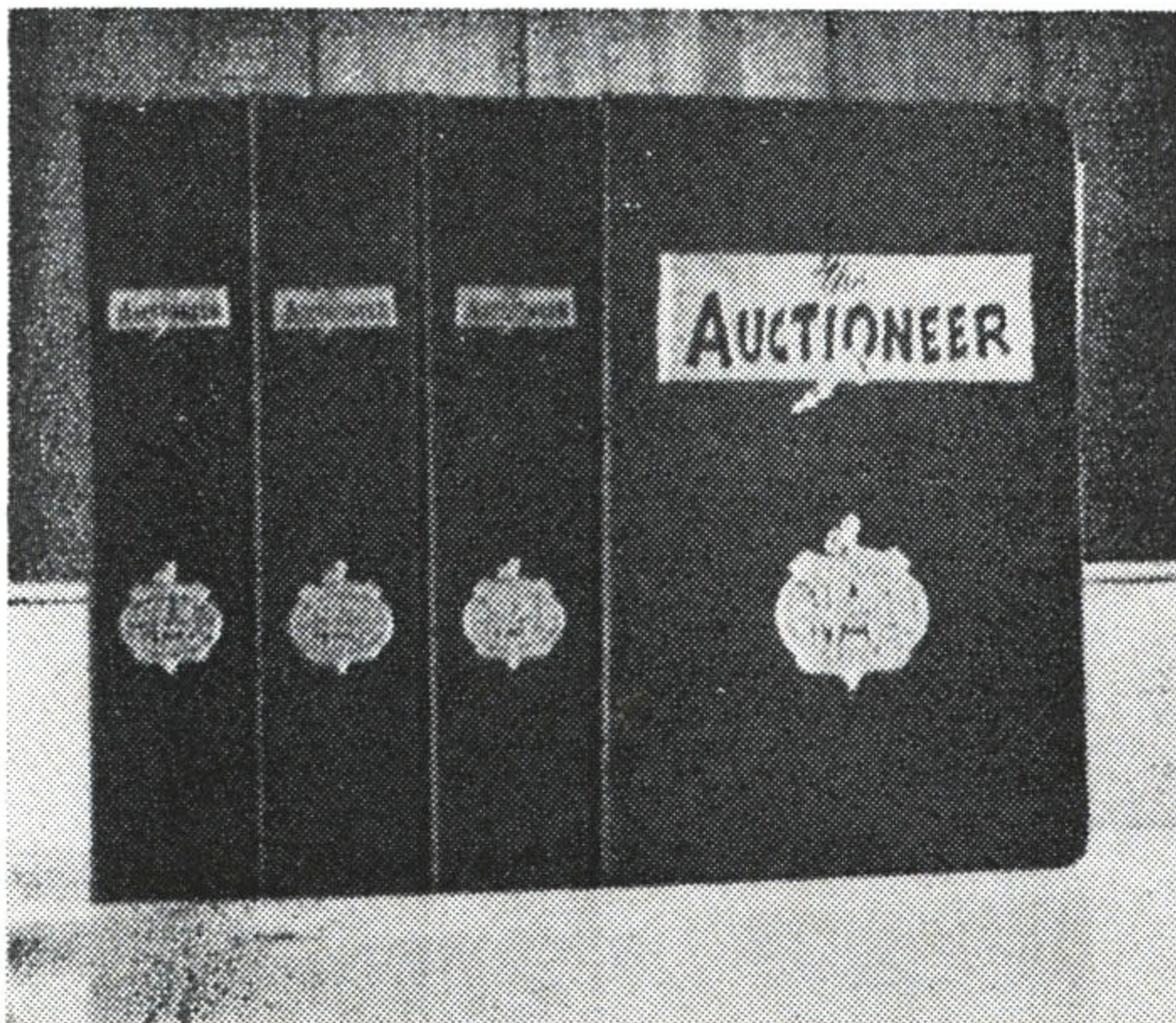
A successful convention demands a lot of sacrifice. Do you ever notice those who have responsibilities that keep them from the regular program, prevent them from enjoying the entertainment with their families and demand that they be available at almost any hour? There was a time when being an officer or director was more honorary than demanding. With the growth of the organization this has changed and these men have some great responsibilities, without pay and sometimes without appreciation. During a convention they are very busy men and it certainly can't be always a joy to insure a good time for the rest of us. No wonder we often hear a sincere statement of relief when their terms have expired.

* * * *

And now in closing the book on the

1964 convention we of the official family of the NAA wish to herewith extend our appreciation to all who have had a part in the great year we have just completed. We have attained a new high in members, we have recorded our best year financially, we have had a great convention and it has been because we have had so many who were loyal to the organization in which they believe — the National Auctioneers Association. In this game of life there is no stopping place — we must continue to push onward in our quest for new and yet unachieved heights. Help us to write a better report at the close of our 1965 convention.

Four ways to get rid of the worrying habit: (1) crowd worries out of your mind by keeping occupied; (2) never fuss over trifles; (3) invoke the law of averages by asking the odds against anything particular happening at all, and (4) cooperate with the inevitable by accepting conditions that exceed your ability to change.



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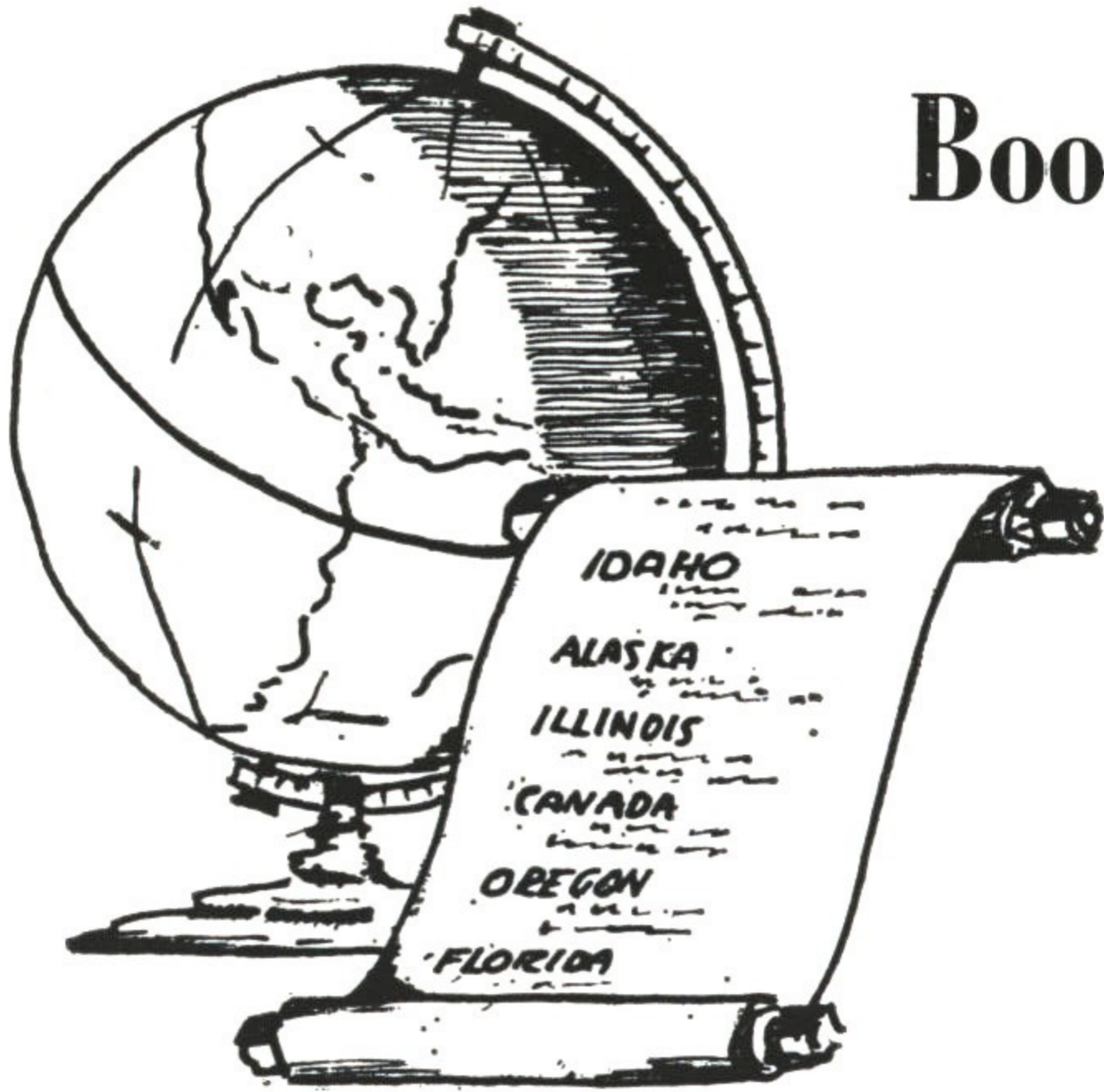
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Col. Lester M. Bue—Beloit

Col. Earl Clauer—Mineral Point

Col. Joseph W. Donahoe—Darlington

Col. Fred C. Gerlach—Brookfield

Col. W. C. Heise—Oconto

Col. Charles J. Rice—Racine

Col. Willard Olson—Delavan

WYOMING

Col. Paul Brownfield—Riverton

ELSEWHERE

**The Ladies Auxiliary to the
National Auctioneers Association**

“Did You Know?”

There are many ironic parallels to be drawn from the deaths of Lincoln and Kennedy, who were both slain by assassins.

(1). Both presidents were concerned with civil rights.

(2). Lincoln was elected in 1860, Kennedy in 1960.

(3). Both were slain on Friday and in the presence of their wives.

(4). Their successors, both named Johnson, were southerners, democrats and both served in U. S. Senate.

(5). Andrew Johnson born 1808, Lyndon B. Johnson born in 1908.

(6). John Wilkes Booth, assassin of Lincoln born 1839, Lee Harvey Oswald was born in 1939.

(7). Both Booth and Oswald were southerners favoring unpopular causes.

(8). Both slayers of Booth and Oswald murdered the two assassins before their trials.

(9). Both presidents' wives lost children through death while serving in the White House.

(10). Both men were shot in the head.

(11). Kennedy's secretary was named Lincoln and Lincoln's secretary was named Kennedy.

Submitted by J. O. Briggs, Campton, Ky.

THE MEMBERS SAY . . .



Dear Bernie:

Another convention is history, sure seems nice to meet so many nice people once a year. Can't understand these people that don't take time to come to one of our conventions.

The only thing that spoiled the convention this year was that our daughter Francie had planned on coming down to Des Moines on Thursday evening. Doris and I drove in Wednesday and Wednesday night we got a call that Francie had to have an operation so Doris took off from the convention Thursday morning and stayed at Lincoln with Francie and her husband for about two weeks.

Very glad to report that everything is fine and Francie has gone back to work.

Since I have taken the job of Secretary-Treasurer for the State Association, I am rather busy keeping everything apart. Our registration in the state is down. Hope I can get it built back up again.

As Ever,
Hank Rasmussen
Secretary-Treasurer of
Nebraska Auctioneers Association

Sir:

I graduated from the Missouri Auction School this past March. I wish I had done so five years ago. I did learn how to be an auctioneer. After returning home, I spent over a hundred hours

practicing after my day's work.

So far I have had three sales, though I didn't make any money, I gained that important practice. You learn people and find something new at every sale. I have been discouraged at times but the future looks good.

I love the auction profession and know eventually I will do good. At the present time a store, that has been helping me, is wanting me to have a sale in a few weeks. With faith, courage, practice, and hard work, I'll obtain my goal.

I would like to hear from older auctioneers with advice as to auction houses, merchandise auctions, and household auctions. Their advice would be appreciated.

Sincerely yours,
Lorn Fletcher
Chelsea, Michigan

Dear Bernie:

We just got home from one of the best NAA conventions I've ever attended, and I want to express my thanks to you, Walter Britten and the Iowa delegation for it.

I have been wondering if it could be arranged for the Livestock Marketing Congress and the NAA to have their conventions run consecutively for the convenience of the Livestock Auction Operators who are also auctioneers.

I would also like to have "Sale Management Service" discussed sometime on a future NAA convention program.

Sincerely,
Howard Roland,
Grand Junction, Colorado

Dear Col. Hart:

Enclosed you will find my 1964 dues. I sure do enjoy all the interesting information in "The Auctioneer" so keep it rolling.

Would you please send me the September issue 1963 of "The Auctioneer" if you have an extra copy on hand?

I am really disappointed that only 5 students of 35 joined NAA. I am trying to convince other Louisiana auctioneers to

join the association. There is so much to learn by being a member. I graduated from the National Auction Institute, College Station, last year.

Sincerely yours,
Herbert W. Schwalbe
Sulphur, Louisiana

Dera Bernie:

We thoroughly enjoyed the convention and think it was an outstanding success. We are all looking forward to next year and hope that the convention will attract many new members from the Pacific-Northwest area.

Cordially,
R. W. Dewees,
Kansas City, Missouri

Friend Bernie:

Please find check for dues to July 1965. Things are about as usual with me. I'm sorry I had to miss the convention at Des Moines. Know you had a great time. I have been out of the house only once in the past 2½ years. Certainly enjoy the Auctioneer.

Send my sympathy to all those in trouble and sadness. My few times I was privileged to attend the convention stand out as some of my greatest days.

Best to all the boys.

O. S. Clay
Shelbyville, Indiana

Auction Rhinoceros Horns, Hippo Teeth

MOMBASA, Kenya — Hippo teeth are selling for \$1.75 a pound. More than three tons of them have been sold by the Kenya and Uganda governments at the current ivory auction here.

The teeth are used for carvings.

Rhinoceros horns are bringing \$10 a pound. Ground into powder, the horns are believed by some Asians to have aphrodisiacal qualities.

Ivory prices are high this year, apparently because the Congo no longer is exporting large quantities. Ordinary elephant tusks are bringing \$2.70 a pound. Baby Elephant tusks have gone up to \$3.50 a pound and Calasia ivory, from which billiard balls are made, brings \$3.

Parke-Bernet Sales Total \$10,820,242

Eighty-three sales held by Parke-Bernet Galleries, Inc., (New York) between September 1963 and June 1964 brought \$10,820,242. About four and a half million of this total was for paintings. Books, manuscripts and prints brought about \$1,200,000; more than \$600,000 came from sales of jewelry; Oriental, classical and ethnological art accounted for almost \$900,000; and the balance of more than three and a half million resulted from sales of antique furniture and objects of art.

Louis J. Marion, president of Parke-Bernet, commenting upon the season, said: "Twenty-one more sessions of sale were held this year than last and there was considerably more buying by collectors outside the New York area. Modern paintings and French XVIII century furniture continued as the most favored by current collectors, with American furniture a close second. The amount of literary property which reached the auction block was more abundant than in many previous seasons, but was still not nearly enough to satisfy demand.

Specialized categories such as antiques, Judaica and Orientalia drew larger audiences than in previous years, and such objects, formerly collected by a limited group, were distributed among many more buyers than before. Art collections offered comprised not only the customary selection of fine period furniture, paintings and objects of art, but an unusual wealth of quaint items, such as carousel horses, goblets carved from the famous mulberry tree planted by Shakespeare, Japanese costume dolls, antique birdcages, World War I posters, cranberry pickers, cigar store Indians, barber poles, scrimshaw ivories and Russian Easter eggs. This variety made for lively, well-attended sales and a wide price range—from \$100,000 Monets to \$25 graphics, from five figures for precious historical papers to \$10 for modern first editions."

What goes at an auction sale and what it brings mirror the changes in our taste and times. Follow the cycle.

Winternitz Firm Selling Contents of Large Hotel

Samuel L. Winternitz and Company will sell all the furnishings and personal property of the Morrison Hotel, Chicago, both at auction and privately.

The hammer goes down on the first auction sale September 11th and 12th. This sale will feature:

- * 500 Rooms & Suites of Furniture
- * 250 Portable & Console TV Sets
- * 200 Window Air Conditioners
- * 250 Upholstered Lounge Chairs
- * 150 Upholstered Davenports, Settees & Love Seats
- 1,000 Blankets
- 1,000 Bed Spreads
- 3,000 Sheets
- 2,000 Pillows
- 2,000 Pillow Cases
- 1,000 Bed Pads
- 1,000 Folding Metal Luggage Racks
- 1,500 Floor and Table Lamps
- 1,000 Pictures
- 1,500 Waste Baskets
- 500 Clothes Racks
- 250 Night Stands
- 250 Standing Ash Trays
- 150 Mirrors
- 50 Sofa Beds
- 50 Folding Beds

The above represents only a portion of the hotel facilities to be sold. Other sales will follow as soon as guest and banquet room commitments are terminated.

Winternitz will continue to sell by private negotiation the,

Terrace Casino * Coffee Shop * Jockey Club Lounge * Boston Oyster Housebar * Barber Shop * Kitchens * Bakery * Laundry * Service & Repair Departments * Banquet Rooms *

No doubt the Morrison Hotel holds a special spot in memory of many members of the National Auctioneers Association, as this has been one of the favorite hotels of the Auctioneers who have sold or attended the sales of the Annual International Livestock Exposition.

The Morrison is nationally famous for

their Carousel in the Sky atop the 44th floor offering a 50 mile panoramic view of the entire city and lake front. Other favorite spots were the Boston Oyster House and the Terrace Casino Restaurants, the latter being a favorite meeting place of Chicago political personalities.

There are 1,867 guest rooms, 5 floors of public rooms and exhibit halls to provide up to 500 exhibition booths, accommodating as many as 1,500 exhibitors at one time. The kitchen and dining facilities made possible the feat of preparing and serving in excess of 12,000 persons at any one meal.

Many dignitaries and celebrities had their own private suites at the Morrison, which in most cases was decorated to suit their taste and at their expense. One such suite has tile on all walls, floors and ceiling in all the rooms.

As well as reaching 44 floors into the sky, the Morrison goes 4-basements deep which houses many of the kitchens, a laundry large enough to serve a city of 100,000, heating plants, and maintenance shops.

The Morrison is scheduled to be razed starting January 1st of 1965 to make way for a new bank building. The wrecking alone will require 2 years and it is estimated that 24,000 truckloads of debris will be hauled away.

So down goes the curtain on a great hotel, with even a greater past, where many political decisions were made that effected the future of all Chicagoans, where king makers were made, where king makers fell. Where the house ware and gift ware manufacturers displayed their ware to merchants from all over our great country and these shows had their impact on our economy where ever we might be from, as the items the exhibitors offered usually made our lives easier and more enjoyable.

All of this to be hushed by the fall of the auctioneer's hammer and the

wreckers swinging frost ball.

Farewell Hotel Morrison! Make way for progress, and the only thing that is permanent, change!

Arkansas Group Has Enthusiastic Meeting

By MILO BECK, SECRETARY

Members of the Arkansas Auctioneers Association held their annual meeting and election of officers, June 14, at the Coachman's Inn in Little Rock.

The executive officers were all re-elected. They are: President, Buddy Shoffner, Newport; Vice President, Bill Massey, Jonesboro, Secretary Treasurer, Milo Beck, Rogers, and the following Directors: Paul Peacock, Winchester; James R. Seastrunk, Hot Springs; and Brad Wooley, Little Rock.

There were 39 auctioneers present and several of this number became members of the Arkansas and National Auctioneers Associations for the first time. The feeling of the entire group was very enthusiastic. Those attending for the first time were highly impressed with the meeting and the organization.

A legislative committee was created with Brad Wooley serving as Chairman. Next meeting is planned for early September, a strictly business meeting. Other area meetings are being planned and we are going to try and increase our membership during the next several months.

Michigan Auctioneer Dies Unexpectedly

CALEDONIA, Mich.—George VanderMeulen, 60, an outstanding Western Michigan Auctioneer for almost 20 years died unexpectedly in June at Lowell, where he had testified in a justice court.

Having been the auctioneer for thousands of farm and other sales George was well known in six counties. He started in the auction business in Caledonia area at a time when farms were 80 to 160 acres. As farms grew larger he extended his work to an ever larger area until he

was known all over Western Michigan.

Col. VanderMeulen was born in the Netherlands coming to Grand Rapids at the age of nine, with his mother and five younger children. His father had come nine months earlier to prepare for the coming of his family. George lived in Kent County except for six years as a farmer in Wisconsin.

Survivors include his wife, three daughters, one son, nine grandchildren, three brothers and two sisters. He was a graduate of the Reppert School of Auctioneering and a member of the National Auctioneers Association.

Kandinsky's Works Bring \$1½ Million

LONDON — Fifty works by Vasily Kandinsky, Russian-born pioneer of abstract painting, were auctioned for a total of \$1,602,424 at Sotheby's.

Americans outbid hopeful buyers from a dozen countries for 21 of the paintings.

The works, from among 170 Kandinsky paintings collected by the late American financier Solomon R. Guggenheim, were placed on sale by the Guggenheim Foundation of New York. The foundation said the Guggenheim Museum did not have sufficient space to hang the entire collection.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION

President

Mrs. Albert Rankin, Alger, Ohio

1st Vice President

Mrs. Walter S. Britten,
College Station, Texas

2nd Vice President

Mrs. Wendell Ritchie, Marathon, Iowa

Secretary-Treasurer

Mrs. Harvey Baldwin, Denver, Colo.

Historian

Mrs. Warren Collins, Jesup, Iowa

Directors

Mrs. Margaret Berry, West Newton,
Pennsylvania

Mrs. James A. Buckley, Shelbyville,
Indiana

Mrs. Lou Stambler, Honolulu, Hawaii

Mrs. John L. Cummins, Cynthiana, Ky.

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

Mrs. David H. Tracy, Pavilion, N.Y.

Mrs. Clint Peterson, Webster City, Iowa

Mrs. Ruth Marks, Abingdon, Illinois

Mrs. Charles Ray Hudson,
Morrisonville, Illinois

Mrs. Robert Penfield, Bowman, N. D.



1964 CLASS AT NATIONAL AUCTION INSTITUTE

Back Row: Left to right: J. J. Owens, Texas; Mack Mosley, Texas; H. L. Brown, Texas; Russell Neely, Tenn.; Walter Hix, Jr., Texas; George Clampitt, Texas; W. H. Browning, Jr., La.; Joe Chapman, Texas.

Third Row: Larry Burnett, Texas; Tony Paul, Texas; Stephen Hoffman, Kansas; Larry Dever, Texas; Henry Hubbert, Ala.; James Collin, Alabama; Jimmy Mason, Okla.; Adren Cunningham, Texas; Don Vogt, Okla.; M. D. Whatley, Texas.

Second Row: Larry Otten, Texas; Lee Poppe, Texas; J. O. Dicky, Jr., Okla.; Bobby Gillis, La.; Harold Seeger, Kansas; Harold Fisher, Texas; Bill Mash, Texas; John Powers, Texas; Bill Brock, Kansas; Arthur Hebel, Texas; Clovis McCary, Texas.

First Row: Thomas Riddle, Texas; Rod Fortenberry, Texas; Lucein Cooper, La.; John Ball, Texas; Allen Drake, Texas; G. H. Shaw, Instructor, La.; Don Green, Ala.; Joe Sikes, Ky.; E. A. Maurer, Texas; John Brandon, Okla.; Dwayne Moses, Texas; James Ellis, Texas; Fred Wolff, Texas; Charles Corkle, Instructor, Nebraska, and Walter Britten, Instructor, Texas. (Roy Richerson, Texas and Mrs. Billie Jean Barron, Texas, Instructors, were absent when picture was taken.)

Minnesota Auctioneers

In Two Day Convention

By ALVIN PAYNE, SECRETARY

The 15th Annual two-day convention of the Minnesota State Auctioneers' Association was held Friday, July 10th, and Saturday, the 11th, at Montevideo, Minnesota.

Friday morning was devoted to registrations and was followed by the noon luncheon at which the welcome address was given by the Mayor of Montevideo and the president of the Montevideo Chamber of Commerce. After the luncheon our guest speaker was M. K. Hegstrom of the Minnesota House of Representatives, who gave a very interesting and educational talk on **Auctioneers and Legislation**.

A presentation covering **Insurance and the Auctioneer** was given by the representatives of a national insurance group. Colonel Lyle Erickson of the Iowa Auctioneers' Association spoke on "**What's New in Iowa**," and invited members of the Minnesota State Association to attend the national convention.

The balance of the afternoon was devoted to a round table discussion, where ideas and questions were presented and mulled over. The meeting was adjourned at 4:30 in preparation for the cocktail hour and the evening banquet, at which greetings were given by President Col. M. C. Maranell of Pinestone and the welcome address given by Kenny Anderson, of the Montevideo Lion's Club.

The guest speaker following the evening meal was Roy Greene of the Swift Companies' Agricultural Research Division on the subject **A Look at the Current Beef Market**. These activities were over at eight o'clock, and then all auctioneers assisted in crying a public benefit street auction sponsored by the Montevideo Lions' Club with the proceeds going to the local county hospital. A complete trailer of merchandise was sold in ap-

proximately two hours, after which auctioneers and their friends were invited back for entertainment, refreshments and the fun auction at the party room of the Hunt Hotel.

Saturday, the program was opened up with breakfast and a forum covering public relations, state auction laws, farm sales, auction markets, real estate promotions, listing and securing auctions. Following this we adjourned for the noon luncheon which featured Col. Robert Cudd, prominent Minnesota banker, attorney and auctioneer, on the subject **Auctioneer's Legal Responsibilities and Liabilities**.

A business meeting was then called to order, at which the resignation of Col. Frank A. Sloan, the past secretary and treasurer, was accepted and a vote of confidence and a plaque was awarded to him for his long and faithful service to the Association. He resigned because of the many future hours of work that will be necessary for him to devote as Chairman of the Legislative Committee in preparing for the introduction of the new proposed state auction law which is to be presented to the 1965 legislature.

Col. Alvin Payne as chairman of the convention was given credit for the hard work and fine preparation that went into making this one of the most successful of the association's fifteen conventions. And, as usual, Colonel Claus Beck of East Grand Forks, who is in his seventies, was chairman of the program welcoming and registration committee. Along with his wife, they really did a bang-up job.

Even though women often wear tennis outfits when they can't play tennis, and ski suits even when they can't ski, they certainly mean business when they put on a wedding dress, comments the Loup City (Neb.) Times.

Livestock Market Men

Hold Successful Meeting

Three days of business sessions for the Certified Livestock Markets Association came to an end June 18 at Richmond, Va., as the seventh annual Livestock Marketing Congress conducted closing activities.

Among the more important accomplishments of the Certified Livestock Markets Association were the adopting of a revised, up-dated code of business standards; the formation of the Certified Livestock Market Foundation; selection of trade association officers for next year; the naming of a new world champion auctioneer, and selection of a site for the 1965 Congress.

Cecil Ward, Gainesville, Tex., auctioneer, was named the new world champion auctioneer from a field of 27. He succeeds Ed Buckner, Mexico, Mo., who, under the rules of the contest cannot defend his championship.

Besides the honor of being named world champion auctioneer, Mr. Ward will receive a trip to the World's Fair in New York, a gold microphone, and a trophy and belt.

Placed behind Ward were Wallace Enyeart, Salsbury, Mo.; Earl Martin, El Paso, Ill.; Dick Payne, Yankton, S. D.; Jack Churchill, Belle Fourche, S. D.; Samuel Godby, Lexington, Ky.; Howard Dawkins, Winchester, Va.; and J. J. DeHaven, Wessington, S. D., in that order.

Named to head the Association next year is W. H. Hodges, Alexandria, La., this year's vice president. Moving up to the vice presidential spot is W. V. (Bus) Emrich of Norfolk, Nebr. Ingvard Svarre, Sidney, Mont., will be the 1965 treasurer. Elected to the secretary's position is Kenneth Woods, Henderson, Tenn., market owner.

Chosen to the Livestock Market Council for 1965 were Jim Prince, St. Johns, Mich., this year's president; Lester Kelly, Mt. Sterling, Ill.; Jay R. Taylor, Amarillo, Tex.; Roy Ownby, Richmond, Va.; and Morgan Beck, Ontario, Ore. Presi-

dent Hodges will name five other Council members when he commences his term December 1.

Next year's State Association Council will be made up of Herb Rockhill, Eureka, Kans., chairman; Frank Brian, Couchatta, La.; Allen Stookey, Okanogan, Wash.; Jack Reagle, Centre Hall, Pa.; and Ralph Kranz, Watertown, S. D.

Next year's Congress site will be Kansas City, Mo. The city was chosen over Las Vegas, Nev., Oklahoma City, Okla., and several others.

One of the more important developments of the final business meeting of the Certified Livestock Markets Association was the formation of a Certified Livestock Market Foundation to be made up of past presidents of the Association. The purpose of the newly formed group will be to promote the livestock marketing industry through development of interest among youth.

The Association also adopted a motion to accept a revised and up-dated code of business standards of Certified Livestock Markets.

The group also went on record as recommending Certified Livestock Market cooperation with the National Livestock & Meat Board in their meat promotion campaign.

The three-day meeting was highlighted by an impressive array of prominent guest speakers and panelists. Among the



IN UNITY THERE IS STRENGTH

list were Dr. Wilson R. Bell, Dean of Agriculture, Virginia Polytechnic Institute; James J. Kirkpatrick, editor of the Richmond News Leader; Dr. Paul Sanders, editor of the Southern Planter; Earl G. Johnson, executive director of the American Marketing Association; and James R. Austin, Orange, Va., banker.

Forum discussions were conducted at Thursday and Saturday sessions. The Thursday discussion was headed by Robert Ray, vice president of the National Livestock Feeders Assn., and James Nance, chairman of the National Livestock & Meat Board. Commentators included George W. Litton of the Animal Science Department, V. P. I., and Dr. Robert L. Coppersmith, Extension Economist from Kansas State University.

Saturday's roundtable forum included prominent names in the agricultural radio and newspaper media.

Among distinguished guests at the Friday evening reception were Miss Elizabeth Whiteman, Arapahoe Indian Princess from Wyoming, and Miss Dorcas Campbell, Miss Virginia of 1963.

A Tel-O-Auction demonstration by the Virginia Association Friday evening was in charge of Hugh Ownby of Richmond, Va. This relatively new concept of merchandising livestock proved of interest to those gathered at the John Marshall Hotel.

The Livestock Marketing Congress is an event which gives expression to the role of Certified Livestock Markets in the livestock industry dedicated to Progressive Livestock Marketing — Aggressive Livestock Merchandising.

An ambitious schedule for the women and children attending the Congress was conducted during the three-day meeting.

The women made several tours of historic and scenic Virginia areas and were also treated to a style show at a Richmond store.

The Marketeers were also kept busy with business meetings, tours and recreation. Selected to head the youth group for next year were Richard Ellerd, Bozeman, Mont., president; Susie Cook, Norfolk, Nebr., vice president; and Kemp Gilmer, Lebanon, Va., secretary-treasurer.

A talent show held Saturday morning by the group saw Edna Earl Shiflet,

Richmond, Va., named outstanding girl performer, and Herb Pulliam, Appomattox, Va., taking top honors among the boys.

Coffin At Auction



Col. Fred Mullis, NAA member of Lancaster, S. C., sold an antique baby's coffin at auction in liquidating piece by piece the contents of the Kuriosity Store in Gaffney, S. C. As pictured above, the coffin was sold complete with manikin.

Newspapers throughout the Southeast have given this auction a great deal of publicity due to the unusual items that were sold. They have given Col. Mullis credit as being the first auctioneer in the Carolinas to sell a coffin at auction.

A small town is where everybody knows what everybody else is doing, and they all buy the weekly paper to see how much the editor dares to print.

Tennessee Auctioneers Meet At Tansi Resort

By E. B. Fulkerson

The Tennessee Auctioneers Association's 6th Annual Convention met at Tansi Resort atop the beautiful Cumberland Plateau at Crossville, Tennessee. A total of 72 auctioneers, wives, children and guests enjoyed the annual meeting as well as the outdoor recreation such as swimming, boating, skiing, fishing or golf.

Registration was opened Saturday at 5:00 P.M. A lakeside cook out and family entertainment was arranged for the conventioners. On Sunday morning the Auctioneers and their families attended the church of their choice in Crossville or surrounding areas. Committee meetings filled the agenda for Sunday afternoon. The Annual Banquet was held at the Tuckaho Inn with Col. Clyde White, Murfreesboro, Tenn. giving the invocation. Judge Mark W. Tucker, Crossville, Tennessee gave a welcome address.

Elected and retiring officers and directors met at the Tuckaho Inn on Monday at 7:30 A.M. for a breakfast meeting.

Col. Cecil Hurst, Knoxville, Tenn. opened the Convention with prayer; President, Col. G. S. Gordon of Shelbyville, Tenn. gave the President's address and recognized the new members who were present. Various types of sales were the topic of the day with Col. Warren Easter, Maryville, and Col. Cecil Hurst, Knoxville, discussing "Auction House Sales." Talks were given on the "General Farm and Real Estate Sales," by Col. Fred S. Ramsay, Madison and Col. Ralph P. Masengill, Morristown, Tenn. "Commercial & Industrial Real Property & Liquidation Sales," were discussed by Col. Clive Anderson Sr., Nashville and Col. A. A. Robinson, Knoxville, Tenn. Col. Jim Stevens, Nashville, Tenn., explained "The Auctioneers Obligation of Appraisal in Relation to Booking a Sale."

Following these talks the meeting was opened for a question and answer per-

iod with all auctioneers taking part.

The following new officers were installed by Col. C. B. Arnette, Murfreesboro, President—Col. Beeler Thompson, Knoxville, Tenn.; 1st Vice President—Col. Cecil Hurst, Knoxville, Tenn.; 2nd Vice President—Col. Clive Anderson, Nashville, Tenn.; 3rd Vice President—Col. William H. Collier, Waverly, Tenn.; Secretary & Treasurer—Col. E. B. Fulkerson, Jonesboro, Tenn.; Directors—Col. G. S. Gordon, Shelbyville, Tenn.; Col. Ralph P. Masengill, Morristown, Tenn.

The meeting was adjourned at 3:45 P.M. Monday afternoon. The committee responsible for the interesting program was Chairman—Col. Beeler Thompson, Knoxville, Tenn., Col. Ralph Masengill, Morristown and Col. C. O. Rainwater, Jefferson City, Tennessee. The winter meeting will be held at Knoxville, Tennessee.

Stock Yard Changes To Auction Method

LANCASTER, Pa.—The Lancaster Union Stockyards Co. broke with tradition and established a new precedent early in April.

For the first time in the 69-year history of the corporation, the chant of an auctioneer rang through the cattle pens as a new series of public sales of livestock was inaugurated.

Since the yards were formed in 1895, trading has been by private treaty only except for special events.

Today's sales are conducted in a brand new \$70,000 auction pavilion built by the yards.

The new building, constructed of concrete block on a steel framework, contains seating for 250, including chairs for buyers which are located on the lower tier facing an earthen floored sales ring.



Bernard Hart (right) receives plaque "For outstanding service to the auction profession and the National Auctioneers Association" from President Walter S. Britten. A similar award was presented to Henry Rasmussen, St. Paul, Nebr., but a picture was not available at the time we went to press.

The auctioneer, weighing machines, and public address system are located in a balcony above the sales ring facing the tiered seating arrangement.

Two permanent auctioneers, Tom Matthews of Hampstead, Md., and Norman Hart of Notingham, Pa., conduct the sales.

Denver Mart Expands Selling At Auction

DENVER — Thursday cattle auctions at the Denver stockyards have been so successful the Denver Livestock Exchange has been forced to move their special "Bell-ringer" feeder cattle and calf sales to Wednesday this fall.

\$90,000 For Two Stradivarius Pieces

LOS ANGELES — Two stringed instruments crafted by Antonio Stradivarius brought \$90,000 when they were sold in Superior Court.

One of the craftman's 20 cellos and one of his 12 violas, both from the estate of Samuel Crocker, were purchased at auction Tuesday by Rolf Habisreutinger, textile manufacturer from Flawil, Switzerland.

The cello was made in 1717, the viola in 1728.

Be original. Do not content yourself with doing as others do. Do not run with the crowd but ahead of it.

Landmark Hotel Sold At Auction

MENOMINEE, Mich. — One of the Upper Peninsula's oldest landmarks, Hotel Menominee, was auctioned off to the Menominee First National Bank for \$36,000.

Built in 1888 by lumber baron S. M. Stephenson, the hotel was a lumberman's retreat for many years. The office of the circuit court commissioner auctioned off the hotel.

NEBRASKAN'S

Can you help us?

At the State Convention in Grand Island, Ed Dilles paid State and National Membership dues. He failed to furnish his mailing address. If you know him, please advise.

HENRY RASMUSSEN,
SECRETARY-TREASURER
Nebraska Auctioneers Association
St. Paul, Nebr. 68873

FOR SALE

Good small Livestock Sale Barn, small town with large drawing area, 15 acres land included, cafe all equipped, small home, plenty of corral space. Good business and can be enlarged. \$10,000 down will handle.

GARRETT REALTY CO., Delta, Colorado



A Thirty Man Class receives bid calling instructions.

Your Posterior end won't be numb, but your head and heart will be in the Auction business, at

WESTERN COLLEGE OF AUCTIONEERING

In a two week term, equal to College Semester in hours used.

You will be on your feet for 60 some hours of bid calling practice.

14 Instructors assist you. Night and Day.

All Classes limited to thirty men. You are an individual here, not a number. Diploma issued if you qualify.

We do not need more Auction Schools, but more Qualified Auctioneers. Tuition is based on what we can do for you. Tuition, including room and board, is \$350.00. Compare to a College semester, and realize you can make money after one term here.

WRITE TODAY, TO

Western College of Auctioneering

Box 1458, Billings, Montana (Established 1948)

Directory of State Auctioneers Associations

Arkansas Auctioneers Association

President: Buddy Shoffner, Newport
Secretary: Milo Beck, 110 W. Walnut, Rogers

Colorado Auctioneers Association

President: Fred J. Ramaker,
1724 S. Emerson St., Denver
Secretary: Reuben J. Stroh,
133 East Fourth St., Loveland

Delaware Auctioneers Association

President: Charles P. West, Gumboro
Secretary: Ronald Moore, Rt. 3, Laurel

Idaho Auctioneers Association

President: Delbert Alexander, Castleford
Secretary: Irvin Eilers, Kimberly

Illinois State Auctioneers Association

President: Charles P. Dunning,
416 Dundee Ave., Elgin
Secretary: Edward E. Bilbruck,
38 S. Dearborn St., Chicago

Indiana Auctioneers Association

President: D. D. Meyer, P. O. Box 744,
Vincennes
Secretary: Dean Kruse,
211 N. Cedar St., Auburn

Iowa State Auctioneers Association

President: Leland Dudley, Sheffield
Secretary: Lennis W. Bloomquist,
RFD 2, Pocahontas

Kansas Auctioneers Association

President: Fred E. Sherlock, 521 S. Denison,
St. Francis
Secretary: Richard M. Brewer, Mt. Hope

Kentucky Auctioneers Association

President: W. C. Ledford, 99 Stanford St.,
Lancaster
Secretary: E. I. Thompson, 151 N. Upper,
Lexington

Maine Auctioneers Association

President: Gardner R. Morrill, Harrison
Secretary: Wayne B. Dow, 14 Southern Ave.,
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Hopeless Misfit: Gee, Boss, what'll I do now?

Manager: I'd like to help you, Sam. Maybe I can get you a job with a friend of mine in Florida. Can you pick lemons?

Misfit: Can I? And how! I've been married five times!

Another Way To Say It

In a monastery where the motto was: "All things are possessed equally" the simple dinner was being served. One brother was shocked to see a mouse floating in his bowl of soup. Forbidden to complain, he pointed to his soup and said to the serving monk: "Brother Ambrose has no mouse."

Came Pretty Close!

Just after a tornado which ruined a small town in Texas, a newspaper reporter was talking to one of the elderly natives who was watching the cleanup job.

"Were you in the tornado?" asked the newspaperman.

"Well, son, it all depends on how you look at it," replied the old fellow. "When the roof fell in, she fell just right. And when the walls caved in, they only nudged me. The hot stove got pushed across the room, but it stopped just before it hit me, and while it set the house on fire, I got out just in time."

The old man stopped talking and considered the situation for a long moment. "I guess you couldn't say I was in that tornado," he said slowly, "but I was gettin' gosh-awful close to it!"

Look Again, Bub!

Young husband: Honey, you'll have to do a better job of dusting: I just found a cob-web on our bed and threw it in the fireplace.

Young Wife: You idiot! That was my new nightie!

How True!

The teacher was lecturing to a class in science, "Now, then, Bill," he said, "name me a poisonous substance."

Bill Smith, who was not gifted with an oversupply of intelligence, thought deeply. "Aviation," he said.

The class tittered with amusement, and the teacher looked sternly at the embarrassed pupil.

"Explain yourself, Bill," he demanded.

Responded Bill, "One drop will kill, sir."

He Knew The Touch

Phil: "What did the baby porcupine say when he backed into the barbed-wire fence?"

Abe: "I don't know. What did he say?"

Phil: "He said, 'Is that you, mother?'"

First Things First

A small country church had raised some money. The members called a meeting to determine how to spend it. One member was emphatic in stating her case that the money should be used for a new chandelier. An old man sitting in the back was much opposed to it.

Finally the woman arose and said: "Brother Jones, would you mind giving one good reason why we shouldn't get a new one?"

Brother Jones got up slowly and calmly said, "Yes, I'll give you three. First, nobody can spell it, so who could order it? Second, nobody can play it; third, we need better light."

No News

The cub reporter's first assignment was to report on a wedding, but when the paper went to press he hadn't shown up. When he came in next morning, the angry city editor demanded, "Why didn't you show up last night with your report?"

"There was nothing to report," was the cub's reply. "The bridegroom was killed on the way to church and the bride died of the shock, so there was no wedding. I went home and went to bed."

Touche!

A small boy leading a donkey passed by an army camp. A couple of soldiers wanted to have some fun with the lad.

"Why are you holding your brother so tight, sonny?" said one of them.

"So he won't join the army," the youngster replied without blinking an eye.

Oh, Mercy

A little girl was showing another pint-sized visitor through her home. Coming to the bathroom scale she explained, "This is Mommy's oh mercy clock."

"Oh mercy clock?" the little visitor asked in puzzlement.

"Yes, Mommy steps on it like this, then looks at what time it is. She puts both hands to her head and says, "Oh, mercy, mercy!"

Large Union

The young couple had just become man and wife. The minister turned to the bride and asked with a smile, "How many children do you expect to have?"

"Twelve," came her reply. "I want our marriage to be a most happy union."

"Happy union," stammered the bridegroom, "why, with 12 kids it sounds more like an open shop!"

All Mixed Up

Bashful suitor breaking the silence: "Does your mother raise poultry?"

"Well—no—I think she planted some—but the chickens scratched them up."

No Hurry

An office worker, loafing at the breakfast table, looked up languidly from the morning paper and asked his wife for another cup of coffee.

"Another cup of coffee!" she exclaimed in surprise. "Aren't you going to the office today?"

"Good Lord!" the man exclaimed. "I thought I was at the office!"

In A Bind

"I'm in a tough spot," the small boy said to his mother. "The teacher says I must write better, and if I do, she will find out I can't spell."

Potent Advice

A two-sentence message received by President Lyndon Johnson came from an American Indian on a reservation "Be careful with your immigration laws. We were careless with ours."

Good Reason

A secretary soon to be a mother sent her resignation: "Dear Boss: I'm getting too big for this job."

Salesmanship

"Can you help me," the customer asked the clerk, "select a gift for a wealthy aunt who is awfully weak and can hardly walk?"

"How about some floor wax?" the astute clerk suggested.

College Trained

Writing home from a university, a son finished a sentence with this punctuation mark—i. Then he explained in parentheses: This is my contribution to grammar. The meaning is just the opposite of an exclamation point—"I couldn't care less."

Oh!

A woman tells the story in the American Legion Magazine: A little girl in kindergarten told her teacher, "We've got a new baby at our house. Won't you come and see it?"

"I'd be happy to," the teacher said, "but maybe I'd better wait until your mother is better."

"Oh, you don't have to be afraid," the little girl said. "It isn't catching."

Good or Bad

A fellow was driving to a mountain resort. A cop stopped him and said, "Did you know you're riding without tail-lights?" The driver got out of the car visibly disturbed by this piece of information. The officer sought to reassure him. "It's not too much of an infraction," he said. "Nothing to get upset about."

"It may not mean much to you," the driver replied. "But to me it means I've lost a trailer, a wife and four kids!"

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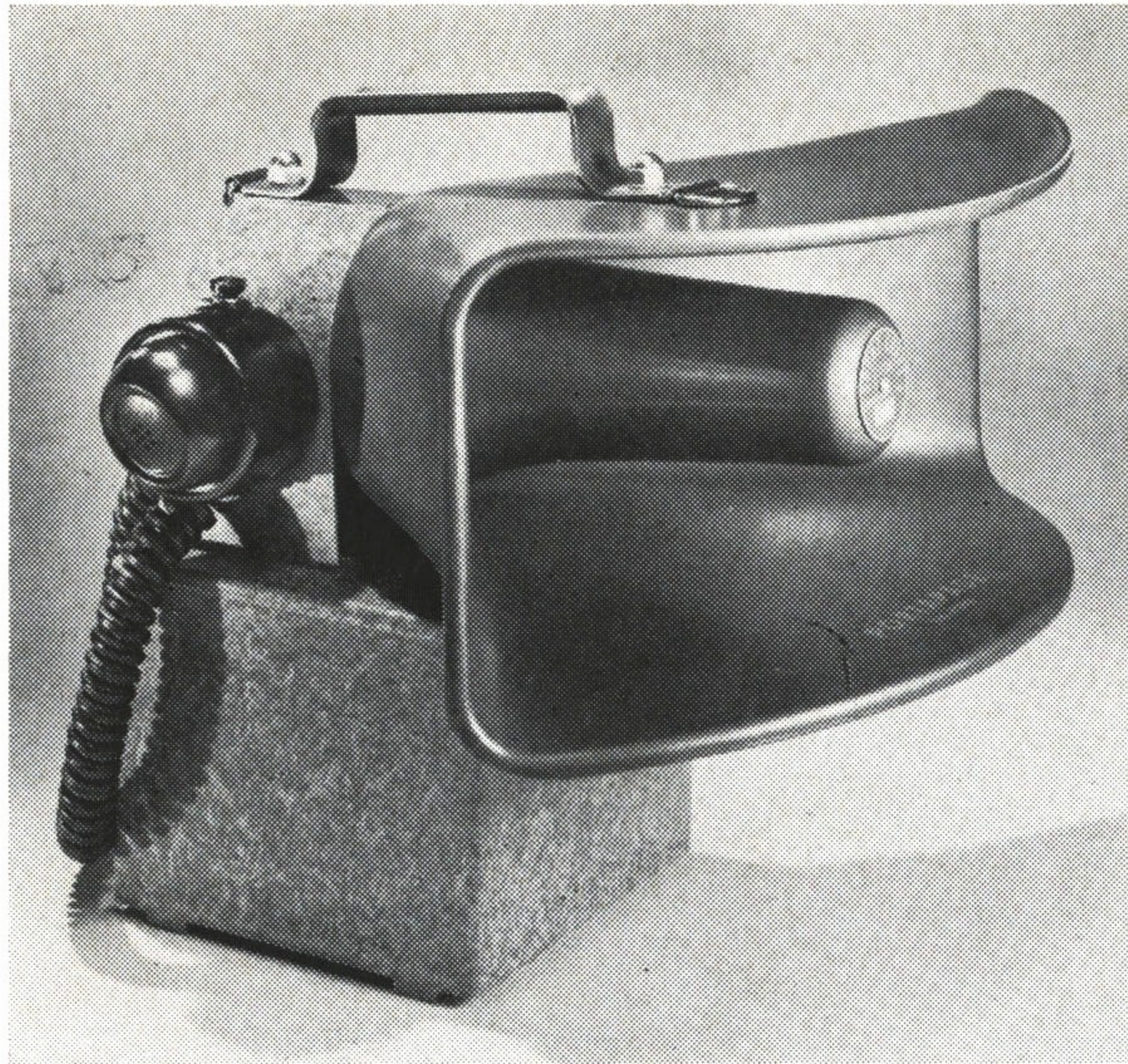
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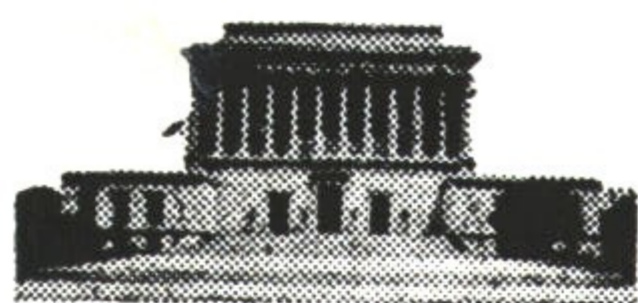
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