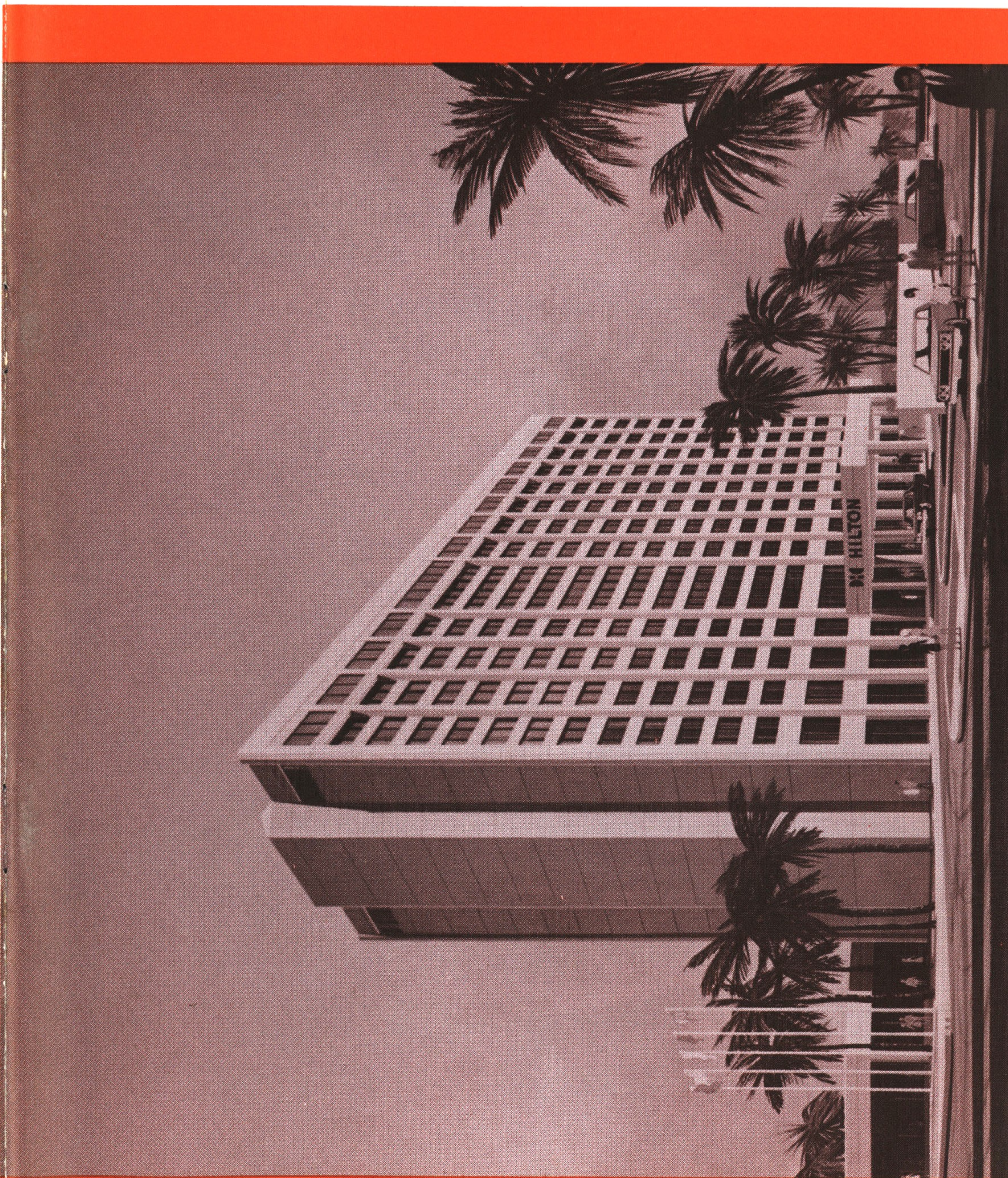


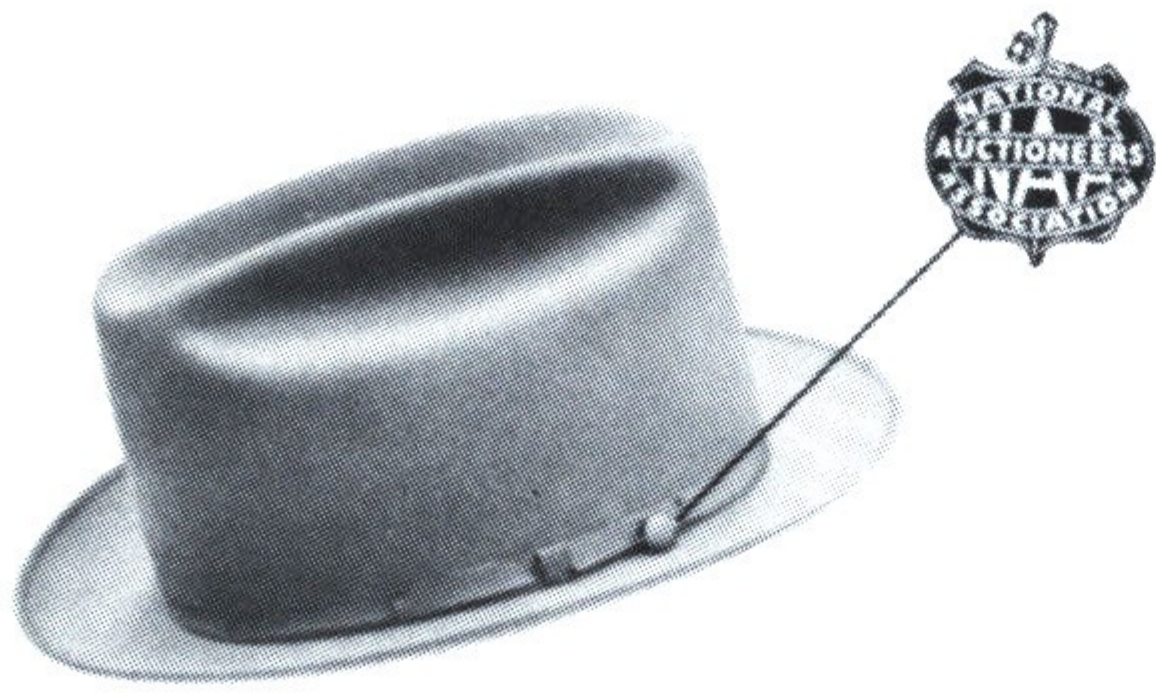
VOL. XXIV

NO. 5

MAY, 1973

THE auctioneer





“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

Place your order for your straw hat early! Our beautiful “Auctioneer” hat comes in cream colored milan straw with red satin lining with the Auctioneer Emblem stamped in gold in the lining (also in Silver Belly felt) with brim widths of 2”, 2 3/8” and 2 5/8”. Complete the handy order form below.

Size; brim width; felt; straw

We still have the “Auctioneer’s Gavel” tie tac in solid gold. They make wonderful birthday, anniversary gifts. He will appreciate a gift of this type.

The gavel itself is 14 K “solid” Gold
 with .15 high quality sparkling diamond \$119.95
 with .25 high quality sparkling diamond 159.95
 (prices on larger stones quoted upon request)

HATS

Felt (Silver Belly Color) \$14.95
 Straw (Light Tan Cream Color) 11.95

Plus 4% Sales Tax

(We have had four price increases in the past 4 years but have not increased the hat price but are now forced to increase the felt hat)

COLONEL W. CRAIG LAWING

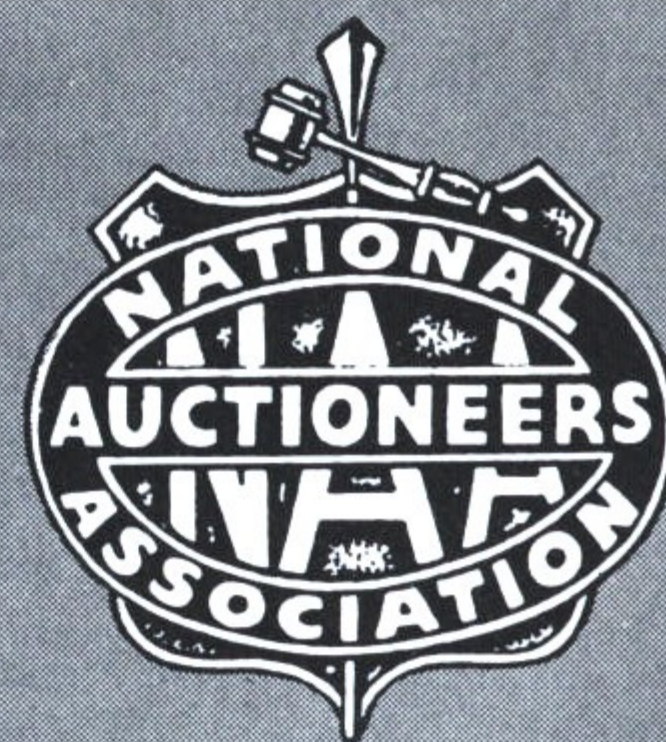
5521 Belhaven Blvd.—Charlotte, N. C. 28208

Telephone: Area Code 704/ Office 399-6372

Home 399-3260

THE **auCTIONeer**

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION
135 LAKEWOOD DR. LINCOLN, NEBR. 68510



EDITOR

Bernard Hart, Lincoln, Nebraska
Jan Merritt, Assistant to the Editor

Contributing Editors

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

THE AUCTIONEER is a non-profit publication and every member of the NAA also owns a share of THE AUCTIONEER. It is published as a means of exchanging ideas that will serve to promote the auctioneer and the auction method of selling.

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

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

Single copies 50 cents.

DISPLAY ADVERTISING RATES

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

Copyright, 1973

National Auctioneers Association
All Rights Reserved

Published the 1st of each month
except August.

NATIONAL AUCTIONEERS ASSOCIATION

President:

Morris F. Fannon, R. R. 2
Pennington Gap, Virginia

First Vice President:

Joe Donahoe, 627 Harriet St.
Darlington, Wisconsin

Second Vice President:

Wylie Rittenhouse, 9 Derrick Ave.
Uniontown, Pennsylvania

Secretary:

Bernard Hart, Lincoln, Nebraska

Treasurer:

Henry Rasmussen, P.O. Box 124
St. Paul, Nebraska

Directors:

(Terms expiring 1975)

Grover Howell, Dallas, Texas
Clive Anderson, Sr., Nashville, Tenn.
Charles E. Cumberlin, Greeley, Colo.
Robert F. Losey, Sr., Renton, Wash.
Merle D. Straw, Jr., Seabrook, N.H.

(Terms expiring 1974)

Dean Fleming, Atkinson, Nebr.
H. Willard Arnaman, Unionville, Mo.
Lyle Erickson, Cresco, Iowa
Ford Good, Seville, Ohio
David H. Tracy, Pavilion, New York

(Terms expiring 1973)

Jim Messersmith, Jerome, Idaho
Charles P. Dunning, Elgin, Illinois
Martin Higgenbotham, Lakeland, Fla.
Wayne Kessler, Campbellsville, Ky.
Garth W. Wilber, Bronson, Michigan

EXECUTIVE OFFICES

135 Lakewood Dr.
Lincoln, Nebr. 68510
Phone: (402) 489-9356

Kansas Auctioneers Honor

Dick and Virginia Brewer

opened their 18th Annual Convention with a Chuck Wagon Buffet Dinner at the White House Inn, Abilene, Kansas. Following dinner the Cloud County Jr. College presented "The Great Society" under the direction of Everett Miller.

President Roy Wood then declared "Dick and Virginia Brewer Nite" in honor of the time and effort given by them to the Kansas and National Auctioneers Association. Gifts were presented to Dick and Virginia by Secretary Bob Jesup.

Dick Brewer had served as Secretary-Treasurer of the Kansas Auctioneers Association for ten years; followed by a year as Vice-President and finally as President in 1972. He is presently a member of the Board of Directors. Virginia is a Past President of the NAA Ladies Auxiliary and so capably served as registration-receptionist at many state

conventions. This presentation was a complete surprise to the Brewers.

The annual Fun Auction and a dance completed the Saturday evening's entertainment.

The convention group was served coffee and rolls during registration Sunday morning by GRASS AND GRAIN, a Manhattan, Kansas newspaper. Mayor Jewell Isley welcomed the auctioneers of Abilene. Rex Newcom served as Convention Chairman and also reported on his trip to the Chicago Real Estate Seminar.

Following the noon banquet the group was addressed by Dr. Don W. Wilson from the Eisenhower Foundation. Delbert Winchester, Enid, Oklahoma auctioneer spoke preceeding a panel discussion.

The new officers installed by Bernard Hart, NAA Secretary are President, Rex Newcom; Vice-President, Larry La-



It was Dick and Virginia Brewer Nite the evening of March 31 at the Annual Convention of the Kansas Auctioneers Association. KAA president, Roy Wood, (right) presented each of the Brewers with a fishing rod and reel.

OUR COVER

It looks almost deserted in the picture but the third week in July it will be filled to overflowing with auctioneers and their families from all over America. It is the new and beautiful St. Petersburg Hilton Hotel in St. Petersburg, Florida, site of the 1973 National Auctioneers Convention.

If you haven't made your reservations, turn to page 25, complete the coupon, clip and mail. The location and the facilities will give an entirely "new look" to the convention. Don't miss it.

gasse; Ron Gingerich, Willis Darg and Roy Wood, Board of Directors. Bob Jesup remains as Secretary-Treasurer.

The President's gavel was presented to Rex Newcom by out-going President Roy Wood. A plaque was presented to Mr. Wood by Dick Brewer.

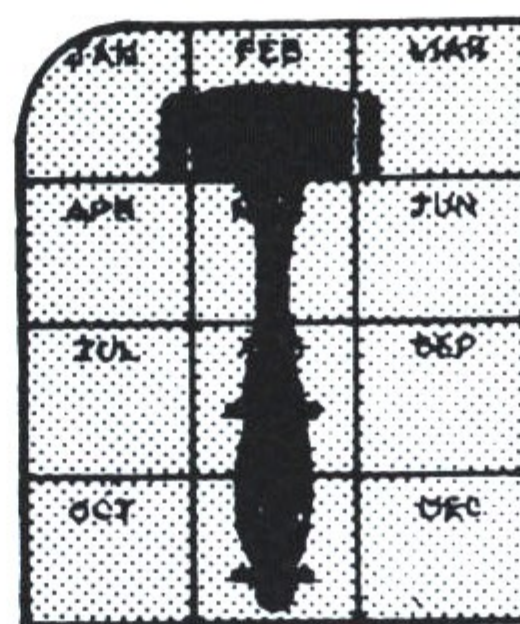
Tentative plans are for the 19th Annual Convention of the Kansas Auctioneers Association to be held in Newton, Kansas, March 30 and 31, 1974.

Advertising Contest

For the past three years one of the most rewarding experiences for me at the National Convention has been serving and working with the advertising committee in setting up, promoting, and judging the advertising contest.

Judging from the tremendous response we have received over this period of time I feel it has come a long way in upgrading the auction material, brochures, and newspaper ads that have been placed by our fellow auctioneers throughout the United States.

Every year the competition gets better and the interest gets greater which is a good indication to me of the importance that the auctioneer places on his advertising in his profession; however, in setting up the rules and regulations, one of the first rules we laid down was, since this was to be a contest sponsored by the NAA the NAA emblem must be put on every piece of advertising material used in competition or have the words, "member of the NAA" printed across the bill. Now, gentlemen, I want to stress with you the importance of this rule. Without it your entry would be immediately set aside and will not be entered in the judging. I have been very



Convention Dates

- May 5-6 — Missouri State Auctioneers Assn., Holiday Inn Downtown, Jefferson City.
- May 6 — Nebraska Auctioneers Assn., Villager Motel, Lincoln.
- May 5-6 — Oklahoma State Auctioneers Assn., Hilton Inn West, Oklahoma City.
- May 20 — Alabama Auctioneers Assn., Jefferson Davis Hotel, Montgomery.
- May 27 — Washington Auctioneers Association, Yakima.
- June 2-3 — Ohio Auctioneers Association, Holiday Inn of North Canton, North Canton.
- June 8-9-10 — South Dakota Auctioneers Assn., Alex Johnson Hotel, Rapid City.
- June 12-13 — Wisconsin Auctioneers Assn., LaCrosse.
- June 17-18 — Tennessee Auctioneers Assn., Hilton Airport Inn, Nashville.
- July 19-20-21 — NATIONAL AUCTIONEERS CONVENTION, St. Petersburg Hilton Hotel, St. Petersburg, Fla.**

disappointed in the last two years in some of the outstanding advertising material that we have received from auctioneers that have been members of the NAA for many years that do not have the NAA emblem on them. So get with your printers, give them a cut of the NAA emblem and be sure it is on every piece of advertising. I am looking forward to a lot of entries this year and have engaged a professional consultant in helping this committee pick a winner.

So please get your advertising entries into the mail to our secretary, Bernard Hart, so that he receives them at least ten days before the convention and . . . pack the family in the wagon . . . or a 747 and we will be in St. Petersburg to greet you on your arrival.

Your convention chairman,
Col. Marty Higgenbotham

Kentucky's 16th Annual Meet

Acclaimed The Best Of All

Amid the pleasantly luxurious atmosphere of Louisville's new Galt Hotel, members of the Kentucky Auctioneers Association enjoyed what the "regulars" termed the greatest of all their 16 State Conventions. The event was held Sunday and Monday, April 8 and 9.

President J. O. Briggs presented a program with participants from seven states and when the two day event had come to a close one auctioneer aptly described it as, "Just like going to the National." Attendance throughout the two days was the best ever.

NAA President, Morris Fannon, speaking following the opening luncheon, set the tempo for the meeting that carried through to its end. After entertainment by "The Gospel Five," the meeting again got under way with an address by Bernard Hart, NAA Secretary. This was followed by a question and answer period pertaining to compliance with the State License Law.

Departing from past custom, the Fun Auction was a part of the afternoon program leaving the evening open for additional festivities. Emerson Marting, auctioneer-humorist from Washington Court House, Ohio, had everyone in stitches with his ready wit and perfect timing. Entertainment by the Flowers Family, a group of talented musicians and entertainers from Columbus, Ohio, completed the evening program. The "Kentucky Mountain Hoedowners", North American Championship winners in Square Dance competition, combined with the Flowers Family in presenting a program hard to top.

Donald M. Sohn, Evansville, Ind., led off Monday's events with an address pertaining to antiques. Tom Dunlevy, Jeffersonville, Ind., followed with a dissertation on farm auctions.

After a ten minute break, Wayne Kessler, veteran auctioneer, past president of the KAA and NAA Board Member, got things going again in telling of his life as an auctioneer. Aleck Gribbons, Louisville, described the selling of personal property through a consignment auction market.

Ray Godby, Science Hill, Ky., veteran livestock market auctioneer, told of the

change to auction selling at Louisville's Bourbon Stock Yards and other experiences in the field. Perry Poe, Brooksville, Ky., described his methods of selling residential property at auction.

James E. Wilson, Hot Springs, Ark., who has been conducting some news-making antique auctions, was the next speaker, followed by Rex Proffit, Tompkinsville, Ky., another past president of the KAA, and veteran auctioneer. He told of his methods of preparing and selling a dairy auction.

Jim Graham, president of the Florida Auctioneers Association closed the morning's program with an invitation to attend the National Auctioneers Convention in St. Petersburg, July 19-21. He cited many reasons why a successful auctioneer cannot afford to stay home on these days.

Roy Crume, Indiana's gift to the auctioneer-humorist group, was the luncheon speaker.

A business meeting and election of officers was held in the afternoon. Following committee reports, J. H. Barnard, Jr., Bowling Green, who had served so ably as Convention Chairman, was elected President. Henry L. Jones, Winchester, was elected 1st Vice President, and John O'Connor, Owensboro, was named 2nd Vice President.

Elected to three year terms on the Board of Directors were: J. O. Briggs, Stanton, the retiring President; Malcolm Taylor, Burkesville; and Aleck Gribbons, Louisville. It was voted to hold the 1974 convention at the same location, April 7-8.

Angus Ass'n. Director

Jack Parnell, well known NAA member and auctioneer, of Auburn, Calif., has been elected to the Board of Directors of the American Angus Association. His election took place at the group's annual meeting held in connection with the International Livestock Exposition, in Chicago, last December. The Angus breed boasts the highest annual registration in the beef breeding industry.



The Ladies Auxiliary

Dear Ladies:

Time is growing shorter for preparation on our National Convention. Most of our plans are made and we are very busy here in Florida, trying to make things ready for your visit. The South has been traditionally acclaimed for its hospitality. We hope to uphold that tradition in July. Florida has much to offer for your vacation and if your family is like mine, the words Vacation and Convention have become synonymous. So may I suggest you plan to stay awhile and thoroughly enjoy our state.

We are open to suggestions or pet peeves any of you ladies may have. Feel free to let us know of your wishes. There is a saying here that if you get sand in your shoes you will return, so we are wishing you all a little sand in your shoes. See you in July.

Brenda Higgenbotham
Secretary-Treasurer

Schoolboy's Drawings Attract High Bids

REINHOLDS, Pa. — Four drawings, completed more than a century ago by a Lancaster County school boy, brought premium prices in a public auction of the Daisy Henly estate. The pictures were the work of Jacob Henly in 1820, drawn in small schoolhouse in Clay township on a small piece of drawing paper.

The young artist's impression of a school house, done in water colors, brought \$825. A bird, apparently an exercise in school drawing, sold for \$540. Jacob also fashioned a valentine that commanded \$170 and the last of the four pictures, a "love" drawing, brought \$50.

The auction included the residence and other personal effects of the estate. The single frame dwelling brought \$20,400. Birth certificates sold for \$50 and \$60; a high top sink, \$320; roll top desk, \$270; appliqued quilt, \$100; and a small Lancaster County map, \$10.50. A 1932 Chevrolet sedan brought \$1170.

H. H. Leid, Denver, Pa., a member of the Pennsylvania and National Auctioneers Associations, conducted the auction.

"I'm sorry" said the dentist as he picked up his golf bag. "I can't give you an appointment this afternoon. I have 18 cavities to fill."

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1972-1973

PRESIDENT:

Mrs. G. T. (Nan) Gilbert,
Lincolnton, N.C.

1ST VICE PRESIDENT

Mrs. Dean (Jean) Fleming,
Atkinson, Nebr.

2ND VICE PRESIDENT:

Mrs. Morris (Velda) Fannon,
Pennington Gap, Va.

SECRETARY-TREASURER:

Mrs. Marty (Brenda) Higgenbotham,
Lakeland, Fla.

HISTORIAN:

Mrs. Frank (Billie) Bass,
Lewistown, Mont.

DIRECTORS:

(TERMS EXPIRING 1975)

Mrs. Grover (Willie) Howell,
Dallas, Tex.

Mrs. Wylie (Joan) Rittenhouse,
Uniontown, Pa.

Mrs. A. (Carolyn) Christenson,
Pawnee City, Nebr.

(TERMS EXPIRING 1974)

Mrs. Lyle (Irene) Erickson,
Cresco, Ia.

Mrs. Don (Eileen) Standen, N.
Ridgeville, Ohio

Mrs. Lee (Mary) Hickman,
Okla. City, Okla.

(TERMS EXPIRING 1973)

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

Mrs. Curtis (Violet) Cunningham,
Greenwood, S.C.

Mrs. Bud (Dorothy) Chapman,
Seattle, Wash.

Mrs. Romaine (Ruth) Sherman,
Goshen, Ind.



Pop's Ponderings

News from Pop

A telephone conversation with our beloved Pop Hess brought the information that he has spent another period in the hospital. But Pop cheerfully stated that when he was dismissed, April 13, he had "graduated and received his diploma." He said the hospital didn't want him to come back and he didn't want to go back.

Pop also said he feels he has "graduated" from writing a regular column for THE AUCTIONEER. After his more

than 20 years of faithfulness, the editor is in no position to try to change his mind.

Pop has also moved and has a new address. He would like to hear from you as he has plenty of time to read and digest your letters as well as enjoy them. It might even inspire him to write another article for THE AUCTIONEER.

The correct address is: Col. Pop Hess, Box 66, Lakeview, Ohio 43331.

Model A Brings \$2,575

Henry, Jake and Conrad Frick moved with their parents to a farm near Fort Morgan, Colo., nearly 50 years ago. After having operated the farm continuously since that time the three brothers, all bachelors, decided to have an auction and retire.

Their Model A Ford Tudor, bought new in 1928, was in good running condition and sold for \$2575. Many other antique items were sold including an old trunk for \$48 and a kraut cutter for \$20.



The three Frick brothers, Henry, Jake and Conrad, and their 1928 Model A Ford that brought \$2575 in their closing out farm auction.

All their farm equipment sold for very good prices.

C. E. "Ken" Reed and Joe Yearous, members of the Colorado and National Auctioneers Association, conducted the auction.



A huge crowd gathered to witness the selling at auction of the Model A Ford in the Frick auction.

SCORE ONE FOR MOM

My son has trimmed his dangling locks,
He's cut and let them fall.
And all because of what he termed
"The cruelest words of all."
But now he's past the long-hair stage,
And though I'm no contriver;
It did me good to hear him called,
"A crazy woman driver."

Contests A Highlight Of Montana Meeting

The twelfth Annual Meeting and the ninth Annual Auctioneers Contest of the Montana Auctioneers Association are now history. Dates were March 30-31 and the sites were the Yogo Inn and the Central Montana Livestock Auction Market, both in Lewistown.

Two Lewistown auctioneers, Frank Bass and Ron Miller, served as co-chairmen and they presented a terrific convention. Highlights were the two auctioneers contests, one for merchandise and the other a livestock event.

Mike Coolidge, Billings was the winner in the merchandise division, followed in order by Jack Raty, Fort Shaw, and Colin Bass, Lewistown.

Fritz Hoppe, Glasgow, topped the livestock auctioneering contestants. Robert Kensella, Havre, was 2nd with Errol Fritz, Chester, and Carl Roe, Denton, tied for 3rd.

Winners in each division received cash awards, belt buckles and/or trophies.

Carl Westermarck, Shelby, was elected President, succeeding Ron Miller. Mike Coolidge is the new Vice President, and Bill Hagen continues in the post of Secretary-Treasurer. Serving on the Board of Directors are: Ron Miller, Ron Granmoe, Glendive; Fritz Hoppe; Bill LeFebure, Power; and Bob Thomas, Billings.

Tennessee Auctioners To Meet In Nashville

By Hubert D. Songer, Secretary

Tennessee auctioneers are looking forward to the Annual Meeting of the Tennessee Auctioneers Association to be held at the Hilton Airport Inn in Nashville. The convention will open on Sunday, June 16 and continue through Monday, June 17.

In planning for this year's convention, the Committee decided upon Nashville as the convention site with the thought the entire family would be interested not only in the convention but also in Nashville's Opry Land.

Opry Land, which opened last year, is one of the South's great attractions and one of the entire family can enjoy.

Why not plan to take a few extra days this year when coming to the convention

and make a vacation out of it for the entire family.

As to the convention, your Program Committee has planned what is believed to be one of our most outstanding convention programs.

Plan now to attend. If you need reservations, please write immediately to the Hilton Airport Inn, 1 International Plaza, Nashville, Tennessee 37217.

To fellow auctioneers in the other States, please consider this as an invitation to come and be with us. The dates again are June 16 and 17, 1973.

See ya'll there!

Washington Auctioneers Raise \$10,000 For Deaf

More than \$10,000 was raised in an auction conducted by members of the Washington (State) Auctioneers Association for the benefit of the deaf. Some 20 auctioneers from throughout the state sold for five hours at the auction which was held in Seattle.

In this most unusual auction, two ladies translated the bids into sign language for the deaf who also joined in the bidding. According to Bobbie Brock, Secretary of the Washington A. A., the group plans to make the auction an annual event. Bobbie believes aiding a worthy cause should be the goal of all state auctioneers groups.

Auctioneer Helps Start New Bank in Kentucky

Walton Haddix of Albany, Ky., a member of the Kentucky and National Auctioneers Associations, reports that a new bank charter which he and five other Albany businessmen applied for two years ago has been granted. The new bank, named the Bank of Clinton County, was opened for business on April 2, 1973.

Mr. Haddix, a graduate of the Nashville Auction School, will serve as a director of the bank in addition to his duties as broker and auctioneer for the Clearfork Realty Company, Albany, which he owns.

A cynic has observed that Mount Rushmore isn't the only place where politicians have rocks in their head!

Leroy Van Dyke to Lead Fete Following Contest

The man who wrote and popularized the million-selling record "Auctioneer" will entertain at ceremonies at which the 1973 World Livestock Auctioneer Champion will be announced June 23 in Norfolk, Nebraska.

Leroy Van Dyke, country and western star and his band, the "Auctioneers," will headline the program which is a part of the annual Farmer-Businessman's Bar-B-Q sponsored by the Norfolk Chamber of Commerce.

Livestock auctioneers from all across the country will compete earlier for the 1973 champion's title merchandising livestock from a Showcase Cattle Sale at Norfolk Livestock Market.

Entries already have started arriving in the office of the Livestock Market Digest, which conducts the annual championship.

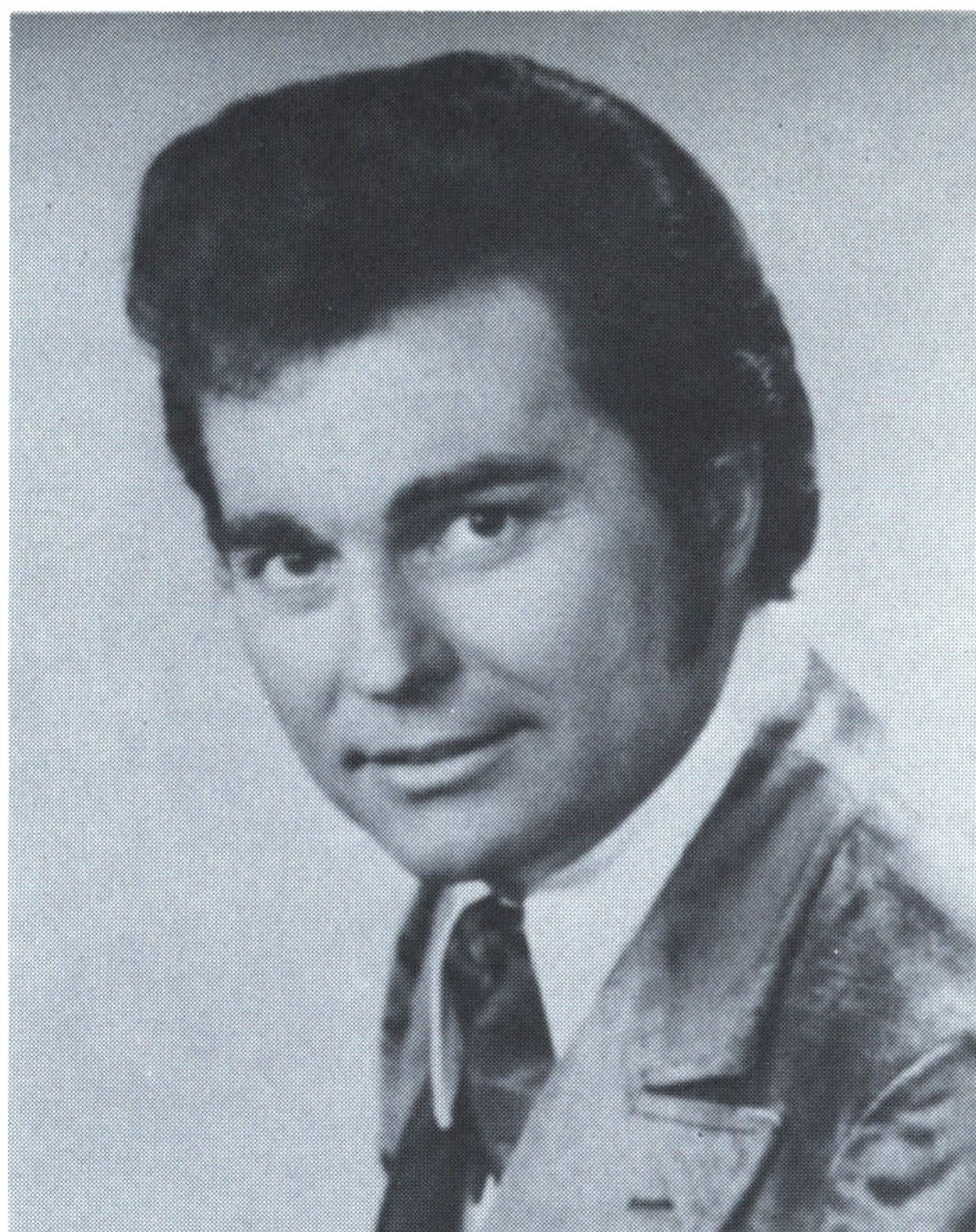
In addition to the World Champion, a Reserve Champion and Runner-Up Champion also will be selected. Region-champions, reserve champions and runner-ups also will be chosen from three geographical areas of the United States. All winners will receive trophies, merchandise prizes and publicity in their hometowns and regions.

Bob Steffes, Arthur, N. D., the 1972 World Livestock Auctioneer Champion, and champions from previous years will be present to lend encouragement and help conduct the competition.

The auctioneer contestants and their wives will be guests at a reception Friday, June 22, at which time rules for the competition will be outlined. Competition will begin at noon Saturday, June 23.

Auctioneers who submit their entry forms with a photograph before June 10 will be featured in a printed program to be distributed at the competition.

Additional information and entry forms may be obtained by contacting the Livestock Market Digest, Inc., 4900 Oak Street, Kansas City, Missouri 64112.



LEROY VAN DYKE

AUCTION FOR SALE

**SOUTHERN CALIFORNIA
AUCTION HOUSE IN IDEAL
LOCATION — EASY ACCESS
TO MAJOR FREEWAYS.
LARGE BUILDING
WITH
AIR-CONDITIONED OFFICES,
DOLLIES, TERRIFIC MAILING
LIST, ETC.**

**Presently having 2 auctions
a month with much greater po-
tential. Also, regulations have
been met to hold various hobby
shows.**

**Owners desire to move
to midwest.**

MAX ROSE

**10531 KIBBEE AVENUE
WHITTIER, CA 90603
(213) 943-9862**



BOB STEFFES, Arthur, N.D.
1972 World Livestock Auctioneer Champion

1973 World Livestock AUCTIONEER CHAMPIONSHIP June 23

Norfolk Livestock Market, Inc.
Norfolk, Nebraska

Official Entry Form

Contestant's Name: _____

Home Address: _____

Business Address: _____

Contestants must complete the following information for use in pre-contest and championship publicity. Use additional pages, if necessary. A head and shoulders photograph of contestant is requested. Please print.

How many years has contestant been an auctioneer? _____

Has contestant entered previous auctioneer contest? _____

If so, when and where? _____

Awards won? _____

If contestant is employed or retained by a competitive livestock market, please complete the following:

Names and titles of market owners: _____

Approximately how long has market been in business? _____

Marketing days? _____

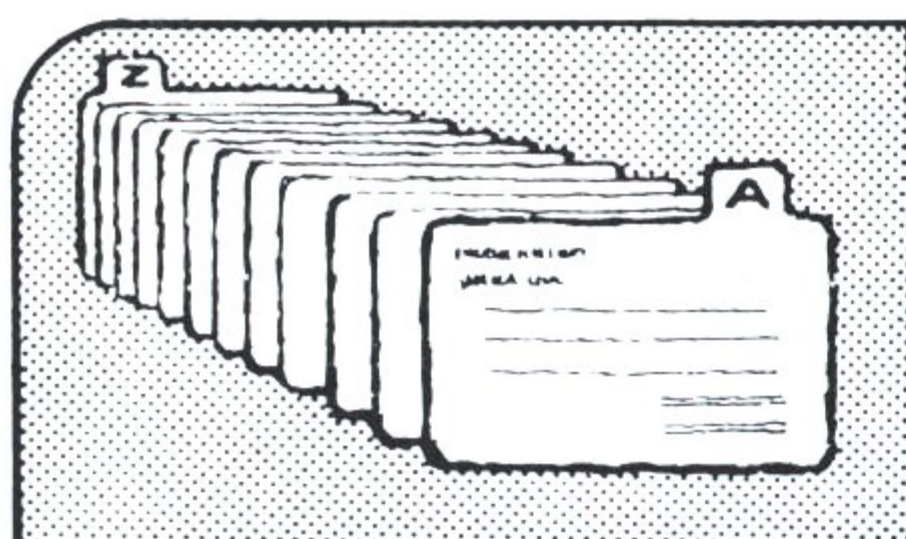
Name, address of newspapers, radio and television stations you would like to receive a news release: _____

() Entry Fee of \$100
enclosed

() Photograph enclosed

Mail this form with entry fee and photograph to:
World Livestock Auctioneer Championship
Livestock Market Digest
4900 Oak St.,
Kansas City, Missouri 64112

World Livestock Auctioneer Championship is Sponsored Annually by
COMPETITIVE LIVESTOCK MARKETING ASSOCIATION
and Conducted by Livestock Market Digest, Inc., a subsidiary company.



Membership

Memberships processed March 16 through April 15th:

- J. E. Conoly, Texas
- Joseph Alecks, Massachusetts
- Roy L. Forman, Texas
- Mervin Adams, Pennsylvania
- Harry Anderson, Pennsylvania
- Louis Arcesi, New York
- Harold Alderfer, Pennsylvania
- * John D. Autotore, Pennsylvania
- William Barton, Pennsylvania
- Margaret Berry, Pennsylvania
- James Boswell, Pennsylvania
- * William Baker, Pennsylvania
- * Sanford K. Billstein, Pennsylvania
- Henry Brooks, Pennsylvania
- * E. B. Behm, Pennsylvania
- Harry Boring, Pennsylvania
- William L. Cohick, Pennsylvania
- Pete J. Chantiles, Pennsylvania
- * Robert Covelens, Pennsylvania
- Quentin Canan, Pennsylvania
- Ronald Chaffee, Pennsylvania
- Q. R. Chaffee, Pennsylvania
- William Ciez, Pennsylvania
- Vern Cotton, Pennsylvania
- Edward Chester, Pennsylvania
- * George J. Clapper, Pennsylvania
- * Robert J. Crawford, Pennsylvania
- Tony Collins, Pennsylvania
- Dale Cunningham, Pennsylvania
- Harry B. Davis, Pennsylvania
- George Deibert, Pennsylvania
- Eugene Derr Sr., Pennsylvania
- * Lee D. Dockey, Pennsylvania
- * Glenn L. Derr, Pennsylvania
- * Lloyd Eldred, Pennsylvania
- Samuel Flickstein, Pennsylvania
- Roy Fair, Pennsylvania
- John Fehr, Pennsylvania
- Lloyd Force, Pennsylvania
- Max Fraley, Pennsylvania
- * Frank Fundy, Pennsylvania
- * Paul Garrison, Pennsylvania
- Thomas Girvin, Pennsylvania
- William Guthrie, Pennsylvania
- Clay Hess, Pennsylvania
- Ira Husk, Pennsylvania
- * Brice Jones, Pennsylvania
- * Fred C. Kriner, Pennsylvania
- * Harry Kearns, Pennsylvania
- * Kenneth L. Kepner, Ohio
- Henry Leid, Pennsylvania
- John Lindley, Pennsylvania
- Harry M. Wimer, Pennsylvania
- * William H. Zeares, Pennsylvania
- Eugene Zelmores, Pennsylvania
- Vernon Martin, Pennsylvania
- Kenneth E. Miller, Pennsylvania
- Richard J. Moyer, Pennsylvania
- * James H. Miner, Pennsylvania
- * Roger Myers, Pennsylvania
- * Earl H. Moyer, Pennsylvania
- * Herman Morgan, Pennsylvania
- * Alvin Miller, Pennsylvania
- * Edward Michael, Pennsylvania
- Denise Nahrbecki, Pennsylvania
- Anne Nahrbecki, Pennsylvania
- George Paich, Pennsylvania
- Raymond Patterson, Pennsylvania
- * Abraham J. Plone, Pennsylvania
- Michael Quinn, Pennsylvania
- * Paul R. Ranck, Pennsylvania
- * James D. Robertson, Pennsylvania
- * Robert R. Raesley Jr., Pennsylvania
- * Randall Runyan, Pennsylvania
- Larry Reed, Pennsylvania
- Wylie Rittenhouse, Pennsylvania
- Chuck Roan, Pennsylvania
- Rich Roan, Pennsylvania
- Robert Reimold, Pennsylvania
- Mike Schnitski, Pennsylvania
- * Malcolm Speicher, Pennsylvania
- Frank L. Statler, Pennsylvania
- Ira R. Stoltzfus, Pennsylvania
- * Francis S. Schultz, Pennsylvania
- * Larry Shurman, Pennsylvania
- Fred Stuban, Pennsylvania
- Donald Tynatishon, New York
- * Roger J. Wildeson, Pennsylvania
- * D. C. Troutman, Pennsylvania
- Kenneth Upperman, Pennsylvania
- Jay M. Witman, Pennsylvania
- David Wach, Pennsylvania
- Delmar B. Chesley, Pennsylvania
- * Danial E. Nevius, Pennsylvania
- Roy Cagle, Texas
- Howard G. Smith, Texas
- Boyd E. Gregory, Texas
- Blaine Smith, Texas
- Roger Hahn, Indiana
- Lee Ledbetter, Texas
- Bert Willis Danner, Alabama
- * John H. Rider, Missouri
- Bob L. Goree, Texas
- Mark S. Brown, Illinois
- James Wright, Texas
- William B. Peyton, Texas

Wanted – Swingers

Swingers!! are who we want, for the National Auctioneers' first Golf Tournament. Tuesday at 1:00 P.M., JULY 17, 1973, at the GARDMOOR COUNTRY CLUB at Indian Rocks Beach. We have reserved the green for the entire afternoon. This tournament will be scored by the Calloway Score system and will be under the supervision of the very capable auctioneer and associate, Mr. Hugo Peters, of Sarasota and Col. Kale Albritton from Lakeland. There will be a trophy for the winners, boobie prizes for the losers and something for everyone that participates. Be sure to plan now to attend.

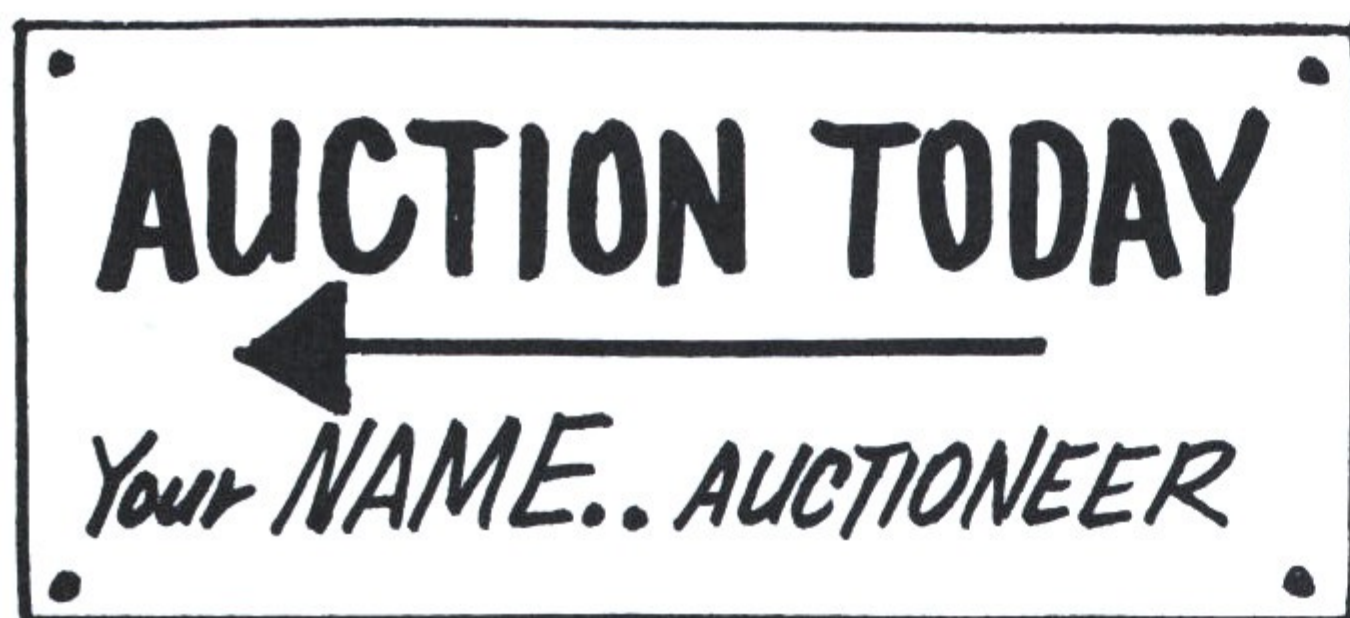
- | | |
|--|--|
| <ul style="list-style-type: none"> B. Dewey Gregg Jr., Texas John Wilson, Texas Paul Shirley, Oklahoma Kenneth Richardson, Texas Charles D. Rudd, Texas K. L. Espensen, Texas * John W. Hutchins, New Jersey * B. S. Marley, North Carolina * Robert E. Lawson, Vermont Ralph B. Collier, Tennessee Bill Miller, Indiana C. R. Tomlinson, Texas George H. Malone, Texas E. W. Strahan, Texas * Barbara Diann Hodges, Missouri * Tim Kellett, Missouri Glen D. Givens, Oklahoma * George W. Pinkerton, Florida William Gronedyke, New Jersey Joseph E. Clarey Jr., Iowa Jerry Tubaugh, Iowa Paul Grote, Iowa R. C. Wiley, Texas Bill Dennis, Texas * Wayne Weaver, Arkansas Gilbert Lambert, Indiana Ken Gouldner, Ohio * Earl M. Alligood, North Carolina * Earl D. Wisard, Ohio Larry Massey, Mississippi Dave Lee, Texas Hubert L. Demaree, Ohio Paul Wood, Texas Kenneth Grant, Arkansas Jerry Bacon, Texas * R. E. Voorheis, Missouri Phil Bunnell, Texas Frank Morris, Alabama * Patrick D. Galvin, Florida Ed Blin, Illinois Clarence Foss, New York * David Gallapoo, Ohio * J. D. Burton, Indiana | <ul style="list-style-type: none"> Robert Barringer, Texas Billy Don Smith, Texas Jack Robinson, Texas Marcel Maranda, Texas * Ralph D. Allison, Massachusetts Jim Marshall, Texas * Ray D. Miller, Virginia S. K. Presley, Texas C. A. Henson, Texas Ralph Segars, Texas James L. Parten, Texas Lary L. Dickerson, Texas John Bates, West Virginia Bud Curry, Texas Lloyd Otten, Texas Jim Davis, Texas Jim Parks, Texas George E. Borum, Illinois * Joe Wilson, Arkansas William I. Harper, California Jimmy Davis, Texas Mary Foltz, Maryland Jim Short, Texas George Williams, Jr. Texas * William Proctor, New York Jack Dillard, Texas Arthur Bunnell, Texas Preston Bunnell, Texas William Archer, Texas * Mack Rainbolt, Arkansas William M. Miller, Texas * Beverly Wayne Bryan, Texas * Hugh H. Bond, Virginia Thomas Bingham, Virginia Vern Tragesar, New York David Sims, Texas Howard Batterton, Arkansas Don Diggs, Arkansas Richard Flatten, South Dakota Earl Wieman, South Dakota Grover Patrick, Ohio Albert Paletz, Illinois William B. Hoskins, Texas |
|--|--|

C. A. Mayberry, Louisiana
 Lewis Campbell, Oklahoma
 Dick Watson, Texas
 William Broderick, Illinois
 Art Feller, Illinois
 C. H. "Chuck" Jacobs, Iowa
 Ernie R. Austin, Colorado
 * Robert J. Kinder, Virginia
 * Bob Harris, Indiana
 Mary Parkhurst, Minnesota
 Vance Mace, Arkansas
 Vance Mace, Jr., Arkansas
 Powell Smith, South Carolina
 Pete Kindle, Texas
 Charlie N. Phelps, Idaho
 Bob Carleton, Missouri
 Raymond Bender, Maryland
 Kenneth Lipton, Texas
 John Carlile, Texas
 N. R. Clark, Indiana
 Jim Graham, Florida
 Raymond N. Waldrop, Virginia
 Sam Pattison Rea, Maryland
 Richard D. Halliday, Massachusetts
 Joseph R. Bove, Vermont
 Melvin Rippetoe, Oklahoma
 Truman Kongsle, South Dakota
 A. F. Strawser, Illinois
 Fred Murphy, Illinois
 Robert E. Acton, Ohio
 Marvin Ford Jr., Ohio
 O. J. Brenner, Oregon
 Otto Seeberger, California
 Dale G. Brown, Arkansas
 Dale Brown, Arkansas
 Herbert Gocha, Michigan
 Joseph Pari, Connecticut
 Robert Frey, Ohio
 Richard H. Crandall, Ohio
 Arnold L. Coffield, Wyoming
 E. J. Whitney, Florida
 Harvey Lambright, Indiana
 Robert Myers, Indiana
 James O. Jones, Missouri
 * Frank D. McCraw, North Carolina
 Vernon Gold, Texas
 * Terry L. Logsdon, Ohio
 Gene Layne, Illinois
 T. B. Palmer, Virginia
 Don Holman, Missouri
 D. E. Bumpass, Jr., Virginia
 Louis J. Marion, New York
 Mary H. Conover, Maryland
 Edmund Kueker, Illinois
 Tom Sapp, Illinois
 Bertram Boyum, Minnesota
 Ed Lawler, Illinois
 Dick Price, North Carolina
 Douglas Scratch, Michigan
 Carl E. Honnold, Illinois

Neil F. Rich, Illinois
 Hugh James, Illinois
 * R. L. Martin, Illinois
 * J. Burley Bannister, Virginia
 Donald Quinion, New York
 Charley Mach, Oklahoma
 E. W. (Fritz) Rundell, Colorado
 R. W. Radtke, Colorado
 Joe Yearous, Colorado
 David W. Brown, Colorado
 Byron E. (Pat) Mangan, Colorado
 Jack Salisbury, Colorado
 Howard Shults, Colorado
 Henry Allen, Alabama
 William H. Knight, Arkansas
 Jerry Durnil, Texas
 Martin Fein, New York
 Edward J. Nasser, New Jersey
 Marsh Dozar, California
 Ira Garrett, Indiana
 William O. Price, Illinois
 A. E. Angle, Indiana
 Robert Gemme, Connecticut
 Robert Rysinger, New York
 Clyde W. Hendershot, Ohio
 Edward P. Pfister, Jr., Ohio
 Del Noble, Michigan
 Diz Carleton, Illinois
 James Greeson, North Carolina
 Fairfax Harrison, North Carolina
 James H. Garner, Massachusetts
 Red Mendenhall, North Carolina
 * Ronald L. Prewitt, Kentucky
 Joseph N. Corsale Jr., New York
 Leonard F. Eddy, West Virginia
 T. J. Allred, Arkansas
 Walter Case, New York
 J. W. Reynolds, North Carolina
 Leonard McGowen, Indiana
 Dale Hofbauer, Illinois
 Steve Oros, Illinois
 Floyd E. Roberson, Colorado
 Fred Bretto, Illinois
 Donald Smallwood, Missouri
 George K. Rogers, Massachusetts
 Max Pollack, Rhode Island
 Fred Otto, Oklahoma
 Raymond Phillips, Michigan
 Don Hayden, Illinois
 A. A. Johnson, Arkansas
 Joseph Lopshansky, Ohio
 Richard H. Nelson, Illinois
 Douglas P. Bilodeau, Massachusetts
 Fred Williams, Arkansas
 B. J. Cossey, Arkansas
 Larry Montgomery, Arkansas
 Curran Miller, Indiana
 Victor L. Kent, New York
 Florence L. Cornell, Massachusetts
 J. Carter, Massachusetts

Auction *DIRECTIONAL* SIGNS

*Let the crowd know where your
Sale is located...with an AUCTION
DIRECTIONAL SIGN with...
YOUR NAME ON IT!*



Send \$9.50 FOR ONE

OR \$17.00 FOR TWO

*DON'T DELAY...
Order Yours Today!
(Postage Included)*

- Big 27"x36" white canvases
- Bold black letters
- Red Arrows

- 2 sided Sign with
(RIGHT & LEFT ARROWS)

- Brass gromets
(FOR HANGING)

- Storage Tube
(ROLL-UP FOR STORING)

- Washable - Waterproof

_____ Member N.A.A. _____

SEND TO... **THE HOUSE OF LATHROP**
6259 N. CALDWELL AVE.
CHICAGO, ILL. 60646



"AUCTION MEANS ACTION"

Michael Weschler,
 District of Columbia
 Clifford Creed, Ohio
 Raymond S. Orebaugh, Virginia
 Ernest Creech, Indiana
 Glen Nordwall, Illinois
 Harold Hartzell, California
 Virgil Madsen, Oregon
 Robert Wellman, Michigan
 Jim L. Owen, West Virginia
 Leonard E. Hunt Jr., New Mexico
 Virgil Irwin, Arkansas
 Jim Irwin, Arkansas
 * John McFedries, Iowa
 * Byron Watson, Kentucky
 F. R. Yates, Texas
 Franklin Morris, Alabama
 E. W. Patten, Alabama
 B. Schwadron, New Jersey
 Dorsey Biggs, Georgia
 * Victor Mattucci, Maryland
 * Maklem W. Gregory, California
 * Frank Haney, Kansas
 Edward Heinze, Jr., North Dakota
 * John Kramer, North Dakota
 William Youngren, New Mexico
 Herbert Wright, Illinois
 Hubert Brill, New York
 * James Clater, Kentucky
 * Calvin J. Oraw, Montana
 David Hassey, New Mexico
 James R. Edwards, Maryland
 Bill McClain, Indiana
 Irving Shelter, Ohio
 William Harold Smith, Maryland
 Richard A. Mead, New York
 William Bedard, New York
 Adrian E. Anderson, Oklahoma
 William Cubberly, New Jersey
 Frank Hudson, Alabama
 Fred Koaud, Connecticut
 Walter Blackburn, Arkansas
 Robert Shuster, New York
 R. E. Harris, Arkansas
 Talton C. Mercer, Indiana
 Carol Cathcart, South Carolina
 J. C. Dyer, Arkansas
 Arthur L. Forney, Oklahoma
 Nino Damilano, Illinois
 Alvin Willis, Arkansas
 Harold Rouse, California
 Richard Allen, New York
 A. S. Hinote, California
 T. Edison, Ogden, New York
 * Joseph H. Robideau, Rhode Island
 * A. L. Tremblay, Massachusetts
 * Clark Smith, California
 Earl Newberry Jr., West Virginia
 Dennis Streberg, Alberta
 Robert Tosella, Kentucky
 Woodrow Burton, Kentucky

* G. Wayne Buckles, Kentucky
 * Charles David Collins, Kentucky
 * Emmett G. Moore, Kentucky
 Harlan H. Veal Jr., Kentucky
 Carol Torgerson, North Dakota
 Bill Watson, Texas
 A. C. VanderLaan, Michigan
 Eldon R. Sherlock, Oregon
 Ronald B. Dempsey, West Virginia
 * L. Doug Allard, Montana
 Wayne Wonnacott, Michigan
 Clarence Burkett, Michigan
 Dudley Althaus, Texas
 Steven Rosen, Hawaii
 Clyde Waltner, Illinois
 Robert D. Stark, Louisiana
 Bob Force, Wyoming
 Valery C. Watts, Louisiana
 Hugh Simpson, North Carolina
 Hubert C. Wise, Virginia
 Walter Wiegman, Indiana
 Ray Fisher, Indiana
 Marty Higgenbotham, Florida
 Morton H. Rubin, Massachusetts
 Richard Mizer, Missouri
 Ovid Jordan, Virginia
 Jerry Gwartney, Oklahoma
 Donald R. Zalewski, Ohio
 Jack Reno, Alabama
 Howard Roland, Colorado
 Norman Roth, Illinois
 Rick Amendola, New York
 Danny C. Harden, Georgia
 M. B. Barazandeh, Texas
 Andy Hasapis, Ohio
 J. O. Fenstermaker, Ohio
 Roy N. Hereford, Jr., Alabama
 Basil A. Callen, West Virginia
 Tom H. Sparks, Michigan
 Mike Fahnders, Illinois
 Jim Smykowski, North Dakota
 * Don Rowell, Alabama
 Otto Streberg, Alberta
 * Raymond Heupel, North Dakota
 Ross Kemp, Ontario
 Robert G. Ramsey, Mississippi
 Maurice C. Elsberry, Texas
 John F. Wagster, Missouri
 Dan Roth, Oregon
 M. D. Straw, Jr., New Hampshire
 * Mark Adams, North Dakota
 * Delmer Erickson, North Dakota
 * Rodney Larson, North Dakota
 * Merton Anderson, North Dakota
 * Melvin Schuler, North Dakota
 * Clayton Enga, North Dakota
 * Kelly Fischer, North Dakota
 * Larry Lovas, North Dakota
 * Richard Keil, North Dakota
 * Lynn Johnson, North Dakota
 * Charles Rodin, North Dakota

BUY BELOW WHOLESALE

"OUR PRICES CAN'T BE BEAT"

BEST In Service-Price-Quality

THE WINNER'S CIRCLE

SAVE TIME — SAVE MONEY — ORDER AT ONCE FROM THIS AD
ALL MERCHANDISE SHIPPED WITHIN 24 HOURS
WE ARE IN 1ST PLACE FOR THE LAST 20 YEARS

WATCHES 'n JEWELRY

MEN'S GOLD WATCH WITH EXPANSION BAND—Boxed	Ea. \$3.50
Ladies' Gold Watch with Expansion Band	Ea. \$ 4.50
Men's Calendar Watch with Matching Band	Ea. \$ 4.00
Ladies' Pennant Watches, Deluxe Styles	Ea. \$ 4.00
Men's Diamond Jim Brady Watch with Band	Ea. \$ 4.75
Men's "Skin Diver" Watch with Calendar	Ea. \$ 6.00
Ladies' Deluxe Round Face Watch with Band	Ea. \$ 6.00
Ladies' Nurses Watch with Band	Ea. \$ 5.25
Ladies' Square Face Watch with Suede Band	Ea. \$ 5.25
Men's Deluxe Water Proof Watch with Band	Ea. \$ 5.00
Men's Automatic Watch with Calendar	Ea. \$10.00
Men's Day and Date Deluxe Calendar Watch	Ea. \$ 7.50
Men's CRONEL "25" Swiss Calendar Watch	Ea. \$ 9.00
Men's HELBROS Watch, Beautifully Boxed	Ea. \$ 9.50
Ladies' HELBROS Dress Watch—Deluxe	Ea. \$12.50
Men's 17-Jewel Calendar Watch—Swiss	Ea. \$ 8.50
Men's HELBROS Dress Watch—Gold or Silver	Ea. \$11.50
Men's HELBROS Calendar Watch—Silver Only	Ea. \$12.50
Ladies' HELBROS 2 Diamond Watch	Ea. \$17.50
Men's 17-JEWEL DAY-DATE DRESS WATCH	Ea. \$ 8.50
Ladies' BRILLIANT CUT—HAND SET	
173 STONE WATCH	Ea. \$12.50
WALTHAM Ladies' Sport Watch w. Suede Band	Ea. \$11.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$ 9.25
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$23.00
HILTON Ladies' 4-Diamond Dress Watch	Ea. \$16.50
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 6.00
Men's Auto. Day-Date Dress Watch with Band	Ea. \$12.00
JAMES BOND 007 SPY WATCH WITH HOUR WINDOW	Ea. \$ 3.00
Ladies' HEART SHAPED DRESS WATCH	
Gold or Silver	Ea. \$ 6.50
Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
Match Mate Ring Set—12 in 1	Ea. \$ 2.00
Men's Waltham Electric Watch—Waterproof	Ea. \$25.00
Cronel "400" Skin-Diver Watch	Ea. \$10.00
Men's or Ladies' Raincoats with hood	Doz. \$ 1.00
Louls D'OR Perfume—\$20.00 Retail	Doz. \$ 5.00
Spray Perfume, Boxed—1000 Sprays	Doz. \$ 2.90
10 Pc. French Perfume Set, \$20.00 Retail	Per Set \$ 2.00
TIFFANY Perfume—2 oz.—Gift Boxed	Doz. \$12.00
Glamorous FILIGREE Spray Perfume	Doz. \$ 5.90
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$12.00
4 pc. RUSSIAN LEATHER Cologne Set	Ea. \$ 1.75
2-oz. ORIENTAL JADE Men's Cologne	Doz. \$ 3.90
2-oz. Men's RUSSIAN LEATHER	Doz. \$ 3.00
Ladies' Wallets with 40 Windows, Boxed	Doz. \$ 3.90
Men's Wallets, Boxed	Doz. \$ 4.80
Ladies' Deluxe Clutch Purse	Doz. \$ 7.20
Trucker's Cowhide Wallet with 5 Compartments	Doz. \$17.50
Necklace and Earring Set, AURORA	
BOREALIS, Asst. Colors	Doz. \$18.00
Men's ROYAL STAR WATCH	
"250" WITH 36 STONES with Calendar	Ea. \$ 7.50
AURORA BOREALIS ACORN Necklace	Doz. \$ 5.90
AURORA BOREALIS HEART Pendant	Doz. \$ 7.20
NITE 'N DAY Reversible Necklace—Pearl and Rhinestone	Doz. \$ 9.00
Deluxe 4-pc. Pendant & Choker Set w. Earrings	Set \$ 2.00

APPLIANCES 'n HOUSEWARES

ELECTRIC CAN OPENER—AUTOMATIC	Ea. \$4.25
Elec. Can Opener—Knife Sharpener—Btl. Opnr.	Ea. \$ 6.00
Electric Portable Hand Mixer	Ea. \$ 5.75
2-Slice Automatic Toaster—NAME BRAND	Ea. \$ 6.25
4-Slice Automatic Toaster—NAME BRAND	Ea. \$10.00
2-Speed Blender—PROCTOR-SILEX Heavy Duty	Ea. \$ 9.50
Giant European Cut—Hand Decorated Beer Stein	Ea. \$ 9.50
Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea. \$ 5.90
2 Pc. Deluxe Oven Proof Gourmet Set	Set \$ 3.00
Electric Mixer on Stand with Bowl	Ea. \$ 9.50
MIRRO Automatic Perk.—9 Cups	Ea. \$ 5.00
10-pc. Hard TEFLON-II Set—NAME BRAND	Set \$ 7.50
7-pc. Hard TEFLON-II Set—In Avocado Only	Set \$ 9.00
6-pc. Avocado ROYAL CHEF Alum. Cookware	Set \$ 5.90
49-pc. Cook-N-Serve Ensemble—Guaranteed for 5 Yrs. Also Ovenproof	Set \$ 7.50
Lite-Up Mirror w. Travel Case—Just Turn On	Ea. \$ 3.75
Small Floral Pitcher & Bowl Set	Doz. Sets \$ 7.20
Beaut. Mahogany Dancing Doll Jewelry Chest	Ea. \$ 3.50
Musical Beer Stein—Large Size	Ea. \$ 3.50
19-pc. Decorated Handle—Sheffield, England Cutlery Set	Set \$ 6.50
15-Pc. Decorated Handle Cutlery in Book Chest	Set \$ 3.50
50-pc. Stainless Steel Flatware Set, Gift Boxed	Set \$ 7.50
EVERSHARP 3-pc. Stainless Steel Carving Set	Doz. \$ 9.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz. \$ 9.80
5-pc. Kitchen Knife Set—in Wooden Display Rack	Set \$ 2.00
21-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$10.00
14-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$ 7.50
6-pc. Steak Knife Set—in Display Box	Doz. \$ 8.00
Beautiful Ass't. Kitchen Clocks	Doz. \$30.00

TOOLS

50 FT. DROP CORDS—ALL COPPER WIRE	Doz. \$15.00
20-pc. Socket Wrench Set	Ea. \$ 1.75
7/4" ELECTRIC SAW — BY RAM	Ea. \$14.50
1/4" ELECTRIC DRILL — BY RAM	Ea. \$5.90
14-pc. Up to "1 1/4" Industrial Open End or Box Wrench Set	Set \$11.50
11-pc. Industrial Open End or Box Wrench Set	Set \$ 6.50
8-pc. Heavy Duty Open End Wrench Set in Clp.	Set \$ 3.50
7-Pc. Irwin Screwdriver Set	Per Set \$ 1.90
7/4" Black and Decker Electric Saw	Ea. \$18.50
16-oz. Steel Hammer	Doz. \$ 6.25
19" Deluxe Tool Box with All Metal Tray	Ea. \$ 2.75
Deluxe Carded Wrench Key Chain—Hot Seller	Doz. \$ 2.50
6" Slipjoint Pliers	Doz. \$ 3.00
29-pc. BLUE TEMPER Drill Bit Set	Set \$ 5.90

RADIOS 'n NOVELTIES

6 TRANS. RADIO WITH CARRYING CASE & BATTERY	Ea. \$2.25
Beautiful Wooden Spice Rack Radio	Ea. \$12.00
Large Size AM/FM Radio Battery/Electric #2019	Ea. \$ 9.00
TOILET SEAT RADIO "JOHN"—Ass't. Colors	Ea. \$ 6.50
Deluxe 5-Band—Police—AM/FM Radio	Ea. \$13.50
9-Band Solid State Deluxe Multi Zone Radio	Ea. \$38.00
Beautiful Plush Poodle Radio—Ass't. Colors	Ea. \$ 4.50
DELUXE CHARGER RADIO—#1 SELLER.	
AM/FM RADIO-BATTERY/ELECTRIC	Ea. \$10.00
Walkie Talkie Set—Solid State—Complete	Set \$ 9.00
4 Speaker AM/FM Mahogany Table Radio	Ea. \$22.50
Men's 2-pc. Deluxe Sweater Set	Per Set \$ 5.00
Disposable Butane Lighter—Display Boxed	Doz. \$ 5.90
MEN'S WINDPROOF LIGHTERS —	
Carded or Boxed	doz. \$ 2.00
12" Black & White Television Set	Ea. \$60.00
8-Track Deluxe Car Stereo with 2 speakers and wiring	Ea. \$24.00

LAST MINUTE SPECIALS

2-pc. Ovenproof bake set	set \$1.00
3-PC. BEADED BAG SET	Doz. \$7.20
DELUXE CARDED SPONGES—12 PER CARD	\$1.00
45-pc. Dinnerware SET — Unbreakable	Set \$ 4.80
Deluxe Beacon Blanket—72"x90"—Ass't. Colors	Ea. \$ 2.50
Men's Deluxe Tee Shirts—Top Quality	Doz. \$ 4.50
Cannon Towels—Giant Size	Doz. \$ 6.90
3-pc. Ladies' Luggage-Tote Bag Set	Set \$ 6.90
Matching Umbrella and Bag Set	Doz. Sets \$13.00
8-Track Auto Stereo Tape Player with 2 Speakers and Bracket—Complete Set	Set \$25.00
Old Fashion Large Size Kerosene Lamps	Doz. \$24.00
Giant Stained Glass Kerosene Lamp, Boxed	Ea. \$ 2.00
(10x50) Binoculars with Leather Carrying Case	Set \$17.50
PLAY-POKER SLOT MACHINE—DEALS A NEW HAND EVERY TIME YOU PULL THE HANDLE... FASTEST PITCH ITEM ON THE MARKET TODAY—	Ea. \$1.75
TROUBLE FREE — Made in Japan	
Large Size Ass't. Plush Toys	Doz. \$16.00
DELUXE ALL SWISS 12 WATCH ASS'T.	
12 WINNERS—All Boxed	\$60.00
Men's Stretch Socks — 1st Quality	doz. \$ 2.50
10 Page Photo Album	doz. \$16.50
ANTIQUE WOOD — SPICE RACK RADIO	Ea. \$12.80
BEAUTIFUL LADIES' HEAD SCARFS —	
Ass't. Colors	Doz. \$ 1.90
SPAULDING GOLF BALLS	doz. \$ 3.90
PANTY HOSE — 1st QUALITY	doz. \$ 3.90
Pre-Recorded 8 Track Cartridge Tapes—Ass't. Top Tunes	Ea. \$ 1.75
3-pc. Men's Wallet and Keycase Set	Set \$ 3.00
Beautiful Ass't. Pendants and Earrings—Boxed	Doz. \$ 2.00
Draw Poker Slot Machine	Ea. \$ 2.25
Large Size Electric 3-D Picture	Ea. \$ 6.00
The Original "DRINKING BIRD"	Doz. \$ 3.90
2-pc. Philippine Hand Carved Wooden Spoon and Fork Set	Set \$ 2.00
Beautiful Crystal Look Mod Keychain	Doz. \$ 1.90
Large Musical Pewter Decanter Lantern	Ea. \$ 3.90
Beautiful Kerosene Lamps — Ass't. Colors	Doz. \$ 6.00
Ladies' Wallets with 100 Vue Windows	Doz. \$ 6.90
Ladies' Bubble Umbrella—Ass't. Colors	Doz. \$12.00
Men's Watch Bands	Doz. \$1.50
Beautiful Ladies' Sweaters—Italian Design	Ea. \$ 4.00
Deluxe Friction Toys—Ass't. Kinds	Doz. \$ 6.60
Large Size Grandfather Clock	Ea. \$ 7.00

Visit Our Showroom For 1,000's of Bargains

Bring your truck or car and take advantage of 1000's of bargains available for cash buyers at tremendous savings. Order from ad by sending Money Order, Bank Draft or Certified Check only. NO PERSONAL CHECKS. 24 hour Service. Send \$1.00 for complete CATALOG on Hundreds of items at terrific savings. Money back guarantee if not 100% satisfied. Everything shipped F.O.B. Chicago. All merchandise sold for resale purposes only—wholesale only. Minimum order accepted \$50.00. ORDER FROM THIS AD! Send Postal Money Order or Certified Check. "SPECIAL SALE EVERY SUNDAY"—DON'T MISS THIS SALE. "OUR PRICES CAN'T BE BEAT." ALL MERCHANDISE IN STOCK.

BRING THIS AD FOR FREE \$50.00 GIFT WITH PURCHASE.

IF YOU WANT TO BE IN THE WINNER'S CIRCLE, AND ALWAYS BE IN FIRST PLACE, THE ONLY PLACE TO BUY IS AT SHELDON CORD PRODUCTS. WE WANT YOU TO LOOK! WE WANT YOU TO SHOP! BUT WE DON'T WANT YOU TO OVERPAY. AGAIN WE SAY WE WANT YOU TO BE IN FIRST PLACE AND BUYING FROM SHELDON CORD PUTS YOU IN FIRST PLACE.

ORDER NOW FROM THIS AD
AND YOU WILL BE A WINNER.
— YOUR FRIEND FOREVER —

SHELDON CORD PRODUCTS
3320 WEST LAWRENCE AVENUE
CHICAGO, ILLINOIS 60625
PHONE: (312) 267-6570

OPEN FROM 9 TO 6 SEVEN DAYS A WEEK

Curtis J. Price, South Dakota
 Daryl Ball, Indiana
 Dennis Ahrens, Illinois
 Jack Reedy, Maryland
 Donald V. Miller, Oklahoma
 Rolland R. Hannam, Illinois
 Duke Rath, Illinois
 Chuck Housh, Jr., Illinois
 Robert L. Neff, Indiana
 Lonnie C. Wilson, Arkansas
 Leo F. Brown, Oklahoma
 L. G. Schloatman, Wyoming
 Anton Buschjost, Missouri
 Jesse F. James, Oklahoma
 John O. West, Ohio
 * Fred J. Stone, New Jersey
 Arthur Burchett, Iowa
 Charles Feeler, Indiana
 R. W. Henderson, Arkansas
 Eugene Kirsch, Arkansas
 Paul Royals, Mississippi
 Paul Robbins, Arkansas
 Michael Scott Seymour, Washington
 Eldon Hallmark, Michigan
 E. L. (Butch) Olson, Illinois
 Charles Macha, Texas
 Jim Sykora, Michigan
 Billy Dunn, North Carolina
 * Robert Dobrinz, North Dakota
 * John W. Murphy, North Dakota
 John S. Sadowink, New Jersey
 James Irwin, Arkansas
 David T. McGaughey, Illinois
 Larry Potts, Texas
 Delma Webb, Arkansas
 Don Flushe, Texas
 * Ross J. Mitchell, Tennessee
 * Max C. Wilson, Tennessee
 * C. Roy Clark, Tennessee
 Rupert H. Shrader, Alabama
 Kenneth M. Rice, New York
 B. G. Hudson, Jr., Georgia
 Asa Marshall III, Georgia
 Blaine D. Cone, Arizona
 Lawrence Chapman, Michigan
 Fred W. Harmon, Virginia
 Arthur Harrison, North Carolina
 * V. Paul Wells, Oklahoma
 B. M. Huber, Illinois
 W. W. Kennedy, North Carolina
 Mel Ellis, California
 Emmett Harbour, Colorado
 Fred Hiett, Arkansas
 Jerry Hiett, Arkansas
 Carlton Stephens, Texas
 Chet Guffey, Ohio
 Irvin B. Rosen, Texas
 Nelson Mews, Illinois
 Leon Brinkley, Arkansas
 Sidney White, New Jersey

Phil Tuck, Georgia
 Wayne Sledge, Oklahoma
 Jim Cates, Arkansas
 Howard Schultz, Illinois
 Samuel Brock, Georgia
 Laura Fleischner, Arkansas
 Martin Fleischner, Arkansas
 * L. B. Fischer Jr., Florida
 * Darrell L. Crabtree, Nebraska
 Ralph E. Moore, New Mexico
 Jack Raty, Montana
 Mike Coolidge, Montana
 Gene Gabel, Montana
 Ron Miller, Montana
 Donald Zimbleman, Montana
 John Mandeville, Montana
 Dallas Sparks, Montana
 R. J. Thomas, Montana
 Bill Hagen, Montana
 Dell Strommen, Montana
 Andy Strommen, Montana
 Rick Stahl, Montana
 Fritz Hoppe, Montana
 Wallace Westermarck, Montana
 Carl Westermarck, Montana
 Bill LaFebure, Montana
 * Colin Bass, Montana
 Frank Bass, Montana
 Errol Fritz, Montana
 Robert Kensella, Montana
 Jack Ellis, Montana
 Eldon Jones, Montana
 Paul Schultes, Montana
 Ed Reimer, Kansas
 Floyd Gehring, Kansas
 * Roger A. Johnson, Kansas
 R. M. 'Dick' Brewer, Kansas
 Bob L. Jessup, Kansas
 Fred Sherlock, Kansas
 Rex B. Newcom, Kansas
 Leland Boesker, Kansas
 Donald J. Godwin, Kansas
 * Leslie J. Godwin, Kansas
 C. W. "Bill" Crites, Kansas
 Earl Roderick, Kansas
 Guy C. Michael, Kansas
 Ralph Van Sickle, Kansas
 Carson E. Hansen, Kansas
 L. H. "Bing" Carter, Kansas
 Charles Macy, Kansas
 Lawrence Welter, Kansas
 Paul A. Hurst, Kansas
 Earl Whitehurst, Kansas
 Ronald J. Scott, Kansas
 Leroy Burkett, Kansas
 Marvin Knopp, Kansas
 Ernest Persinger, Kansas
 Eldon Thorman, Kansas
 John Cogan, Kansas
 John Collins, Kansas

PHONE
(312)
342-3600

A. MARCUS CO.
2418 W. NORTH AVE.
CHICAGO, ILL. 60647
WHOLESALE MERCHANDISE

PHONE
(312)
342-3600

ESTABLISHED 1908

Auctioneers largest supplier of National Brands — Close Out and Promotional merchandise. Complete lines of Nationally advertised brands. Names such as **Black & Decker**", "**Coleman Cable**", "**Skil**", "**Chicago Pneumatic**", "**Sunbeam**", "**Mirro**", "**G.E.**", "**Cannon Mills**", "**Husky**", "**Proctor-Silex**", "**Wilton**", "**Helbros**", "**Sharp. Elec.**", "**Westclox**", "**Ronson**", to name only a few.

In addition to our regular lines of merchandise, we are constantly receiving large quantities of closeout merchandise of all types. Everything from tools to towels can be had at prices much lower than their original cost. Our three floors are packed full with **appliances, radios, T.V.'s, stereos, watches, soft goods, tools etc.**

Come to our showrooms and see samples of the above mentioned merchandise. If you are unable to visit us here in Chicago then write or phone us at our expense. We will be happy to send you a sample order - or describe in detail some of the outstanding values. **All merchandise is fully guaranteed over the counter replacement on all defective merchandise.** Recommended by "Col." Skeen of Roselle, Illinois and "Col" Quick of Aurora, Ill.

All merchandise shipped on same day as order is received. One stop will cover your every need from the Largest Complete Stock to your smallest fillin. We are here to help you make 1973 your biggest year. — Write for our FREE Catalog.

We Offer You
NO GIFTS — GIMMICKS OR GLAMOUR
Satisfaction is our greatest Asset

PHONE
(312)
342-3600

A. MARCUS CO.
2418 W. NORTH AVE.
CHICAGO, ILL. 60647
WHOLESALE MERCHANDISE

PHONE
(312)
342-3600

- Dale Clayton, Kansas
 Jack Littlejohn, Kansas
 Larry Lagasse, Kansas
 * Warren L. Henrie, Kansas
 Ralph Heidrick, Kansas
 Roy Wood, Kansas
 * W. R. (Bill) Dry, Kansas
 Willis Darg, Kansas
 Charles Gearhart, Kansas
 John Gordon, Kansas
 Clifford Reese, Kansas
 * Denotes new member.

Missouri Auctioneer Turns Entertainer

Col. Roger A. Hollrah of St. Charles, Missouri, has been in the auction profession for the past 17 years, selling farm and household sales in and around the St. Louis area. He has belonged to the N.A.A. ever since going into the auction business. His son, Steven, just recently graduated from the Missouri Auction School and is now also affiliated with the auction company.

Col. Hollrah said he always did like to entertain people and has been doing this locally for the past five years. As a member of the Daniel Boone Toastmaster Club, he has participated in their Area and District Humorist Speech Contest and has won some nice trophies.

"I love to make people laugh and this always helps in getting them in a good mood at an auction sale. Putting on my

act at local banquets and meetings has helped to keep my name before the general public. I advertise myself as THE COUNTRY COLONEL and this also fits into the auction profession."

Col. Hollrah also states that he is now getting dates to entertain outside the local area and although it is time consuming, he truly enjoys it. "There is nothing like entertaining a large group of farmers and their wives. Laughter is like bidding at a public auction-it becomes contagious."

A display advertisement, offering Col. Hollrah's talents, appeared on page 25 of the April issue of THE AUCTIONEER.

NASHVILLE

AUCTION SCHOOL

Term Soon, Free Catalog.
We run 5 terms each year.
Write for our free catalog.

Nashville Auction School
1921 West End Avenue
Nashville, Tennessee 37203

The Nation's Finest School
 in Music City, U.S.A.

REPPERT SCHOOL OF AUCTIONEERING

Tuition \$200.00
For 3 Week Term

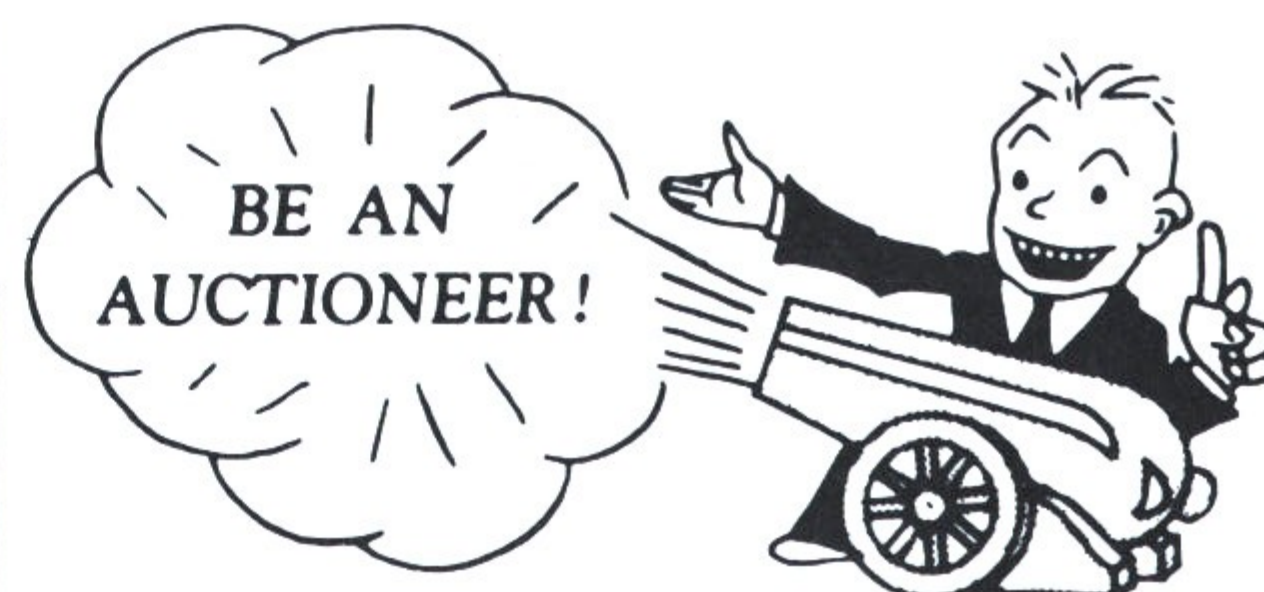
Also Home Study

Founded in 1921

Decatur, Indiana

Box 189 46733

AC 0033



ENROLL TODAY!

Being An Auctioneer Is An
Honorable, Pleasant and Profitable
Profession. No Capital Is Required.

* * * * *

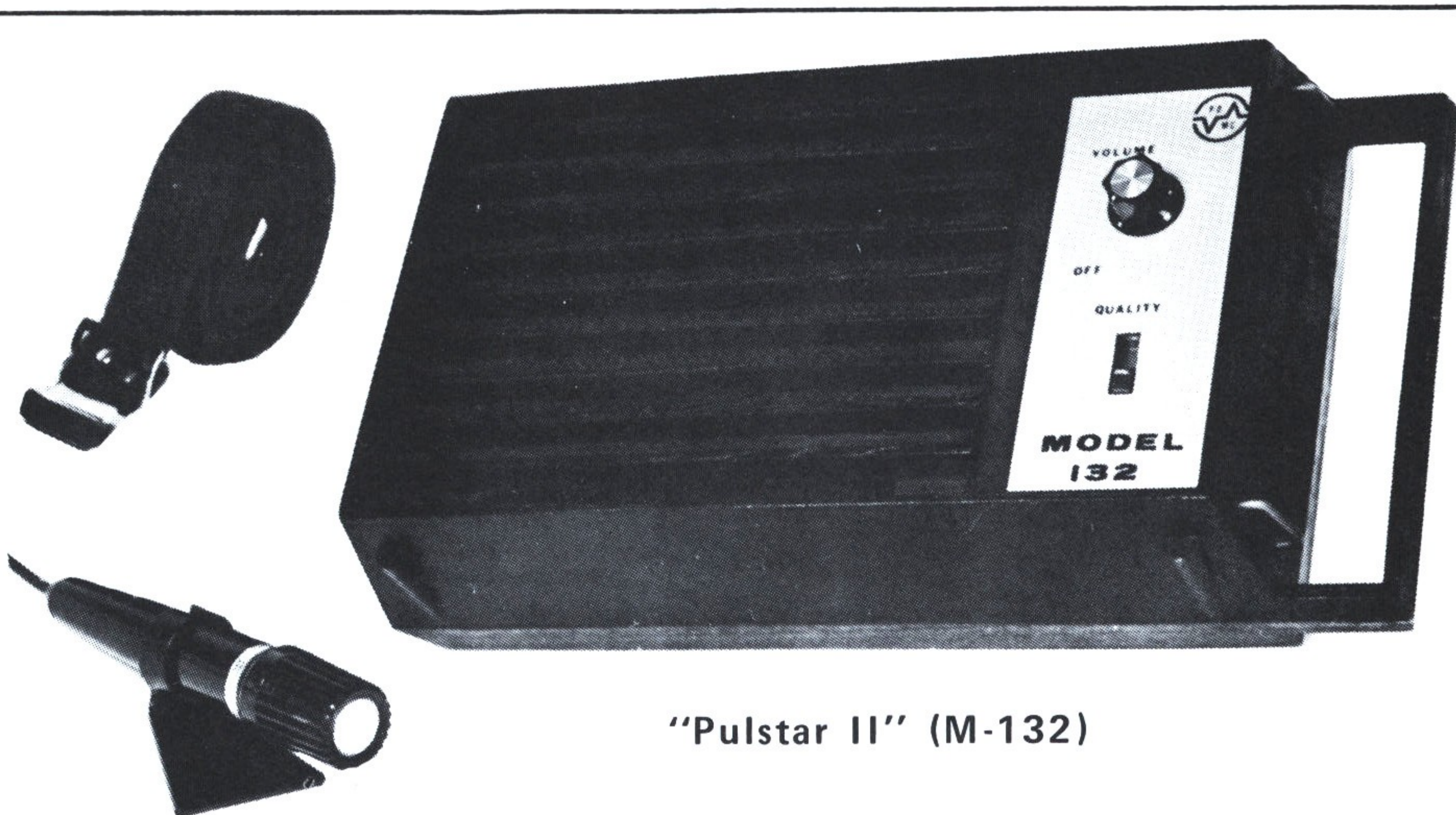
WRITE FOR BROCHURE AND APPLICATION TODAY

MENDENHALL
School of AUCTIONEERING

U. S. HWY 29 & 70 W (1-85)

PHONE (AC-919) 888-7165)

HIGH POINT, NORTH CAROLINA



"Pulstar II" (M-132)

DRAW THE BIG BIDS FROM THE CROWD SPEAK UP - LOUD and CLEAR!

"PULSTAR II" – the AUCTIONEER'S VOICE:

- Clear, powerful sound
- Truly portable – sets up anywhere in seconds
- Lightweight – only 11# including batteries
- AC/DC – 6 "D" cells and AC adapter included
- Handsome, impact-resistant woodgrain cabinet
- Aux. jack for extension speaker, tape player or similar input
- Quality cardioid microphone and lavalier, included
- Optional: 25 ft. extension cable *or* handy carrying strap
- Total Package – "PULSTAR II" – including batteries, AC adapter, cardioid mic and lavalier – Bids for purchase at \$119.95. Each additional speaker – self powered AC/DC with 25' cable only \$39.95.

Write –

PULSE DYNAMICS MANUFACTURING CORP.
Colchester, Illinois 62326



John Cummins Celebrates 50 Years of Auctioneering

By Thelma Taylor

"Auctioneering is simple but it isn't easy," John L. Cummins, a silver-throated 'cryer' of Cynthiana, Ky., tells FFA boys who are beginning the trade. "First, there must be thorough and sufficient advertising to get the crowd and, second, the auctioneer must be able to get the money out of them when the sale starts."

Cummins has practiced his two-point policy for fifty years and has progressed to serving as president of the National Auctioneers Association. He received a plaque from fellow members of the organization in recognition of his contributions to the trade in 1970.

Gratitude and appreciation are two points to the auctioneer's personality that have made him stand tall in his trade. He expressed these attributes on March 29 when he celebrated his fiftieth anniversary with open house at his office on Main Street and with a dinner for all his employees and associates through these profitable years.

Cummins practiced the auctioneer's cry for the first time March 28, 1923, at a pie and box supper at the Lair Methodist Church. It was soon discovered that his services were free and that he was a Bob Hope type entertainer that drew crowds.

He decided to capitalize on his popularity at pie suppers so he and his friends would plant a boy to bid at a signal from Cummins on a popular girl's box. "The boys would bid furiously to get their girl's box." Cummins laughs, "but one time a boy got mad and said, 'You can have it.' The girl wouldn't eat with our boy. He was dressed like a bum and had a baseball cap on his head sideways. We all chipped in fifty cents and ate the box supper together."

One of his buddies pointed out a girl at a box supper at Berry, Ky., and asked the young auctioneer, "How could I bid on her box?" "I'll check the numbers," Cummins instructed, "and when I say, 'This is a humdinger,' you bid." The boy did and got a wife.

"The opening and starting of a sale is easy," the veteran of over 11,000 auc-

tions explains, "the main work is done when the point of selling is reached." The biggest sale that Cummins auctioneered was that of the Bromley estate, at Cynthiana, which lasted eight days and drew people from all over the mid-West.

He started selling on the tobacco market in 1926, beginning with the flue-cured market in Georgia and coming north as markets closed. "Very few bids were more than 10 cents. Now all tobacco is sold at dollar bids." He explains that the general auctioneer begs for bids whereas tobacco buyers have a price scale set up.

Cummins auctioneers for a living. He has performed his civic duties to his community by serving as Mayor of Cynthiana for 16 years, senator of the 30th district of Kentucky, president of the Cynthiana-Harrison County Chamber of Commerce, member of the Industrial Foundation, sponsor and helper in school and club activities and master of ceremonies for thousands of occasions. He is presently practicing his part as 'flower girl' in a Womanless Wedding to be presented to finance scholarships for local students. He has wit to make comedians jealous. He has appeal that platform speakers envy. When he stands to speak, his audience smiles.

He is grateful and he always says, "Thank you," from the heart.

A notable quote: "Currently we are involved in one of the largest con games ever played, the environmental con game. It is an easy game to play. It requires no skill and works best in highly educated, technologically oriented, socially conscious societies. There's no easier sucker than someone who has been exposed to a smattering of knowledge, who has tasted the fruits of technology, and who feels slightly guilty for having it so much better than his fellow man." — Dr. Ross McKinney, Prof. of Civil Engineering, Univ., of Kansas.



John L. Cummins, Cynthiana, Ky., past president of the National Auctioneers Association and a recipient of "Auctioneering's Highest Award", gives some instructions to Gary Crump (left) and Greg Kearns (right), FFA auctioneers, in preparation for an auction they were conducting for the school board. Cummins celebrated his 50th anniversary as an auctioneer on March 28.

Antiques Sell Good In Arkansas Auction

Again, excellent prices were received at a recent Antique Auction held at the Convention Auditorium in Hot Springs, Arkansas. Some of the prices were: small Chippendale desk - \$400, oak clock - \$525, glass front china cabinet - \$600, small organ - \$375, porcelain figurine - \$150, grandfather's clock - \$1,500, Napoleon desk - \$800, pr. Sevres urns - \$600, Mallard Etegere — \$950, mahogany poster bed - \$750, Le Gras vase - \$300, Galle' vase - \$410, Napoleon type desk - \$850, pr. Dresden candle holders - \$280, military chest - \$250, small bronze figure - \$600, Muller vase - \$400, Daum Nancy vase - \$310, 3 pc. gold bronze clock set - \$830, 7 pc. parlor set - \$800, 12 Chippendale chairs - \$3,180, rosewood table - \$525, Tiffany lamp - \$900, Tiffany bowl - \$625, Dresden figurine - \$500, Galle' canoe (small) - \$425, brass wall clock - \$1,000, Aubusson tapestry - \$3,500, Tabriz rug (9'3" x 13'5") - \$3,250.

There were 350 people in attendance. All the merchandise was tagged and cataloged (347 items). Just as we do in all sales of this nature, we charged \$5.00 for the catalog and this was the admission to the auction. Total sale was \$70,206 and it took seven hours to complete. The auction was held on March

1, 1973, starting promptly at 10 a.m. James E. Wilson of Hot Springs, Arkansas, and a life member of the National Auctioneers Association was the auctioneer, assisted by his son, Joe R. Wilson.

Why all the noise from people who say they "never dreamed" of having women on war ships? ANY SAILOR will tell you he never dreamed of ANYTHING ELSE!



Be proud of your state and National Association. Display the emblem or the words "Member of (state) and National Auctioneers Association" in all advertising and promotion.

Engravings of this emblem in 2/3" and 7/8" sizes can be obtained for \$2.50 each, postpaid. Order from:

THE AUCTIONEER
135 Lakewood Drive
Lincoln, Neb. 68510



Western College of Auctioneering

Pictured on the opposite page are members of the graduating class of Western College of Auctioneering, Billings, Montana, class of March, 1973: (Left to right).

FRONT ROW: Instructors, R. J. Thomas, Bill Hagen, Billings, Jack Ellis, Roundup, Mt.; Marie Mulette, and grandson Jeff, Billings, Mike Coolidge, Billings.

SECOND ROW: Monte Bruck, Wilsonville, Ore.; Michael Steinbach, Burns Lake, B.C.; Robert Reynolds, Gillette, Wyo.; Charles Copple, Glasgow, Mont.; Charles Copple, Jr., Glasgow, Mont.; Charles Croom, Petaluma, Calif.; Robert Hoskins, Blackfoot, Ida.; Gene Tuberville, Blytheville, Ark.

THIRD ROW: Calvin Oraw, Sidney, Mont.; Vance Mace, Paragould, Ark.; Walter Edwards, San Francisco, Calif.; Calvin Gazdag, Manyberries, Alberta; Leslie Boechler, Calgary, Alberta; William McCain, Lawrence, Kans.; James Clater, Cecelia, Ky.

BACK ROW: Louis Caldwell, Erick-

son, B.C.; Bill Brand, Radisson, Sask.; Dennis Hunt, Arcola, Sask.; Lee Roy Brown, Price, Utah; Michael Kaltenhauser, Rush City, Minn.; Emmet Gemme, Windsor, Conn.; Peter Couldwell, Quesnel, B.C.

Three World Records Set In Art Auction

New York—A leading art gallery said several world auction records were set at the sale of 89 works of art from the estate of Edith Gregor Halpert that brought more than \$3 million.

A spokesman for Sotheby Parke Bernet Inc. listed the following world auction records.

— "Puppies," a 1950 painting by Georgia O'Keefe, to a private Florida collector for \$120,000, a record for the work of a living American artist.

— "Little Joe With Cow," by Yasuo Kuniyoshi, brought \$220,000 from a little-known Tokyo art dealer, a record for a 20th century work.

— "Tango: a Pair of Figures," by Elie Nadelman, brought \$130,000 from Dannenberg Galleries, a new high for an American sculpture.



CONTAINER BUYERS

Visit One of Europe's Largest Wholesale Sources of Antiques. 6 Floors, Buy F.O.B. Antwerp, Belgium or We'll Select and Pay All Charges to Your Door. Low Prices, \$150.00 Full Price for Packing, Paper Work and Delivery of 20 Foot Containers to Antwerp Dock. **Write or Call Collect — LYNN WALTERS, CLACKAMAS, OREGON, Phone 503-654-3000.**

Supplying Both East & West Coasts — Annual Volume Over \$1,000,000.00

Know Your Director

Joe Donahoe graduated from the Reppert School of Auctioneering, Decatur, Ind., in 1940, and has been engaged in the real estate and auctioneering profession since with the exception of four and a half years during World War II. While serving with the Army he obtained the rank of 1st Sgt. and participated in several battles in the South Pacific area. He received the Pacific Service Medal with four bronze stars in addition to many other meritorious citations.

Some highlights of his auctioneering career include the selling of the Junior Livestock Show sale at Madison since its inception in 1944, auctioneer at the Wisconsin State Fair Governor's Blue Ribbon Beef Sale for the past five years and he has served as a member of the Sales Committee and Auctioneer for the Wisconsin Beef Improvement Association Sale at the new test station in Platteville, since it was established in 1970. These are in addition to the many auctions of all types he has conducted for individuals.

He built and operated as a partner the Belmont Livestock Auction Market for 15 years. He continues to sell weekly sales at the Milwaukee Stockyards and special feeder sales at the Belmont Market. In 1962 he was named "Wisconsin Auctioneer of the Year."

Joe has always been active in association work. He has served the Wisconsin Auctioneers Association in every office and it was while he was Secretary-Treasurer that the group's publication, The Badger Chant, was initiated. Before his election to the NAA Board of Directors, in 1968, he had seen service on various NAA Committees and it was here that his good judgement on association matters was recognized.

At the expiration of his three year term as an NAA Director, he was elected to the office of 2nd Vice President and is now serving as 1st Vice President.

His services to others has not been limited to auctioneering groups. Joe is currently serving a three year term on the Board of Realtors of Southwest Wisconsin. He spent six years as an Alderman and as Mayor of his home town of Darlington, two terms as supervisor on Lancaster County Boards and was chairman of the county condemnation com-



JOSEPH W. DONAHOE

missioners. He is a member of the Knights of Columbus, American Legion and VFW and served as Commander of both service organizations.

Joe and his wife, Ann, have eight children, four boys and four girls. They now have two granddaughters. One son operates a 540 acre farm stocked with registered Polled Herefords. The Donahoes have been residents of Darlington for many years.

A modern mother was overheard to say, "I always wanted a child with long, blond curls — but I had hoped it would be a girl!"



ZIP CODE 22901

AREA CODE 703

WRITE General Material & Brochures

Polled Herefords Score \$5,000 In CMR Sale

SENATOBIA, Miss. — A large crowd of enthusiastic Polled Hereford breeders and an overwhelming demand for quality cattle made for one of the hottest sales ever held by CMR at the ranch near here Feb. 12. The event was CMR's 32nd Annual Sale, and interest was at a high pitch, as buyers appraised and bid on this outstanding offering. The result was one of the best sales ever held by CMR. Cattle sold into 12 states.

The total of 50 1/4 lots grossed \$252,725 to average \$5,029, with 19 1/4 bulls making \$8,164 and 31 female lots \$3,083.

Museum Gets \$100,000 From Auction Series

In the fifth annual auction for the C. M. Russell Museum, Great Falls, Mont., 169 works of art from more than 70 consignors were offered. The auction was sponsored by the Advertising

Club of Great Falls and held in the Hotel Rainbow.

The C. M. Russell Museum has received \$82,223 from net proceeds of the four previous auctions. This year's event grossed \$185,000, of which the museum's share will raise its total receipts from the five auctions to well over \$100,000.

The GREAT FALLS TRIBUNE devoted a full page of pictures and commentary in its edition of Sunday, March 25, describing the auction with a large caption, "Fifth annual Russell auction another winner."

Jack Raty, Fort Shaw, a member of the Montana and National Auctioneers Associations, has conducted all five of the "Russell" auctions.

Be An Auctioneer

Two week term and home study.
Nationally recognized. G.I. approved.

FREE CATALOG!

Missouri Auction School

1600 GENESEE / KANSAS CITY, MO. 64102

Clip and Mail this form to:

Reservations Manager

THE ST. PETERSBURG HILTON

333 First Street South

ST. PETERSBURG HILTON

ST. PETERSBURG, FLORIDA

NATIONAL AUCTIONEERS ASSOCIATION

Wednesday, July 18 - Sunday, July 22, 1973

PLEASE RESERVE:

Single Room — 1 person\$16.00

Double (Twin double beds) — 2 persons\$22.00

ARRIVAL DATE

DEPARTURE DATE

NAME:

ADDRESS:

* Please send in reservations by June 22, 1973



THE **auctioneer** **Booster Club**

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

ALABAMA

Col. Kumpy Brewer—Moulton
Col. J. L. Bryant—Bay Minette
Col. J. M. Casey—Albertville
Col. Arthur Cole Jr.—Huntsville
Col. Rad Dickson—Headland
Col. John Felder—Robertsdale
Col. J.C. "Joe" Frisbie—Weaver
Col. Richard E. Green—Roanoke
Col. Roy N. Hereford, Jr.—Faunsdale
Col. John A. Horton—Huntsville
Col. J. P. King—Gadsden
Col. Hope Lynn—East Tallahassee
Col. Frank Morris—Gardendale
Col. Ronald L. Pankey—Horton
Col. E. W. Patton—Vinemont
Col. M. S. Pennington—Huntsville
Col. Freeman Smith—Bryant
Col. Kenneth Terrell—Boaz
Col. Conrad Thompson—Phenix City
Col. Ben Whigham—Dothan

ALASKA

Col. Jack Ward—Anchorage

ARIZONA

Col. V. R. Bud Bevercombe—Yuma
Col. Richard Coleman—Tuscon
Col. Leroy Longberry—Phoenix
Col. Ken Miller—Mesa
Col. Moses P. Sharp—Window Rock
Western Sale Management, Inc.—Phoenix

ARKANSAS

Col. T. J. Allred—Dover
Col. Richard S. Baker—Norfolk
Col. Dan S. Baldwin, Sr.—Little Rock
Col. B. J. Barnett—Little Rock
Col. Howard Batterton—Hot Springs
Col. Leon Brinkley—Paragould
Bud Robinson Auction Co.—Pine Bluff
Col. Jim Cates—Choctaw

Col. Harrison L. Casto—W. Memphis
Col. Don Higgs—Hot Springs
Col. J. C. Dyer—Nashville
Col. Laura Fleischner—Hot Springs
Col. Martin Fleischner—Hot Springs
Col. J. W. Fogg—Mountain Home
Col. Darrell French—Benton
Col. Dennis Gardner—Mena
Col. Dennis Gordon—Mena
Col. Gary Gordon—Mena
Col. R. E. Harris—Mountainburg
Col. C. J. Henson—Avoca
Col. James Irwin—W. Memphis
Col. Virgil Irwin—W. Memphis
Col. Charles (Sonny) James—
Mt. Pleasant

Col. A. A. Johnson—Jonesboro
Col. Ira N. Johnson—Mulberry
Col. Vance Mace—Paragould
Col. Vance Mace, Jr.—Paragould
Col. T. J. Offutt—Harrison
Col. Max Rainbolt—Lexa
Col. Paul Robbins—Manila
Col. Tom Stover—Casa
Col. B. R. Tucker—Little Rock
Col. John B. Tucker—Little Rock
Col. Wayne Weaver—Booneville
Col. Alvin Willis—Augusta
Col. Fred Williams—Hot Springs
Col. Glenn Vaught—N. Little Rock
Col. R. D. Williams—Mena
Col. J. E. Wilson—Hot Springs
Col. Joe Wilson—Hot Springs
B. L. Wooley & Associates—Little Rock

CALIFORNIA

Col. Cliff Batchelder—Sebastopol
Col. Murl Bernard—Riverside
Col. Sanford J. Blau—San Bernardino
Col. Gilbert Bone—Palm Springs
Col. Linville Burleson—Paramount
Col. Tom Caldwell—Ontario
Col. Keith Cullum—Pomona
Col. Bill Douglass—Fresno
Col. Marsh Dozar—Los Angeles
Col. Melvin H. Ellis—Napa
Col. Hoke Evetts—Hanford
Col. Harold Hartzell—Chino

Col. Harold Henry—Rosemead
 Col. Michael Hoch—San Bernardino
 Col. Douglas J. Holmberg—Mojave
 Col. Donald Hora—Montclair
 Col. Buford Jenkins—Orangevale
 Col. Mike Kalman—Arcadia
 Col. E. B. Katz—North Hollywood
 Col. Steven M. Katz—North Hollywood
 Col. Ron Kavanagh—Herald
 Col. Rudy Larkin—W. Covina
 Col. William F. Lefty—Lincoln
 Col. Harold Massey—Woodland
 Col. Don McLeod—Arcadia
 Col. B. C. Mitchell—Los Angeles
 Col. Robert D. Radovich—Costa Mesa
 Col. Ray Roberson—Napa
 Col. Ned Ronson—Redondo Beach
 Col. David Sawyer—Arleta
 Col. Otto Seeberger—Poway
 Col. Morris Schwartz—Hollywood
 Col. Eugene D. Smith—Bakersfield
 Col. Murray Spinner—Gardena
 Col. R. E. "Bob" Stanley—Corona
 Col. William Tutt—Red Bluff
 Col. Bernard J. Wehinger—Oakdale
 Col. Robert White—Norco
 Col. John T. Wilkes—Rocklin

COLORADO

Col. Ernie Austin—Greeley
 Col. A. D. Wane Claypoole—Clifton
 Col. Chuck Cumberlin—Brush
 Col. Kenneth Curtis—Colorado Springs
 Col. Emmett L. Harbour—Denver
 Col. Herman W. Hauschildt—Denver
 Col. John J. Horvath, Jr.—Hesperus
 Col. Gail Kats—Denver
 Col. George Lamb—Denver
 Col. Larry D. Land—Brighton
 Col. Cookie Lockhart—
 Steamboat Springs
 Col. Si Lockhart—Steamboat Springs
 Col. Byron E. Mangan—Berthoud
 Col. Leslie Mergelman—Salida
 Col. Jim Odle—Brush
 Col. Thomas L. Peach—Eagle
 Col. Fred J. Ramaker—Denver
 Col. Dallas Rarick—Brighton
 Col. C. E. Ken Reed—Ft. Morgan
 Col. M. R. Reynolds—Glenwood Springs
 Col. Ronald Rodenberger—Ft. Collins
 Col. E. W. Robbins—Gunnison
 Col. Howard Roland—Grand Junction
 Col. Jack Salisbury—Ft. Collins
 Col. J. Lee Sears—Ft. Lupton
 Col. Howard Shults—Wheat Ridge
 Col. Wayne Snowden—Grand Junction
 Col. Reuben J. Stroh—Loveland
 Col. Troil Welton—Wray
 Col. Joe Yearous—Weldona
 Col. Beverly "Bud" Zaiss—Brighton

CONNECTICUT

Col. Joseph P. Adzima—Bridgeport
 Col. Tolbert A. Breed—Windsor
 Col. Milton R. Crosby—Sharon
 Col. Patrick Crowe—New Milford
 Col. Emmet R. Gemme—Hartford
 Col. Robert F. Gemme—Hartford
 Col. James R. Lamb—Manchester
 Col. Richard K. Mather—Granby
 Col. O. W. Murphy—New Milford
 Col. Joseph Pari—Hamden
 Col. A. C. Richard Pinto—Trumbull
 Col. Wesley A. Sager Jr.—Trumbull
 Col. Al Tirella—East Hartford

DELAWARE

Col. Thomas J. Bradley—Milton
 Col. Riley Jefferson—Lincoln
 Col. Crawford Carroll—Dover

DISTRICT OF COLUMBIA

Col. Benjamin E. Weschler—Washington
 Col. Michael Weschler—Washington
 Col. William P. Weschler—Washington

FLORIDA

Col. A. G. Allan—Deerfield Beach
 Col. Richard Baskeyfield—Ft. Pierce
 Col. R. K. Beebe—W. Palm Beach
 Col. Robert Bishop—So. Daytona
 Col. Wylie Cobb—Archer
 Col. Gene Cook—Mascotte
 Col. D. D. Colburn—Brooksville
 Col. Phil Costin—Hollywood
 Col. Lewis C. Dell—Sanford
 Col. G. G. "Jerry" Finnell—Orlando
 Col. Jim Graham—N. Palm Beach
 Col. Julian Grissom—Silver Springs
 Col. Luther Hardesty—Naples
 Col. Martin E. Higgenbotham—Lakeland
 Col. Jim Hill—New Smyrna Beach
 Col. Neil L. Hoopingarner—Tampa
 Col. Sidney P. Hough—Tallahassee
 Col. Ray James—Sarasota
 Col. Bernard Jellema—Ft. Lauderdale
 Col. Jerry W. Kemp—Winter Park
 Col. Steve Koltuniak—Allandale
 Col. Johnny R. Koske—Palm Bay
 Col. Kenneth Lockhart—Kissimmee
 Col. A. R. McGowen—Brandon
 Col. R. E. "Bill" McMath—Plant City
 Col. Jim (Reb) Revels—Plant City
 Col. Thomas A. Scarane—Miami
 Col. W. E. "Bud" Scifres—Tampa
 Col. Joseph F. Sedmera—Lakeland
 Col. Vince Simmons—Lakeland
 Col. Ferrill L. Slone—Miami
 Col. Donald J. Smith—Largo
 Col. William H. Smith—Miami
 Col. John W. Stark—Melbourne
 Col. Ben Stewart—Avon Park

Col. P. Frank Stuart—St. Petersburg
 Col. J. Wayne Taylor—Miami
 Col. Brooks Thornton—Pensacola
 Col. James Townsend Jr.—Live Oak
 Col. George F. Van Deree—Venice
 Col. Stanley J. Vermillion—Longwood
 Col. Wilma Wilkins—DeLand
 Col. Richard Wood—Auburndale
 Col. Jerry Woodham—Ocala

GEORGIA

Col. Jim Bennett—Waycross
 Col. Dorsey Biggs—Atlanta
 Col. Samuel Brock—Decatur
 Col. Jack Charlesworth—Red Oak
 Col. Harold Cohn—Columbus
 Col. Wayne Coulter—Gray
 Col. Donald Dell—Nichols
 Col. Joe Ellis—Murrayville
 Col. Judy Hagopian—Grayson
 Col. Ronald C. Harris—College Park
 Col. Fletcher Hill—Ringgold
 Col. Nickey Hollingsworth—Alma
 Col. Jim Horner—Atlanta
 Macon Auction Company—Macon
 Col. James McDuffie—Blackshear
 Col. Michael McPherson—Gainesville
 Col. Watson Reynolds—Conley
 Col. H. C. Thomas—Marietta
 Col. James T. Thompson—Rome
 Col. Jack Waldrip—Gainesville
 Col. Lee Waldrip—Gainesville
 Col. R. A. Waldrep—Gainesville
 Col. J. D. Weldon—Tifton
 Col. Dorsey Wilbanks—Gainesville

HAWAII

Col. Steven Rosen—Honolulu
 Col. Louis L. Stambler—Honolulu

IDAHO

Col. Irvin Eilers—Kimberly
 Col. Jim Messersmith—Jerome
 Col. Charlie Phelps—Ashton
 Col. Deane Rundell—Kamiah

ILLINOIS

Abe Cantor & Co.—Chicago
 Col. Dennis Ahrens—New Douglas
 American Auction Associates—Chicago
 Col. Ralph H. Bain—Grayslake
 Col. Ben Barrett—Pekin
 Col. Leo H. Barta—Lisle
 Col. Jack Bertelson—Seaton
 Edward Bilbruck, Inc.—Chicago
 Col. Ed Blin—Marengo
 Col. Franklin E. Bohn—Elkhart
 Col. Ray Buckner—Steger
 Col. Ralph Burton—Chicago
 Col. Wes Chapman—Seneca
 Col. Nevlyn Christeon—Riverside

Col. Gordon Clingan—Danville
 Col. Jim Clingan—Collison
 Col. R. J. "Jim" Donovan—Heyworth
 Col. Gail Cowser—Glasford
 Col. George W. Cravens—Williamsville
 Col. Dale Danner—Grayslake
 Col. Dan Danner—Grayslake
 Col. Mark Danner—Glenview
 Col. Timothy Danner—Grayslake
 Col. W. P. "Bud" Drake—Decatur
 Col. Charles W. Dugan—Thomasboro
 Dunning's Auction Service—Elgin
 Cil. Herman Edwards—Belleville
 Col. L. Dude Evans—Thompsonville
 Col. Art Feller—Cisna Park
 Col. Rex Fleming—Morton
 Col. Eugene Frederick—Harvard
 Gilliland Auction Co.—Walnut Hill
 Col. Michael M. Gordon—Chicago
 Col. O. W. Hadley—Lake Zurich
 Col. Raymond Haynes—Bement
 Col. Marvin Haycraft—Wapella
 Col. Don Hayden—Decatur
 Col. Harvey J. Holcomb—Pekin
 Col. Irwin Holcomb—Pekin
 Col. Carl Honnold—Casey
 Col. Lane R. Hyett—Aledo
 Col. Emil Iwanski—Chicago
 Col. William Keeton—Harvey
 Col. Charles F. Knapp—Cissna Park
 Col. Albert A. Kodner—Chicago
 Col. J. C. Kornbrust—E. Moline
 Col. Theodore J. Kues—Aveston
 Col. Richard P. Leach—Springfield
 Col. William Magee—O'Fallon
 Col. J. Hughey Martin—Colchester
 Col. Howard McAnly—Rochelle
 Col. W. Virge Meador—Fairfield
 Col. John Modica—Chicago
 Col. Michael Modica—Chicago
 Col. Richard H. Nelson—Belvidere
 Col. E. L. "Butch" Olson—Morris
 Col. Lyle Paddick & Son—Oblong
 Col. Albert Paletz—Chicago
 Col. Frank Pelate—Dupo
 Col. Melvin R. Penning—Forreston
 Col. James Read—Maple Park
 Col. Keith Reid—Albion
 Col. Joe Rosenberg—Chicago
 Col. Duke Rath—Elgin
 Col. Orison R. Seibert—Belleville
 Col. Fred H. Schneider—Yorkville
 Col. Howard Schultz—Elgin
 Col. Carl Steck—Maquon
 Col. J. H. "Swanie" Swanson—Sandwich
 Col. Vern Squires—Rockford
 Col. Harold Talley—Prairie Du Rocher
 Col. Charles Vaughn—Kankakee
 Col. Herman Welch—Downers Grove
 House of Williams—Chicago

INDIANA

Col. John E. Anderson—Lafayette
Col. Charles Ashton—Clarksville
Col. Daryl Ball—Bourbon
Col. Jim Bayman—So. Whitley
Col. James A. Buckley—Shelbyville
Col. Harry M. Carr Jr.—Indianapolis
Col. Ray Clark—Dyer
Col. Charles W. Chaudion—Cicero
Col. Jack Christy—Indianapolis
Col. G. W. Croddy—Madison
Col. J. B. Driver—Indianapolis
Col. Robert Ellenberger—Bluffton
Col. Elbert C. Frazee—Middletown
Col. Don Furrer—Rensselaer
Col. Edward Garrett—Pittsboro
Col. Leonard Greer—Syracuse
Col. James Grindley—Ft. Wayne
Col. Roger Hahn—Nappanee
Col. Bob L. Harrison—Monticello
Col. Jack C. Harrell—Linton
Col. Hubert L. Jones—South Bend
Col. Don Kambol—South Bend
Col. Harvey Lambright—LaGrange
Col. Winford J. Lewis—LaGrange
Col. Cecil Meier—Madison
Col. Talton Mercer—Anderson
Col. Elvin Michael—Muncie
Col. Amon H. Miller—Evansville
Col. Bill McCain—Sheridan
Col. Leonard McGowen—Portage
Col. Marley E. Neal—Mooreville
Col. Laurance Oaks—Mnomouth
Col. C. Eugene Phillips—Indianapolis
Col. Walter G. Price—Indianapolis
Col. D. Noble Ratts—Whitestown
Col. Earl Ray—Tangier
Roland Reppert, M. D.—Decatur
Reppert School of Auctioneering—
Decatur
Col. Fred Richards—Ft. Wayne
Col. Meredith Richwine—Brownsburg
Rossville Auction Exchange—Rossville
Col. Romaine Sherman—Goshen
Col. W. Harold Smith—Brownsburg
Col. Donald M. Sohn—Evansville
Col. O. G. "Bud" Steinman—New Haven
Col. Ferrell Taylor—Sellersburg
Col. Paul Taylor—Mariah Hill
Col. C. E. "Bud" Towner—Elwood

IOWA

Col. Loren Albrecht—Wall Lake
Col. Bart Bielenberg—Schleswig
Col. Richard Bryant—Keokuk
Col. Leon Joy—Ames
Col. Cliff McCarville—Carroll
Col. Erv Pauley—Defiance
Col. Paul A. Pauley—Harlan
Col. Max Reno—Bloomfield

Col. Ray Sweeney—Waukon

KANSAS

Col. Mildred Alexander—Leavenworth
Col. W. B. Barnes—Basehor
Col. John Collins—Garden City
Col. Don Dain—Silver Lake
Col. Dee Glassey—Shawnee Mission
Col. E. R. Harrison—Norton
Col. Marvin Knopp—Dighton
Col. Larry Lagasse—Clyde
Col. Jack D. Sheets—Wellington
Col. James Werth—McCracken

KENTUCKY

Col. Adrian Atherton—Hodgenville
Bailey & Grissom—Glasgow
Col. J. H. Barnard, Jr.—Bowling Green
Col. James O. Briggs—Stanton
Carter Realty Auction Co.—Scottsville
Col. John L. Cummins—Cynthiana
Col. Jack Colson—Ledbetter
Col. Carl K. Eley—Erlanger
Col. Florence Cornell—Lakeville
Col. Walter J. Fritts—Mt. Sterling
Col. Ellis B. Hamilton—Paintsville
Col. Wayne Kessler—Campbellsville
Col. James R. Knott—Owensboro
Col. C. Roger Lewis—Morehead
Col. Emory Lyons—Ashland
Col. John P. O'Connor—Owensboro
Col. Rex Proffitt—Tompkinsville
Col. Joel Sullivan—Benton
Col. M. L. Taylor—Burkesville
Col. Robert Tosella—Erlanger
Col. Ray E. Wright—Ashland

LOUISIANA

Col. Bill Bailey—Jonesboro
Col. Sarah Brock—Denham Springs
Col. Patrick A. Carnahan—Cotton Valley
Col. Robert Danzy, Jr.—Alexandria
Col. Lawrence H. Feduccia—
Baton Rouge
Col. Herman Gaspard—New Iberia
Col. Marvin A. Henderson—Livingston
Col. C. C. Isom—Houghton
Col. Douglas Sellers—Tioga
Col. Kenny Wallace—Shreveport
Col. Ray Wallace—Shreveport
Col. Valery C. Watts—Livingston

MAINE

Col. Stephen D. Cardelli—Cape Elizabeth
Col. R. I. "Razor" Crosman—Corinna
Col. George A. Martin—East Lebanon
Col. Gardner R. Morrill—Harrison
Col. George Morrill—Harrison
Col. Richard W. Oliver—Biddeford

MARYLAND

Col. William Amoss—Fallston

Col. R. C. Burkheimer—Elkton
 Col. Emmert R. Bowlus—Frederick
 Col. Robert H. Campbell—Annapolis
 Col. A. Kent Collier—Baltimore
 Col. Michael A. Conover—Westminster
 Col. James R. Edwards—Abingdon
 Col. S. Braden King—Boonsboro
 Col. Harold D. Milstead Sr.—Newburg
 E. T. Newell & Co.—Baltimore
 Col. Leonard F. Nickoles—Sykesville
 Col. Thomas R. O'Farrell—Westminster
 Col. Walter Opdyke—Reistertown
 Col. Sam W. Pattison Rea—Baltimore
 Col. Jack Reedy—Hampstead
 Col. Clarence Robertson Sr.—Baltimore
 Col. Helen Robertson—Baltimore
 Col. Homer Snyder—Hampstead
 Col. George J. Wittstadt—Cambridge
 Col. G. Michael Whitson—Westminster
 Col. David S. Wright—Frostburg
 Col. Lee Zalis—Baltimore

MASSACHUSETTS

Col. Henry A. Berman—Worcester
 Col. Douglas P. Bilodeau—Sunderland
 Col. Albert A. Burke—Braintree
 Col. Robert Chaffee—Monson
 Col. Louis A. Cook—Halifax
 Col. Florence Cornell—Lakeville
 Col. John E. Correia—Norwood
 Col. Louis Dansky—Sharon
 Col. H. Orville Davis—Foxboro
 Col. Anthony Ferolito—Cambridge
 Col. Phil Goldstein—Boston
 Col. Frank D. Green, Jr.—Merrimac
 Col. David Hall—Randolph
 Col. Richard D. Halliday—Kingston
 Col. William Hubbard—Sunderland
 Col. Abe Levin—Fitchburg
 Col. Ronald Medhurst—Wales
 Col. William F. Moon—North Attleboro
 Col. Edward J. Nassar—Fall River
 Col. Charles O'Connor—Worcester
 Col. Frank "Honest Chuck" Onischuk
 —Westminster
 Col. Gordon Reid—Brimfield
 Col. Clifford Rockwell—Medford
 Col. George L. Rogers—Natick
 Col. John Shibley—Southwick
 Col. Phil Stella—Weymouth
 Col. Leonard Sheinfeld—Boston
 Col. Walter Szary—Peabody
 Col. Owens Taylor—Amherst

MICHIGAN

Col. Sam Babcock—Alpena
 Col. O. R. Baker—Attico
 Col. Orval F. Beaver—Mt. Clemens
 Col. Harold M. Bloom—Midland
 Col. Andy Blystra—Grand Rapids
 Col. Jim Brannan—Boyne City

Col. Richard Brodie—Garden City
 Col. Billy C. Butts—Benton Harbor
 Col. Colleen Fiora—Lake Orion
 Col. Robert Gerhart—Climax
 Col. John M. Glassman—Eau Claire
 Col. Freeman F. Glenn—Port Huron
 Col. Henry Green—Benton Harbor
 Col. Eldon Hallmark—Grand Junction
 Col. Fred Hulleř—Detroit
 Col. Pat Kupfer—Manistique
 Col. Cletus Neel—Sodus
 Nelson's Auction School—Detroit
 Col. James L. Ockerman—Pontiac
 Col. Sherry Olin—Sparta
 Col. Raymond Phillips—Dearborn
 Col. William Podell—Grand Rapids
 Col. Willie Reese—Edwardsburg
 Col. Clyde Russell—Caledonia
 Col. Douglas Scratch—Highland
 Col. Douglas Schuur—Saline
 Col. Robert Somerlott—Hillsdale
 Col. Tom Sparks—St. Joseph
 Col. Raymond Sternberg—Holland
 Stoney's New and Used—Pontiac
 Col. Gerald Wellman—Decatur
 Col. Robert J. Wellman—Decatur
 Col. Gene Wiggins—St. Clair
 Col. Brent Wilber—Bronson
 Col. Garth Wilber—Bronson

MINNESOTA

Col. Donald Babbitt—Conger
 Col. Wayne Ediger—Belle Plaine
 Col. Greg Hitchcock—Wells
 Col. Audrey Knutson—Minneapolis
 Col. Albert O. Maas—Millville
 Col. Joseph J. Maas—Plainview
 Col. Wayne Pike—Princeton
 Col. Lowell Wagner—Moorhead

MISSISSIPPI

Col. Quincy Bryant—Jonestown
 Col. Toxey T. Fortinberry—Water Valley
 Col. David Gillentine, Jr.—Tupelo
 Col. David Gillentine III—Jackson
 Col. Jack C. Harrell—Pelahatchie
 Col. Lew Henderson—Gulfport
 Col. Kline Ozburn Jr.—Canton
 Col. Paul Royals—Lumberton
 Col. Liston Shows—Soso
 Col. Pete Yokley—Belzoni

MISSOURI

Col. Ken Barnicle—Ellisville
 Col. Joe Beck—Sikeston
 Col. Lenzie Beck—Sikeston
 Col. Hugh Campbell—Chillicothe
 Central States Auction School—Kansas
 City
 Col. Quintin Daehler—Mayview
 Col. Larry Fosnow—Windsor
 Col. Carl Halpin—Oak Grove

Col. Roy Hansen—Linn Creek
 Col. Otis J. Hawthorne—Maplewood
 Col. James O. James—High Hill
 Col. J. C. Mason—Macon
 Col. Joe McCord—Sikeston
 Missouri Auction School—Kansas City
 Col. Richard Mizer—Lonedell
 Col. Jerry Ondracek—Sedalia
 Col. Don Phillips—Ellisville
 Col. Wally Plueger—Seymour
 Col. Jerry D. Popplewell—Amity
 Col. James Rutlader—Kansas City
 Col. J. H. Shell—Sikeston
 Col. Wesley Strickland—Lilbourn
 Col. Jack White—Eldon

MONTANA

Bass Auction Company—Lewistown
 Col. Walter A. Brandt—Great Falls
 Col. W. J. Hagen—Billings
 Col. Earl W. Kinney—Billings
 Col. John Mandeville—Bozeman
 Col. Dallas Sparks—Butte
 Col. R. J. "Bob" Thomas—Billings
 Western College Auctioneering—Billings
 Col. George (Tex) Woosley—Big Arm

NEBRASKA

Col. Vincent Bergstrom—North Platte
 Col. Clyde Carnes—Aurora
 Col. Kenneth Carnes—Phillips
 Col. W. V. "Bus" Emrich—Norfolk
 Col. Rod Gillespie—North Platte
 Col. John W. Heist—Beatrice
 Col. Russell E. Lydiatt—Ashland
 Col. Henry Rasmussen—St. Paul
 Col. Jim Walker—Omaha
 Col. Don Werner—Thedford
 Col. Rex Young—Plattsmouth
 Col. Don Zicht—Norfolk

NEVADA

Col. Robert Boyd—Reno
 Col. Leo Grindley—Las Vegas

NEW HAMPSHIRE

Col. J. W. Barber—Lebanon
 Col. Victor A. Garrison—Exeter
 Col. Larry Gray—West Lebanon
 Col. Ray Houle—Center Conway
 Col. Paul W. Lawton—Chesterfield
 Col. Edward G. Stevens—Rindge
 Col. Merle D. Straw, Jr.—Seabrook
 Col. Robert Jay Zanes—Laconia

NEW JERSEY

Col. William T. Anton Sr.—Hackensack
 Col. Edward F. Barber—Williamstown
 Col. Jim Bott—Kenvil
 Col. Roy Brooks III—Sewell
 Neshanic Sta.
 Castner Estate Service—Branchville

Col. Fred R. Daniel Auctioneers, Inc.—
 Col. William S. Day—Mendham
 Col. Ralph S. Day—Leonia
 Col. James Fawcett—Dumont
 Col. George W. Hand—Robbinsville
 Col. Elwood Heller—Somerville
 Col. Esler Heller—New Egypt
 Col. Ralph D. Hughes—Richwood
 Col. Bob Koty—Flemington
 Col. John R. Potts—Neshanic Sta.
 Col. Joseph Sartor—Towaco
 Col. Francis Selover—N. Brunswick
 Col. Gerald Sterling—Berkeley Heights
 Col. Jack Stolman—Wayne
 Tri Metric Smart Signs—Pluckemin
 Col. Watson Van Sciver—Burlington
 Col. John J. Tomlinson—McGuire AFB
 Col. Sidney White—Elizabeth

NEW MEXICO

Col. Harold J. Barnett—Albuquerque
 Brown-McCormick Sales—Las Alamos
 Col. Elmer Bunker—Albuquerque
 Col. James Cecil—Hobbs
 Col. Robert Enders—Sandia Park
 Col. Monroe Goree—Roswell
 Col. Bill Hernandez—Alamogordo
 Col. Vance McMahon—Albuquerque
 Col. Ralph Moore—Truth or
 Consequences
 Col. John Overton—Albuquerque

NEW YORK

Col. Roy Abbey—Angola
 Col. Christopher Adams—Stony Brook
 Col. Raymond W. Allen—Niverville
 Col. Tim Anspach—Albany
 Col. William C. Baird—Elmira
 Col. William Bedard—Niagara Falls
 Col. Al Bigelow—Springville
 Col. Hubert Brill—New York City
 Col. Richard W. Bronstein—Amherst
 Col. Clare Brown—Staten Island
 Col. Paul W. Calkins—Peru
 Col. Douglas A. Cater—Gallupville
 Col. Walter Case—Belmont
 Col. Joseph N. Corsale, Jr.—
 Saratoga Springs
 Col. John DiBello—Sterling
 Col. Clarence Foss—East Aurora
 Col. Joseph Gallea—Pittsford
 Col. Robert J. Gallow—Bronx
 Col. Regina Hayes—Forest Hills
 Col. Rod Harley—Brooklyn
 Col. Victor Kent—Cuba
 Col. Dorothy Knapp—W. Nyack
 Col. Robert L. Knapp—Denmark
 Col. Marshall W. Lashway—Peru
 Col. Frank Lathrop—Groton
 Col. Bernard G. Lusk—Rochester

Col. George K. Lusk—Rochester
 Col. Stuart R. Maguire—Syracuse
 Col. Donald W. Maloney—Syracuse
 Col. William Maloney—Syracuse
 Col. Mel Manasse—Whitney Point
 Col. Donald Martin—Ballston Spa
 Col. Jack McCarthy—Medina
 Col. Crawford McFetridge—Penn Yan
 Col. Darlene McGinnis—Nedrow
 Col. Doyt McGinnis—Nedrow
 Col. William A. Moran—New York
 Col. Glenn Munson—Groton
 Col. Glenn Munson Jr.—Groton
 Col. Pete Murray—Ballston Lake
 Col. Cliff Newman—Nichols
 Col. Frank Nickerson—Hamilton
 Col. T. Edison Ogden—Syracuse
 Col. Hugh Parker—Pitcher
 Col. Jack B. Perry—Wilson
 Col. John E. Plumstead—Olmsteadville
 Col. Donald Quinion—Hudson
 Col. William E. Ransom—Utica
 Col. S. Robert Rappaport—New York
 Col. Ronald Reed—Sherman
 Col. Kenneth M. Rice—Hamburg
 Col. Peter J. Roussos—Southfields
 Col. Louie Rudin—Owego
 Col. Robert J. Rysinger—Goshen
 Col. Ben Schwadron—Queens Village
 Col. M. Robert Shuster—New Windsor
 Col. Dutch Smith—Nelliston
 Col. Marvin L. Smith—Silver Creek
 Col. Harold Spoor—Baldwinsville
 Col. Roy G. Teitsworth—Groveland
 Col. David H. Tracy—Pavilion
 Col. Richard C. Tracy—Dansville
 Col. J. V. Trageser—Java Center
 Col. Howard W. Visscher—Nichols
 Col. Morris Weinstein—Middletown
 Col. Richard E. Wengenroth—
 Middletown
 Col. Craig Wilcox—Bergen
 Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Kenneth Aycock—Kenly
 Col. Ralph Bulla—High Point
 Col. C. D. Carpenter—Conover
 Col. James E. Carpenter—Claremont
 Col. Bobby F. Cheek—Winston-Salem
 Col. Don Cox—Paw Creek
 Col. George K. Dukes—Winston-Salem
 Col. Billy Dunn—Maxton
 Col. Frank Godley—Charlotte
 Col. Johnny Godley—Charlotte
 Col. E. Brooks Harris—Henderson
 Col. Fairfax Harrison—Charlotte
 Col. Homer E. Harden—Greensboro
 Col. J. Martin Haywood—Rockingham
 Col. Walter Hight Jr.—Henderson
 Col. Ben G. Hoffmeyer—Charlotte

Col. J. F. Johnson—Liberty
 Col. Turner Kees—Hickory
 Col. William D. Kester—Salisbury
 Col. John D. King—Seagrove
 Col. W. Craig Lawing—Charlotte
 Col. Forrest A. Mendenhall
 —High Point
 Col. Robert "Bobby" Mendenhall III—
 High Point
 Col. Robert (Red) Mendenhall—
 High Point
 Col. A. T. Morris—Durham
 Col. Dick Price—Rich Square
 Col. Hugh Simpson—Union Mills
 Col. Joe Stockton—Lattimore
 Col. Johnnie Sutton—Salisbury
 Col. Kenneth W. Teague—Burlington
 Col. Philip A. Viviano—Newell
 Col. J. W. Walden—Charlotte
 Col. H. M. Watson—Walkertown
 Col. Benny Wiles—Mathews

NORTH DAKOTA

Col. Robert Dobrinz—Fargo
 Col. Clayton Fjelstad—Kindred
 Col. Edward Heinze, Jr.—Dazey
 Col. Anthony Krance—South Heart
 Col. Wilbert Kroh—Bismarck
 Col. Lester Lein—Harvey
 Col. Cliff Orr—Ypsilanti
 Col. Bob Penfield—Bowman
 Col. Bud Rice—Tioga
 Col. Roger Skiftun—Manfred
 Col. James Smykowski—Cayuga
 Col. Robert Steffes—Arthur
 Col. Milton Zimbelman—Bismarck

OHIO

Col. Bob Baber Sr.—Middletown
 Col. Carl R. Bane—Grove City
 Col. Walter R. Burgess—Valley City
 Col. Gary W. Cain—E. Springfield
 Col. Harry R. Campbell—College Corner
 Col. Bob Cooke, Sr.—Seville
 Col. Floyd E. Cooper—Sagamore Hills
 Col. Glenn Criss—Wilmington
 Darbyshire & Associates, Inc.,
 —Wilmington
 Col. Chris D. Dawson—Waverly
 Col. Donald R. Florea—Milford
 Col. Arthur L. Forney—Bellevue
 Col. Ford Good—Seville
 Col. James W. Haldane—Waverly
 Col. Herman L. Hart—Bristolville
 Hunter-Mayhugh Realty Co.—Hillsboro
 Col. William Jesset—Westlake
 Col. Robert L. Jones—Youngstown
 Col. Harry W. Kerns—Urbana
 Col. Edward King—Washington C. H.
 Knotts Auction School—Gallipolis

Col. O. L. Lansaw—Middletown
 Col. James B. Lawless—Portsmouth
 Col. Theodore J. Lestock—Lakewood
 Col. Howard T. Logan—Greenwich
 Col. Mearl Maidment—Bowling Green
 Col. Richard Marsh—Columbus
 Col. Bill McNamee—Kenton
 Col. Cal Nethro—Lakewood
 Col. Edward P. Pfister—N. Royalton
 Col. Edward O. Rogers Jr.—Westerville
 Col. George Roman—Canfield
 Col. James Spellman—Madison
 Col. Don Standen—N. Ridgeville
 Col. Paul Stowers—Louisville
 Col. Harold Vaughan—Hamilton
 Col. Roy J. Viall—Wooster
 Col. Warren G. York—Kingsville

OKLAHOMA

Col. R. D. Bentley—Lawton
 Col. Leo F. Brown—Clinton
 Col. Lewis W. Campbell—Wyandotte
 Col. V. K. Crowell—Oklahoma City
 Col. Orval Free—McAlester
 Col. Lee Hickman—Oklahoma City
 Col. R. C. Hinkle—Oklahoma City
 Col. George L. Lewis—Lawton
 Col. Jimmie McPherson—Weatherford
 Col. Frank Patterson—Comanche
 Col. E. J. "Bud" Reed—Oklahoma City
 Col. Bill Riggs—El Reno
 Col. Harvey H. Scott—Miami
 Col. F. E. Springer—Red Oak
 Col. Charles Stocks—Sentinel
 Col. Ed Vierheller—Claremore
 Col. Donald R. Zalewski—Hinckley

OREGON

Col. Harold E. Ball—Portland
 Col. Dick I. Boyd—Portland
 Col. Orland J. Brenner—Medford
 Col. S. J. Frey—Lebanon
 Col. Frank Gwinn—Portland
 Col. Jack Healy—Portland
 Col. Donald Heffelfinger—Portland
 Col. John Hull—Scio
 Col. Donald F. Kennedy—Portland
 Col. Edgar Lane—West Linn
 Col. Virgil R. Madsen—Junction City
 Col. C. A. Morrison—Grants Pass
 Col. Virgil Munion—Roseburg
 Col. Melvin H. Peters—Portland
 Col. Eldon H. Shelley—Eugene
 Col. Eldon R. Sherlock—Milton
 Freewater
 Col. Calvin Walker—Rosenburg
 Col. Lynn Walters—Clackamas
 Col. Forrest Witthar—Portland

PENNSYLVANIA

Mrs. Tom Berry—West Newton

Cecil and Opal Blair—Parker
 Col. Dale Cunningham—New Castle
 Col. H. L. Frye—Pleasant Unity
 Col. Ralph W. Horst—Marion
 Col. Leo Jesion—McKeesport
 Col. Larry Reed—Du Bois
 Alexander Smith Realty Auction—
 Devault
 Col. Alfred Traiman—Philadelphia
 Louis Traiman Auction Co.—Philadelphia
 Col. Raymond Patterson—Eighty Four
 Col. Wylie Rittenhouse—Uniontown

RHODE ISLAND

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

SOUTH CAROLINA

Col. Ralph D. Brooks—Ft. Mill
 Col. Carol Cathcart—Buffalo
 Col. Aaron Horton—Columbia
 Col. James Keeler—Pelzer
 Col. Lloyd Meekins—Dillon
 Col. Archie Moody—Darlington
 Col. Fred Mullis—Lancaster
 Col. Geo. P. Pechilis—Columbia
 Col. J. L. Pinckney—Orangeburg
 Col. Allen J. Ravan—Landrum
 Col. Jack Sanders—Bennettsville
 Col. R. Eugene Smith—Bishopville
 Col. Powell Smith—Patrick
 Col. W. C. Smith, Jr.—Columbia
 Col. Charlie O. Wolfe—Greer

SOUTH DAKOTA

Col. Charles Fischer—Long Lake
 Col. Wild Bill Hickok—Hot Springs
 Col. C. V. Penfield—Lemmon
 Col. Richard W. Stene—Beresford

TENNESSEE

Col. Rubert Ainley—South Fulton
 Col. Richard W. Bethea—Chattanooga
 Col. O. V. Brent—Shelbyville
 Col. Bob Byrum—Hixson
 Col. Will Ed Green Jr.—Lewisburg
 Col. David O. Hardin—Greeneville
 Col. J. Robert Hood—Lawrenceburg
 Col. Sidney Simpson—Murfreesboro
 Col. J. Stanley Tisdale—Memphis
 Col. A. Virgil Wilder—Knoxville
 Col. Norman Wilder—Morristown

TEXAS

Adams & Adams Auction Service—
 Corpus Christi
 Col. William Archer—Dallas
 Col. Walter S. Britten—Bryan
 Col. Dub Bryant—Big Spring
 Col. Arthur L. Bunnell—Marble Falls
 Col. Phil Bunnell—Marble Falls
 Col. Preston Bunnell—Marble Falls

Col. Roy Cagle—Tyler
 Col. Bob H. Choate—Graham
 Col. Charles L. Choate—Graham
 Col. J. E. Conoly—Van Horn
 Co. Jimmy Davis—Odessa
 Col. Jerry Durnil—Houston
 Col. Paul Gaston—Taylor
 Col. Joseph Gauthier—Georgetown
 Col. Bob L. Goree—Amarillo
 Col. Grover Howell—Dallas
 Col. Henry A. Ismonde—Houston
 Col. Jim D. Marshall—Ft. Worth
 Col. Jerry McClellan—LaPorte
 Col. Jack V. Ogle—Greenville
 Col. Jim Short—Dallas
 Col. Blaine Smith—Dallas
 Col. R. J. Smith—Lone Oak
 Col. Merrill Snowden—LaFeria
 Col. Henry R. Story—Brownwood
 Col. E. W. Strahan—Houston
 Col. Bill Wade—Dallas
 Col. Bill Watson—Kilgore
 Col. W. J. Wendelin—Henderson
 Col. R. C. Wiley—Rockdale
 Col. John W. Wilson—Amarillo

UTAH

Col. Emmett Cobb—Glen Canyon
 Col. Andrew Oost—Salt Lake City

VERMONT

Col. Raymond Camire—Burlington
 Col. Walter Flatow—Waterbury Center
 Col. Terry P. Lawton—Brattleboro

VIRGINIA

Auctioneers, Incorporated—Richmond
 Col. W. F. Artrip, Jr.—Winchester
 Col. Hubert Baugus—Coeburn
 Col. William Bozarth—Gloucester
 Col. D. E. Bumpass, Jr.—Mineral
 Col. Willie T. Catlett—Lynchburg
 Col. Frank D. Crim—Roanoke
 Col. Haywood L. Darnell—Barboursville
 Col. Harold Entsminger—Buchanan
 Col. Morris F. Fannon—Pennington Gap
 Col. Harry D. Francis—Max Meadows
 Col. David H. Gladstone—Norfolk
 Col. Fred W. Harmon—Staunton
 Col. Charlie Hope—Arlington
 Col. J. C. Horney Jr.—Wytheville
 Col. O. D. Jordan—Martinsville
 Col. James H. Kinsey—Cloverdale
 Col. Melvin Lacey—Dry Fork
 Lackey-Saunders Co.—Hampton
 Col. H. Layton Laws, Jr.—Manassas
 Col. Clarence L. Marshall—Hillsville
 Col. R. F. Pangle Jr.—Woodstock
 Col. Jack Peoples—Chesapeake
 Col. Tom W. Reese—Remington
 Col. Maury Riganto—Norfolk
 Col. Robert B. Ritchie—Richmond

Col. J. E. Sutphin—Newport
 Col. Raymond N. Waldrop—Montpelier
 Col. Jim Walker—Charlotteville
 Col. Roy Wheeler—Charlottesville
 Col. Calvin Zedd—Virginia Beach

WASHINGTON

Col. Bob Berger—Pasco
 Col. Ray S. Brock—Pasco
 Burnham & Burnham—Thornton
 Col. Bud Chapman—Seattle
 Col. Cindy Cloes—Seattle
 Col. William Cloes—Seattle
 Col. Bob Etherton—Seattle
 Col. Al Gay—Seattle
 Col. Bill Johnson—Seattle
 Col. Arthur A. Lee—Bellevue
 Col. Robert Losey, Jr.—Renton
 Col. Robert F. Losey, Sr.—Renton
 Col. Orville Sherlock—Walla Walla
 Col. Richard E. Williams—Kennewick

WEST VIRGINIA

Col. Jim Alvis, Jr.—Rupert
 Col. Oris Barton—Princeton
 Col. Jim Bates—Fairmont
 Col. Wilbur S. Brock—New Haven
 Col. Roy Clark—Milton
 Col. Ronald Dempsey—Anstead
 Col. O. B. Harris—Beckley
 Col. Cleo L. Johnson—Fairmont
 Col. James McCutcheon—Parkersburg
 Col. A. G. "Dick" Miller—Ceredo
 Col. Earl Newberry Jr.—Parkersburg
 Col. Thomas F. Newman—Pine Grove
 Col. B. G. Park—Paden City
 Col. John A. Sanders—Keyser
 Col. Bill Sheets—Buckhannon
 Col. Duward Sprowls—Elm Grove
 Col. R. C. "Rick" Woodard—
 Barboursville

WISCONSIN

Col. Jim Appleman—Cashton
 Col. Orin Bakkan—Brodhead
 Col. Rollie Bast—Richfield
 Col. William K. Bodell—Hazel Green
 Col. Robert Brandau—Wilton
 Col. Lester M. Bue—Beloit
 Col. Norm Christensen—Franksville
 Col. Earl F. Clauer—Mineral Point
 Col. Art Doede—Rosholt
 Col. Marlyn Doede—Rosholt
 Col. Joe Donahoe—Darlington
 Col. Jim Esch—Showano
 Col. Peter Faith—Whitewater
 Col. Tom Fredrick—Walworth
 Col. John Freund—Omro
 Col. Harold Gavin—Baraboo
 Col. Fred C. Gerlach—Brookfield

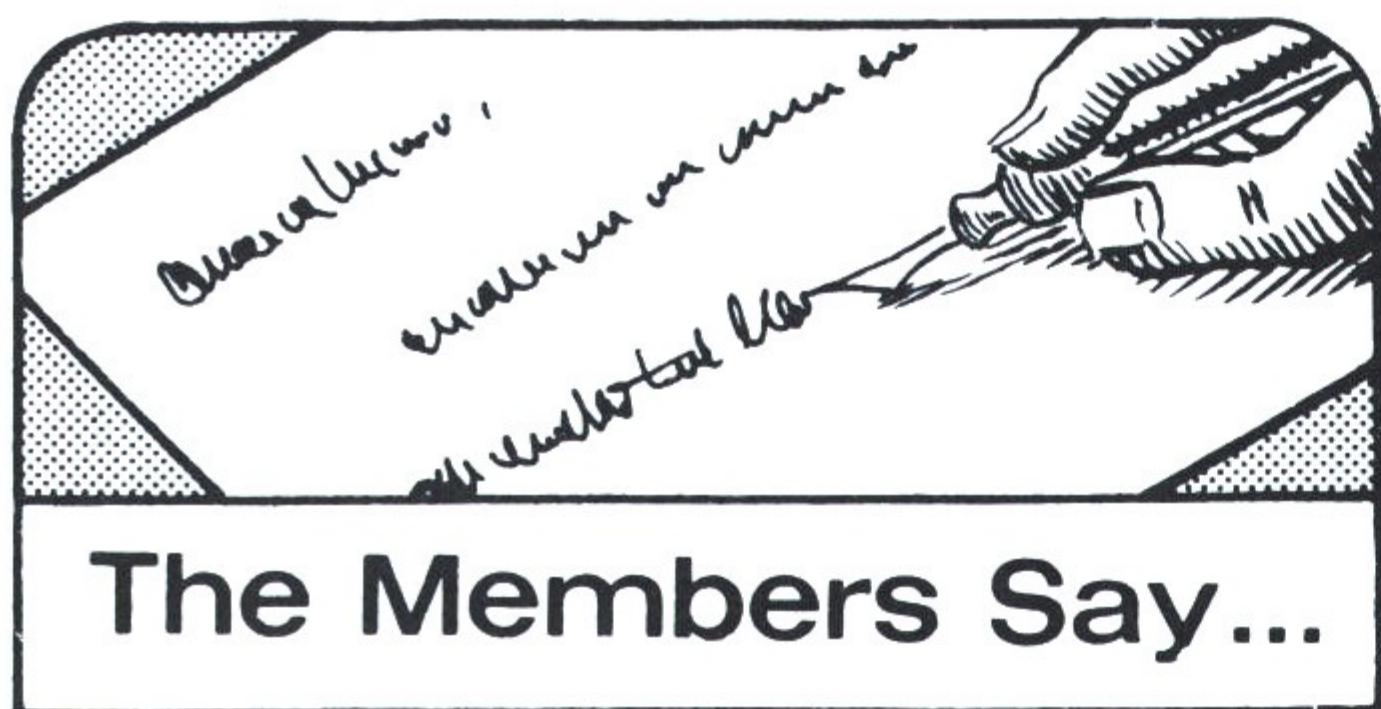
Col. Dean George—Evansville
 Col. Ray Gevelinger—Dodgeville
 Col. Damon Hamilton—Prairie du Sac
 Col. W. C. Heise—Oconto
 Col. Chester Hollenbeck—Rhineland
 Col. Bill Jones—Pickett
 Col. Foy Kneisel—Friendship
 Col. Ernie Kueffner Sr.—Hartford
 Col. Don Lloyd—Oshkosh
 Col. Merle Lloyd—Oshkosh
 Col. Harley Marks—Neshkoro
 Col. Neil Nelson—Westby
 Col. Walter Nowatske—Mukwango
 Col. Willard Olson—Delavan
 Col. Gerald Pearson—Plainfield
 Col. Eugene Pourchot—Oxford
 Col. Joe Van Remoortere—Aurora
 Col. Pat Riley—Waupaca
 Col. Roger Roe—Whitewater
 Col. Gene Schmidt—Grafton
 Col. Eldon Schraepfer—Hollandale
 Col. Larry Springer—Linden
 Col. Erwin L. Stewart—Durand
 Col. LeRoy Teske—Berlin
 Col. Victor Voigt—Reedsville
 Col. Hope Waldecker—Kansasville
 Col. Walter Zeck—Eau Claire

WYOMING

Col. Earl W. Conner—Kemmerer
 Col. Thomas Harrower Jr.—Kemmerer
 Col. Robert E. Musser—Cody
 Col. Hugo Ward—Greybull
 Col. Bob Westbrook—Laramie

ELSEWHERE

Col. Charles Benovoy—Ottawa, Ont.
 Col. Bob Crockett—Kingston, Ont.
 Col. Harold P. Higgins—
 Huntington, Quebec
 Col. Ken Hurlburt—Ft. MacLeod, Alta.
 Col. Ross H. Kemp—Stratford, Ont.
 Col. Ralph C. Neely—London, Ont.
 Ladies Auxiliary to the NAA



Good morning:

I read in the March issue of THE AUCTIONEER that you are asking for some help about the picture man. I should have written you and told you we got our pictures by your help and all is well.

I hope we have a good convention in

Florida. We three intend to go and will try again to get reservations without trouble.

We have had a good season, Ed Morris, his son Steve, and I. Although I have semi-quit I will always be interested in auctions. It has been my life's work. And with my real estate partner, McHugh, we sell plenty of land here in Cass County. \$750 per acre has been tops. The sale at Eagle that I invited you to attend brought \$650.

Sincerely,
 Rex Young
 Plattsmouth, Nebr.

Dear Bernie:

Enclosed is my dues for the year as well as Booster Club. I really enjoy reading THE AUCTIONEER each month.

I travel a lot doing auction jobs and I do quite a bit of flying and most of the time I rent a car at the airports. Today, at the Avis counter, I used my National Auctioneers membership card and received a 20% discount. At the end of the year this is a large savings for my company and I am sure other members could benefit also.

What I'm asking is since we are "national" if you would make an application with Avis so that our names would appear on the discount list. All our members would greatly appreciate the 20% discount.

Hope to see you at the National Convention.

Respectfully,
 Calvin Zedd
 Norfolk, Va.

Dear Bernie:

Enclosed is my check to cover membership and Booster Club listing. Enjoy THE AUCTIONEER very much and am proud to be a member of the Association.

Having a good year, keeping busy selling five livestock markets, weekly, and am looking forward to seeing you in June, at Norfolk, Nebr., for the Livestock Auctioneering Contest.

Take care and keep up the good work.

Sincerely,
 Daryl Ball
 Bourbon, Ind.

Dear Mr. Hart:

Am sure glad my copy of THE AUCTIONEER arrived today, March 21. It re-

minded me my membership fees are due for another year. We really look forward to each issue. Many times my wife has read it before I get a chance to even glance at it. Keep the greatest publication printed coming my way.

Mr. Hart, you may be interested to know the comments of the man that made my rubber stamp. I furnished the cut I received from NAA. He said, "This is the best cut I have ever been furnished." He has been in the rubber stamp business ten years.

Auctioneeringly,
Bill Harper
Torrance, Calif.

Dear Sir:

I read with much interest your story about Col. John R. Fishdick and decided to sit down and write a letter to him for information regarding benefit auctions.

Today, I received a very nice letter from Col. Fishdick with quite a lot on fund raising methods. He was very helpful and I do appreciate the articles on his method of auctioneering. It helps spread the word of the auction method of selling and puts a great deal of happiness into the group that you aid.

Regards,
R. S. Ingalls
East Canton, Ohio

Dear Mr. Hart:

Enclosed is check for my NAA membership dues. I certainly enjoy reading THE AUCTIONEER.

By the way, I have a book that is rather interesting and I was just wondering if there are many around like it. It was written in 1922 by a man who was once president of the International Association of Auctioneers, J. P. Gutelius.

The title of the book is "Highlights of Auctioneering" and it was apparently used as an instruction book in the El Reno Auction School which was run by Col. Gutelius in the early 1900's. By reading this book you can surely tell auctioneering has certainly changed in the last 50 years.

Sincerely,
Charley Mach
Yukon, Okla.

Dear Bernie:

Here's another news article that I feel is quite newsworthy and would ap-

preciate seeing it in print.

Also, find enclosed a check for \$15.00 for my son, Joe, for the Booster Club and NAA dues. I am real pleased to have Joe, 19 years old, associated with me fulltime now in the auction business. He is very enthusiastic and doing a great job.

If the Good Lord's willing and the creeks don't rise my entire family, all five of us, will see all of you in Florida this year. May God Bless.

Sincerely,
James E. Wilson
Hot Springs, Ark.

Lady we know says she has a wonderful recipe for sponge cake — you borrow all the ingredients.

COL. EDMOND B. CHERRY JR.

503 Eubank Dr., Hampton Va.

Phone 826-8017

Nashville Auction School graduate desires work with established auctioneer in Eastern Virginia.

A U C T I O N

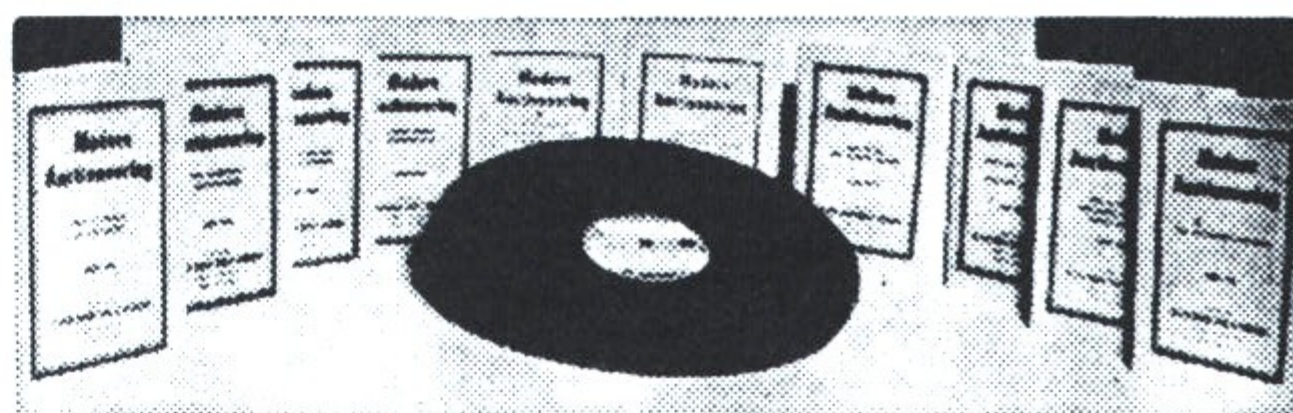
C O L L E G E

TERM OPENS SOON

FREE CATALOG

WORLD'S LARGEST SCHOOL

13,000 Graduates—Over 37 Years



**HOME STUDY AUCTION
LIBRARY & TRAINING RECORD
10 Books on All Phases of
Auctioneering**

**REISCH AUCTION COLLEGE
Mason City, N. Iowa 50401**

**Where The Nation's Leading
Auctioneers Teach You.**

Across The Country

BY BERNARD HART



Another National Auctioneers Week has come and gone which brings up that important question, "What did the members of the auction profession do about it?" We have a few scattering reports which we will share with you, herewith.

Copies of official proclamations have been received from two states. J. O. Briggs, president of the Kentucky Auctioneers Association was successful in getting Governor Wendell H. Ford to recognize the "week". And to prove a state organization is not required in order to have an official proclamation of the "week", Monroe Goree, Roswell, N. M., sent us a copy of one signed by Governor Bruce King of New Mexico.

J. L. Todd, Rome, Ga., sent us a tear sheet from one of several full page newspaper ads that he used. Across the top was emblazoned, National Auctioneers Week, April 2-7, 1973. The balance of the page was used in advertising coming Todd auctions.

Someone in Wisconsin did some advertising in THE WISCONSIN FARMER as we received a statement from them for "advertising National Auctioneers Week." By the way, we returned the statement.

Terry Dunning advises that the CHICAGO DAILY NEWS ran a large banner across their auction page, saluting the week, at no cost to the advertisers. This gesture by one of the country's larger newspapers is most commendable to all concerned.

Here in Nebraska, Jim Walker, Omaha, used several ads in THE WORLD-HERALD, calling attention to the special week for auctioneers. Rex Young, Plattsmouth, received some good radio coverage. Here in Lincoln, we provided copy for all the news media. We don't know how many used it but at least one of the better radio stations aired it in their news programs.

Membership in the National Auctioneers Association continues to build and a new record is established almost every day as new member applications continue to arrive. There are many

reasons for this but there are two in particular that we feel worthy of special mention.

Interest is at an all time high in the State of North Dakota and the present trend indicates that by year's end the membership will have more than doubled. Part of the credit goes to their attractive new Secretary, Judy Heinze, but Bob Penfield has also had a hand in this new surge of interest.

Pennsylvania is the other state that is signing up new members. Plans are well on the way toward the celebration of the 25th anniversary of the Pennsylvania Auctioneers Association, January 11-12, at Harrisburg. From a report just in from the Secretary's office, it seems nearly all their Chapters are reporting a revived interest and are conducting membership drives. They hope to have more than 200 members by the time of their Silver Anniversary and it looks like they would succeed. Speaking of revived interest, this comes from the old members as the younger men look to them for inspiration. Too many of our older members "die on the vine" when it comes to association work.

New blood in the Secretary's office sometimes helps. Pennsylvania has a new Secretary in Richard Moyer. From my correspondence I am going to make the prediction that he is going to turn in a most commendable job. My prediction is based on the letter writing ability of Mrs. Moyer. It will not be the first time a state secretary's wife has been the key to his success.

TRI METRIC MAGNETIC REMOVABLE SIGNS

Original manufacturers. N.A.A. or special logos supplied. Advise flat space available & details desired. Write for free layout, quote and brochure.

**"Signs of the Times" by Smart
Box 237
Pluckemin, N.J. 07978**



The Lighter Side...

CREDIT

"I can't give you any more credit, sir," said the grocer. "Your bill is already bigger than it should be."

"I know that," agreed the customer. "Just make it what it should be and I'll pay it."

AGE

A man who was married to a jealous, shrewish wife was having lunch with a business associate. After being served by a lovely young waitress, he sighed, "When I see a gorgeous creature like that, I wish I were 30 years older."

"You mean 30 years younger, don't you?"

"No," came the weary reply, "I mean 30 years older. Then I wouldn't give a darn!"

ACCIDENT REPORT

An old-timer strolled up to a car that was demolished in an auto wreck, "Anybody hurt?" he asked.

"No," came the reply.

"Well, you should have been," said the old timer as he trudged away.

SAME OLD JUDGE

Judge: "It seems to me you have been coming up before me for the past 20 years."

Prisoner: "Yes, your honor, you've been a big disappointment to me. I thought by now you would be governor."

NATURAL RESOURCES

"Which of America's resources do you think will be the first to become completely exhausted?" the pollster asked a middle-income homeowner.

With a tired sigh, the man answered, "The taxpayer."

TRAFFIC WATCH

Two small boys were waiting to cross a street in heavy traffic. One said, "Come on, let's go."

"No," said the other. "Let's wait for an empty space to come along."

RIISING COSTS

"Farm products cost more than they used to," The city dweller remarked, somewhat surprised.

"Yes," replied the farmer, "When a farmer is supposed to know the botanical name of what he's raisin', and the entomological name of the insect that eats it, and the pharmaceutical name of the chemical that will kill it, somebody's got to pay."

SHARING THE FORTUNE

The jet passenger became engrossed in talk with his seatmate. "Yes sir," said the fellow. "I believe it's a man's duty to share any good fortune with his wife. When he makes a little extra profit, he ought to buy her a new dress."

"Sounds like a good idea," said the listener, "Are you a psychologist or something?"

"No, I'm a dress manufacturer."

DRINK

"It's alcohol and alcohol alone that's responsible for your condition," said the judge to the defendent before him.

"Thank you, judge. You've made me very happy," said the defendent. "Everyone else tells me it's all my fault."

CHICKEN

A farmer says his chickens play a game outside his barnyard. They line up along the road and wait for a speeding car. Then they all dash across in front of it. Last one across is called a high school student.

CALIFORNIA

Because of its continuous expansion, there's rumor around that California is to be divided into two states. There would be Lower California and North California. But since these names would be too long and cumbersome, the proposal is to call them Lo-Cal and No-Cal.

GREAT UNDERTAKINGS

Great men undertake great things because they are great; fools, because they think them easy. — Luc De Vauvenargues.

BUSINESS

"How's business?" asked the shopkeeper of his neighbor, a women's clothing merchant. "Terrible," he moaned. "Day before yesterday I had only one sale. Yesterday I didn't make a single sale, and today business is even worse."

"How could it be worse?"

"Today, the lady who bought the dress two days ago returned it."

BUSINESS CARDS

EMBOSSSED



\$7.00 per 1000

2 color - \$9.00



Either emblem \$1.00 extra

CARDPRINT

701 Park Ave., Galion, Ohio 44833

BRITTEN AUCTION ACADEMY

P.O. Drawer B
Bryan, Tex. 77801

The School of Distinction

DRIVER'S EDUCATION

A Texan was telling about teaching his son to drive one of the family Cadillacs. "But, Tex," a friend interrupted "you boy's only ten."

"Shucks, I know that," came the reply, "that's why I only let him drive in the house."

A U C T I O N SCHOOL

In addition to conducting classes at our home office we offer one of the most complete courses available for home study. We also conduct classes at various colleges and universities. This school is approved by the state board of school and college registration in our home state. Reg. No. 71-12-0286H. For Info. write:
**KNOTTS SCHOOL OF
AUCTIONEERING**
1163 Second Avenue
Gallipolis, Ohio 45631



Promotional Items

LAPEL BUTTONS: "Dress Up" with this distinguished piece of Jewelry. **\$3.00 each**

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

DECALS—3 color, reversible, @ **25c each**; 4 for \$1.00.

BUMPER STRIPS—Advertising the Auction method of selling. **25c each**; 4 for \$1.00

All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

135 LAKEWOOD DRIVE

LINCOLN, NEBR. 68510

AUCTION CLERKING SUPPLIES
 Agreement & Settlement Contracts
 Triplicate Copy Clerking Sheets
 Buyer Registration Pads
 Buyer Number Cards
 Consignment Contract
 Sales Notices
 Free Samples & Prices
BURTON PRINTING CO.
 Box 597 Hastings, NB 68901

SUPERIOR SCHOOL OF AUCTIONEERING

Ray Sims	Ham James
Paul Good	Dale Hanna
Ike Hamilton	Hugh James

Owners and Instructors
 P.O. Box 1281, Decatur, Ill. 62525

Auction Supplies

Paddle Cards

Item Receipt System

Clerk Sheets

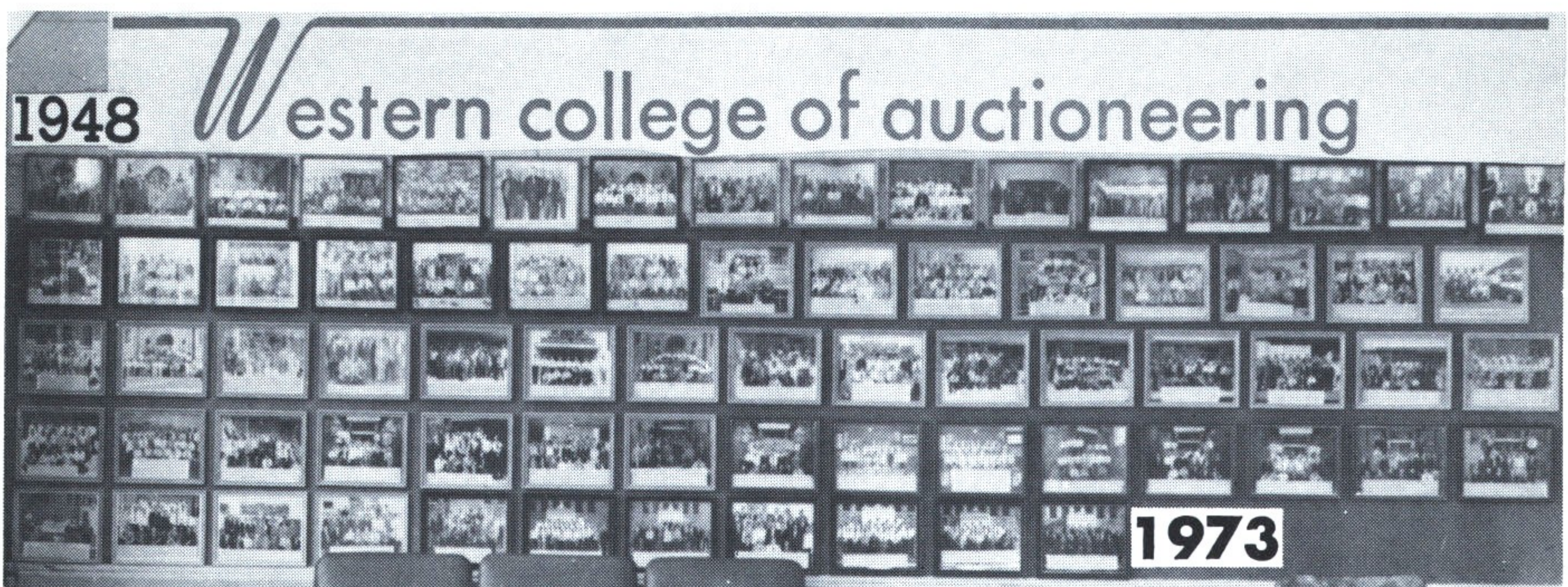
Direction Signs

Write for Samples and prices.

SMART ART PAPER PRODUCTS

501 Penna. Ave.

DOWNINGTOWN, PA. 19335



WE ARE PROUD OF OUR STUDENTS—THEY HAVE BUILT THE COLLEGE

A two week term, equal to a 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:

Box 1458, Billings, Montana



AUCTION SUPPLIES

WRITE FOR FREE SAMPLES

"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12

Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¾x4½". This is an extremely fast, easy, and accurate combination clerking and cashing form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is no duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1/3 White, Pink & Card) . . . \$17.50
18,000 Tickets (1/3 White, Pink & Card) . . . 33.50
36,000 Tickets (1/3 White, Pink & Card) . . . 65.00

STANDARD CLERKING SHEETS . . . Form No. CLS-2

8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.

\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.

2 part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".

\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

EQUIPMENT AUCTION TAGS . . . Form No. EAT-59

3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".

1,000 Tags \$9.75 5,000 Tags \$42.50

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.

1,000 Wires \$5.00 5,000 Wires \$22.50

BUYER CARDS . . . Form No. BC-70

For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).

1,000 Cards \$7.50 2,500 \$17.50 5,000 \$32.50

CONSIGNMENT CONTROL . . . Form No. CC-73

8½ x 11, NCR paper, 3 sheets per set. Space to list many items. Seller signs he has good title. Original for auctioneer, copy to seller at check-in and last copy mailed with payment check. Eliminates Form CC1-69.

250 sets \$16.50 / 500 at \$32.50 / 1,000 at \$59.50

FINAL SETTLEMENT FORMS . . . Form FS-69

8½ x 11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchantable title to all items sold and deliver title to purchasers.

\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

BUYER'S REGISTRATION FORM . . . Form No. BR-69

8½ x 11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.

\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

CONSIGNMENT CHECK-IN FORM . . . Form No. CC1-69.

8½ x 11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Space to list a number of items.

\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

PERSONAL PROPERTY CONTRACT . . . Form No. PPC-69

8½ x 11", 50 sheets per pad. Space provided for general or detailed listing of items to be sold, sale date, time, location, expenses to be paid by seller, and other terms and conditions of sale. Seller signs that he has good title to all items and the right to sell.

\$1.50 per pad, 10 pads at \$1.25 ea., 20 or more at \$1.00 ea.

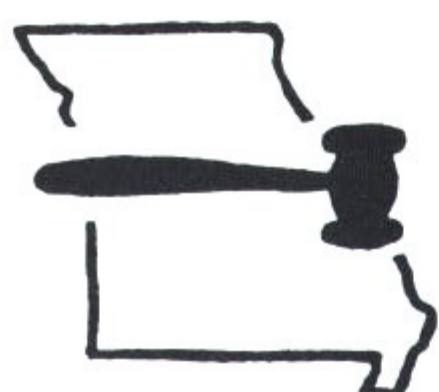
SAVE 50%

RETURN THIS COUPON WITH YOUR FIRST ORDER

and we will mail you 3,600 CT-12 "Clerk-Saver" Clerking Tickets, one pad of Buyer Registration Forms, one pad of Final Settlement Forms and 500 shirt pocket size Buyer Cards for only \$10.

That's right—a \$20 value for only \$10. One to a customer please.

Payment with Order—We Pay Postage . . . C.O.D. Orders—You Pay Postage
Order by Mail . . . Send Check or Monney Order To:



Missouri Auction School

Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102



MAXIMUM PORTABILITY

voice projector 17

25 watt peak power,
5 lbs., self-contained,
true fidelity sound
system with single
control and safety cut-
off switch. Audio
output signal plus
on-off and volume
adjust signals for
remote control of
optional self-powered
speakers.

- Solid State
- Indoor & Outdoor Full Circle Coverage
- Virtually Feedback & Distortion Free
- Our Best

VOICE PROJECTOR MODEL 17/J-2

Complete with one Eveready 22½ Volt Mini-
Max Battery. Replacement batteries are (Neda
710)) Eveready No. 763, Burgess No. 4156, Ray-
O-Vac No. A710, or RCA No. VS102. These are
available at your local radio supply store at
about \$2.75.

\$ 185.00

115 Volt AC Adapter Model J-47 \$39.50



Order by Mail . . . Send Check or Money Order To:

Missouri Auction School

Top Floor Livestock Exchange Building
1600 GENESEE / KANSAS CITY, MO. 64102

We stock a complete line of Auctioneer's P. A. Equipment.
Write for FREE literature and prices.