

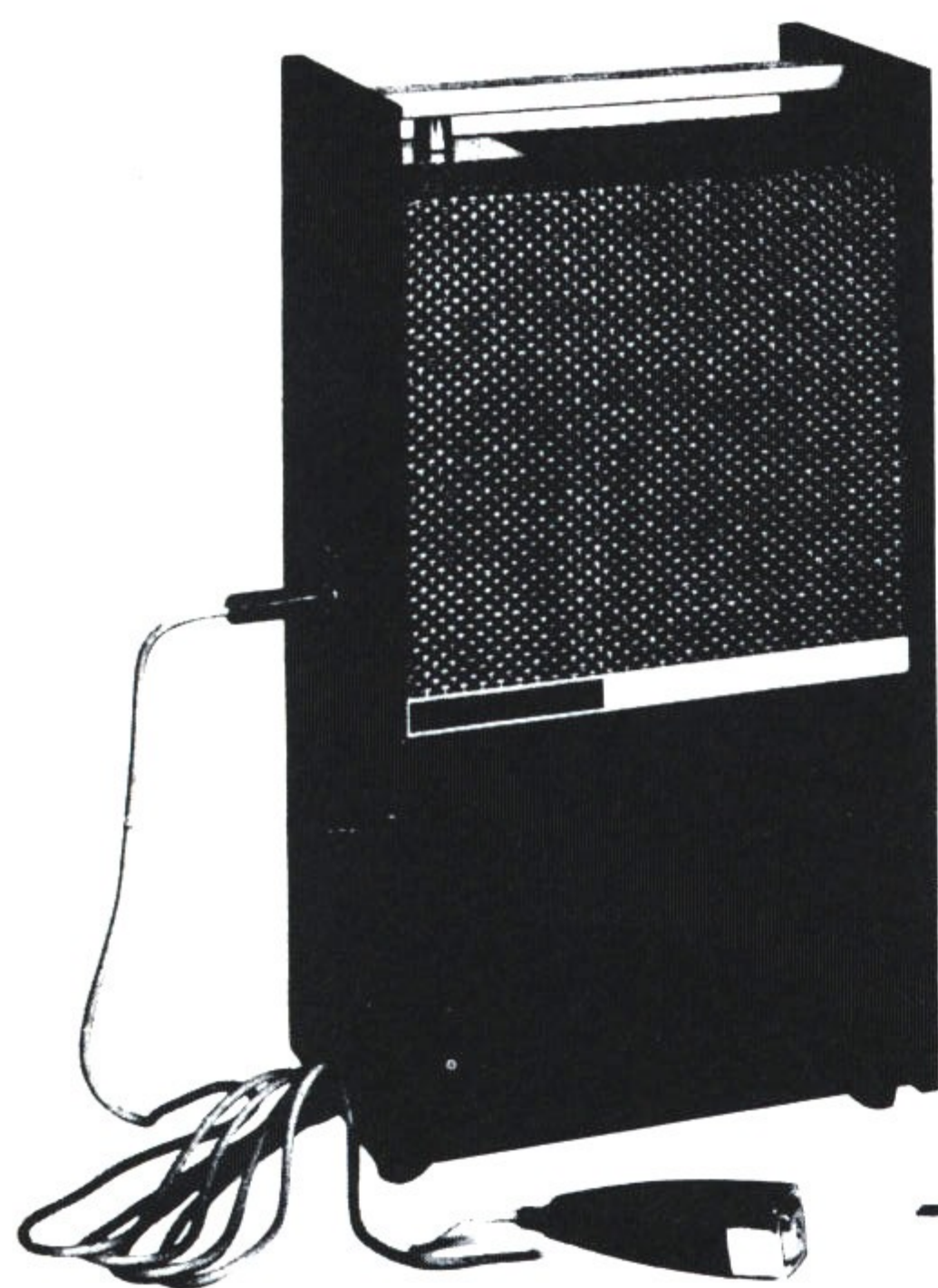
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Bernard Hart, Lincoln, Nebraska

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

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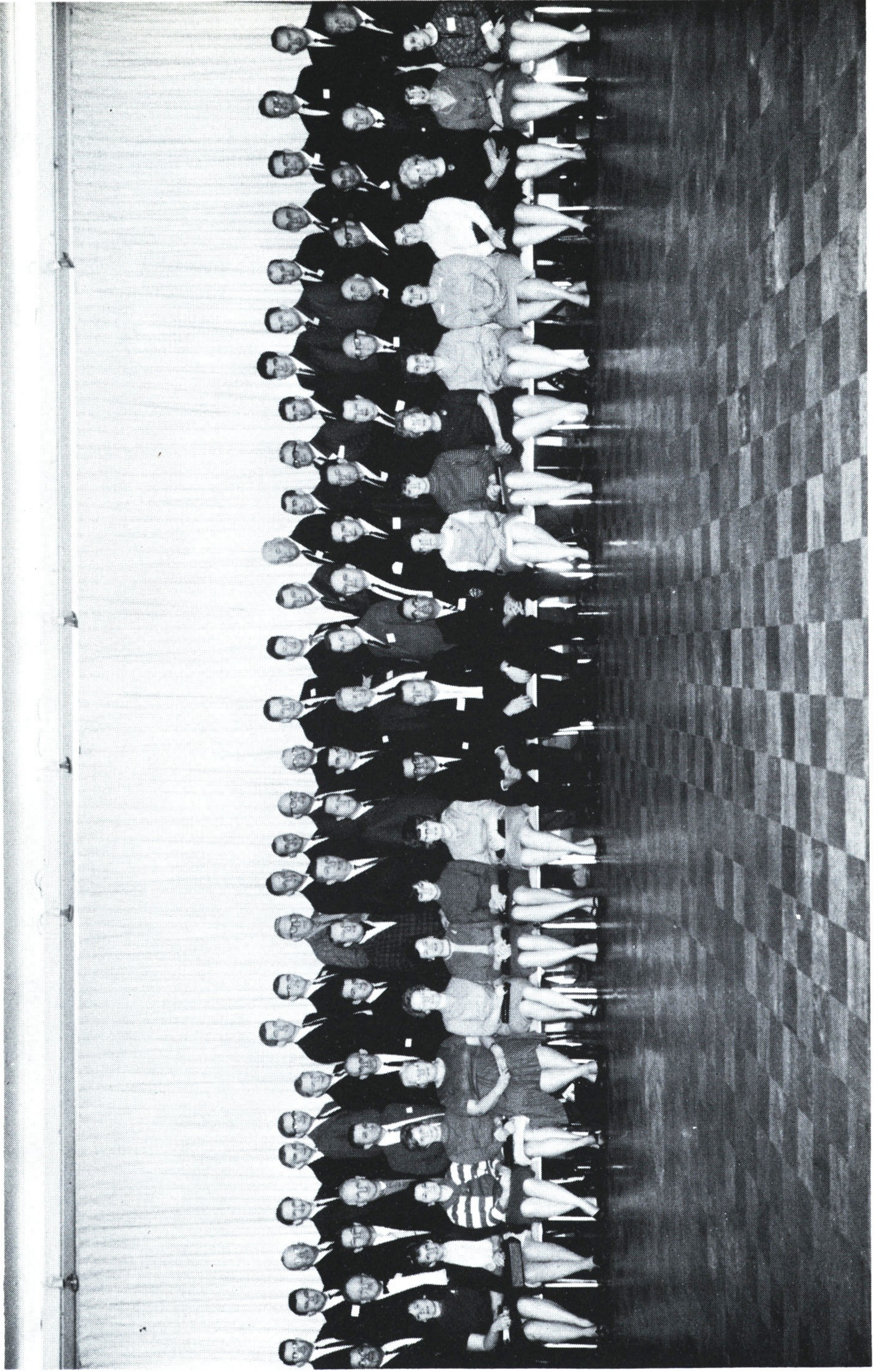
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**These people attended the Pennsylvania Auctioneers Convention. See convention report on opposite page.**



# **Pennsylvanians Hold Annual Convention**

By MARGARET BERRY, Secretary

On the 5th and 6th of January, Pennsylvania Auctioneers held their convention at the Holiday Inn, Harrisburg, Pa.

The Convention was a great success as to members and guests.

On the evening of the 5th, seminars were held on different subjects and were received very well by the membership.

Saturday, the business meeting was held and many things were discussed and resolved.

Our National President, Ralph Horst, was the guest speaker. He delivered a very fine speech on "what the National has done in reference to a permanent home for the Auctioneers, and many changes to be made in the near future."

We had guests from Virginia and also a well known auctioneer from New Jersey, Mr. and Mrs. B. G. Coats.

The business meeting was concluded and all were to return for the evening banquet. Our banquet speaker was a well known man, Col. James E. Leichty, from Berne, Indiana, after which Henry Brooks M.C.'d an impromptu Amateur Hour. This ended a very successful 1967 Convention.

The Pennsylvania new President, Col. William Boes of North Apollo, Pa., is a well known member of both the State and the National organization, and has never missed a State or National convention since joining. Col. C. J. Leiby was elected Vice President. He is now Secretary of the LeHigh Valley Chapter and a very devoted member of the Association.

Mrs. Tom Berry was elected Secretary-Treasurer for the third year.

## **East Montana Ranch Sells For \$300,000**

BAKER, Mont. — The Paul Tobin Ranch near here was sold Dec. 15 for \$299,618.32 at a Baker auction. People from a wide area and many states were on the seats to bid on this good eastern Montana ranch. Willard Schnell, auctioneer, sold the ranch, including 12,334 acres of deeded land and 11,540 acres of leased land, to three buyers.

The south portion, 3,871 acres of deeded land, sold to Wes Munsell, Miles City, at \$25 per acre, along with 4,680 leased acres that cost \$643.40 per year. The north part of the ranch, 4,320 acres of deeded land, went to the Smith Ranch Co., Tribune, Kan., for \$25 per acre, along with a lease of 2,080 acres at \$405.95 per year.

Robert Sonsalla, Baker, bought the center portion of the ranch at \$23 per acre. Included are the main ranch house, 4,123 acres of deeded land, and 4,820 acres of leased land at \$648.02 per year.

Robert R. Morse, Billings, a real estate broker, and the Schnell Auction Service of Dickinson, N. D., handled details of the sale.

## **Governor Calls Bids**

Hon. James A. Rhodes, Governor of Ohio, turned temporary auctioneer to help in opening the Burley tobacco auction season at Ripley, Ohio. The Ripley auction is one of the largest of its kind in the nation.



# Membership Passes

## 2400 Mark In 1967

Membership in the National Auctioneers Association continued to grow steadily during 1967. At the close of the year it had reached an all-time of 2,404.

This marked an increase of 111 members during the past year and 611 members in the past five years.

Ohio continued to lead all other states in NAA membership with 180 members on December 31. Illinois was again the runner-up with 170 members, followed by Indiana, with 153.

Nebraska was fourth in membership with 131, Tennessee fifth with 128, Pennsylvania sixth with 107, and Kentucky was seventh with 102 members. Rounding out the ten leading states in membership are Texas, Iowa and Wisconsin.

Following is a table showing the membership by states as of December 31, 1962, December 31, 1966 and December 31, 1967:

State	1962	1966	1967
Alabama.....	8	15	13
Alaska.....	0	0	0
Arizona .....	6	9	10
Arkansas.....	15	44	80
California.....	54	65	62
Colorado .....	36	51	54
Connecticut.....	5	10	12
Delaware.....	3	5	6
Dist. of Col.....	1	2	3
Florida.....	18	47	46
Georgia.....	21	15	16
Hawaii.....	1	3	2
Idaho.....	10	14	14
Illinois.....	137	160	170
Indiana .....	117	154	153

Iowa.....	62	92	90
Kanasa.....	75	93	79
Kentucky.....	81	94	102
Louisiana.....	7	8	10
Maine.....	3	4	8
Maryland.....	19	26	26
Massachusetts.....	26	24	27
Michigan.....	58	70	74
Minnesota .....	19	23	21
Mississippi.....	1	15	15
Missouri.....	46	60	64
Montana.....	31	34	32
Nebraska.....	118	130	131
Nevada.....	3	2	1
New Hampshire.....	5	6	5
New Jersey.....	36	37	41
New Mexico.....	12	13	13
New York.....	59	78	75
North Carolina.....	26	35	36
North Dakota.....	22	21	26
Ohio.....	133	171	180
Oklahoma.....	28	40	52
Oregon.....	15	19	21
Pennsylvania.....	156	125	107
Rhode Island.....	5	6	5
South Carolina.....	9	15	16
South Dakota.....	21	25	31
Tennessee.....	66	107	128
Texas.....	45	87	100
Utah .....	2	0	0
Vermont.....	4	5	4
Virginia.....	32	50	51
Washington.....	12	25	28
West Virginia.....	18	31	33
Wisconsin.....	77	84	89
Wyoming.....	14	19	15
Canada.....	18	22	24
Australia.....	1	1	1
Thailand.....	0	1	1
West Indies.....	0	1	1
Totals	1793	2293	2404





T. J. Offutt, above, one of the more recent members of the NAA, displays some of her auctioneering credentials. Mrs. Offutt is a graduate of the Fort Smith Auction School, the wife of a bank official and the mother of a college student. She says she likes all phases of auctioneering but hopes to specialize in the real estate field. She is interested in hearing from other lady auctioneers and can be reached at 3505 Lilac, Pine Bluff, Ark. 71601. In case you are wondering, the "T. J." stands for Tillie Jane.

## Oregon Land Auction Leaves Some Unsold

An item in the December issue of "The Auctioneer" told of the offering at public auction of some 11,000 acres of land in Oregon, by the U. S. Bureau of Land Management.

Results of the auction show that the highest selling tract was 640 acres going for \$40,200. A cattle rancher paid \$83,000 for three tracts totalling 1,796 acres.

A tract of 1,159 acres sold for \$48,000. It was reported that some 500 persons jammed the tiny Grange Hall in Boardman, Ore., for the auction, yet only 15 of them were bidders.

Eight tracts of the land remained unsold at the close of the auction. The chief of the Bureau's Division of Land and Minerals for the state conducted the auction. Not knowing this man's ability as an auctioneer, it would seem that it would have been more profitable for the tax payers had the services of a professional real estate auctioneer been secured.

† † † †

### Hard To Take

One thing that most young parents  
Find awfully hard to do,  
Is learning that their neighbors  
Have "perfect" children, too!



# **Board of Directors Meets Lincoln Named Home Building Fund Established**

The first mid-year meeting of the Board of Directors of the National Auctioneers Association was held at the Cornhusker Hotel, Lincoln, Nebr., December 28. It proved to be a productive and fruitful meeting.

A round table discussion concerning the future home of the NAA led to a decision that Lincoln, Nebraska, be designated as the City. A building fund was established at the same time with those Directors present making sizeable donations.

Since the matter of permanent quarters is not pressing at present it was thought best to get the fund established in order that action could be taken when the time was deemed proper. All monies designated for the Building Fund will be placed in interest bearing accounts in order that they will be earning while waiting.

Edward McEachen, Omaha Attorney, who handled our Incorporation Proceedings and drafted the final By-Laws, was present for the meeting. He answered many questions concerning the status and responsibilities of the organization to the satisfaction of those present.

An architect was also called into the meeting in order that future building plans could be properly discussed.

Several of the Board Members found time to visit the present NAA office in the building owned by the Red Poll Cattle Club of America, and all voiced their approval of appearance and location. Authorization was given to erect a sign at the present quarters. This sign will be of cast-aluminum letters and will be readily visible, particularly from the Nebraska Center for Continuing Education, which is located diagonally across the street.

Members are urged to start now in making their contributions to the Building Fund and it is hoped that a good progress report can be given at National Convention time. Your checks should be designated "Building Fund" and sent to: National Auctioneers Association, 3277 Holdrege St., Lincoln, Nebr. 68503.





**These men were elected to serve the Colorado Auctioneers Association during 1968. From the left are: Reuben Stroh; Jack Dunn; Pat Mangan; Bill Hauschildt; Chuck Cumberlin; Ed Gibson and Harland Harrington. Their respective offices are given in the accompanying article.**

## **Coloradans Support NAA Building Fund**

Colorado auctioneers held another of their successful meetings at Denver's Red Slipper Inn, the evening of January 13. Attendance was very good and auctioneers and their wives from throughout the state spent a most enjoyable evening.

Ralph Horst, Marion, Pa., President of the National Auctioneers Association, and Charles Corkle, Norfolk, Nebr., were special guests of the organization. Each of these men gave interesting talks concerning the profession. Short talks by Denver auctioneer, Fred Ramaker, and NAA Secretary, Bernard Hart, rounded out that portion of the program.

H. W. "Bill" Hauschildt, veteran Denver auctioneer, was elected President for the coming year. Byron

"Pat" Mangan, Berthoud, was elected Vice President, and Chuck Cumberlin, Greeley, was elected Secretary-Treasurer.

John T. Dunn, Jr., Ft. Collins; Reuben Stroh, Loveland; and Harland Harrington, Greeley, were named to three year terms on the Board of Directors, along with retiring President, Troil Welton, Wray. Ed Gibson, Denver, the retiring Secretary-Treasurer, was elected to complete the unexpired term on the Board vacated by Chuck Cumberlin.

In a meeting of their own, the ladies voted a cash contribution to the NAA Building Fund, becoming the first organization to make such a gesture. They were closely followed in this action by the members of the Colorado Auctioneers Association.

Installation of the new officers and a Fun Auction completed the successful meeting.





## The Ladies Auxiliary

Dear Ladies:

Since this is my month to contribute an article to the Auxiliary Page, I am sending an article written by Sara Lynn Ramsay, a freshman at Abilene Christian College, Abilene, Texas. Besides being our livelihood the auctioneering profession offers interesting topics for themes.

Daisye Ramsay

### Sold—to the Last Bidder

An auction is a public sale where items are sold one by one to the highest and last bidder. It is most entertaining to watch the different types of bidders that attend a sale. They may be categorized into certain types such as the "eager beaver," the "long thinker," "the shy bidder," and the "curiosity seeker."

As one walks up to the auction block, he might hear, "I'm bid a dollar, will ya gimme two, will ya go two—now who'll make it three-three?" This is the lively chant of the auctioneer. This chant is a stimulating tune to the "eager beaver." Participating in an auction appears to be a game of competition to him—a race to see who can outbid the other. When an article goes up for sale on the auction block, he is the first one to throw his hand up in the air to start the bid. His eyes gleam when he is the last and highest bidder and the item for sale is now his. After the sale the "eager beaver" may realize that he does not need a thing he has bought, but his afternoon has been most enjoyable.

Some bidders are the "long

thinker" type. They contemplate so long on whether or not to raise the price that by the time they have decided to bid the auctioneer has already yelled, "going, going, gone"! Then they regret that the desirable object is now sold.

Standing at the back or concealed within the crowd is the "shy bidder." Although unobserved, he is anxiously awaiting the right moment to bid. When he considers the price to be reasonable, he timidly raises his finger or gives a slight nod to the auctioneer. Then bashfully he walks

#### THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASSOCIATION 1967 - 1968

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to the platform to receive his purchase.

A large portion of the crowd attending a sale are curiosity seekers. Many passing by hear the vivacious voice of the auctioneer and stop to observe what is happening. Most of these people cannot understand the auctioneer's chant. If they raise their hand to scratch their head, suddenly they discover the article up for sale is now theirs.

Sara Lynn Ramsay  
A.C.C. Abilene, Texas

## Parke-Bernet Sales

Parke-Bernet Galleries, New York City, start the second month of the '68 season, February 10, with an auction of "Fine French and Other 18th Century Furniture" and decorations. Further sales for the month are:

February 14—Furs  
February 15—Modern paintings, drawings and sculpture  
February 17—Pre-Columbian Art(A.M.)  
February 17—English and Continental Furniture and Decorations (P.M.)  
February 23—Old Master, 19th Century and Barbizon Paintings  
February 24—Furniture and Decorations  
February 27—Modern Prints  
February 29—Oriental Art

† † † †

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## Pop's Ponderings

### *"Conventions Make for An Interesting Year"*

By COL. POP HESS

Yes, this is February, 1968. By the time you receive this issue the old Groundhog has or has not seen his shadow on Feb. 2nd. If he did not see his shadow spring weather will soon be here, if he did, six more weeks of cold winter.

We, here in Ohio, as of mid-January, believe the sun must have been very bright on Groundhog Day, 1967, as it seems we have had winter 75% of the time since. We had a cool summer, extremely cool August, a cold September with a trace of snow, shivered through October, froze up in November with zero weather for the Holiday Season, and as of this date, we still have it with the weather man telling us more is on the way. So you see why we are looking forward to Groundhog Day.

However, it is, in a way, a nice winter. We get a fresh white cover every few days although we also get some icy highways where our auctioneer boys do some spinning around from sale to sale but, so far, all are living and not too many bruises or injuries. Our Ohio auctioneers have been busy, sales are numerous and buyers are in a good bidding mood most of the time. But I am mostly on the inside, looking out and picking up information from newspapers, radio, TV, breed publications, etc., along with a good flow of mail from our readers, both State and National as well as some auctioneer friends who are non-members.

Through the past year I made only one personal appearance as a speaker. Last December 20, I had the pleasure of speaking to the Men's Fellowship of a Methodist Church. It had been some time since I had made such an appearance in a church but I managed to find the right words for the occasion. However, they teamed me up on the program with a retired minister. The sad part of it was that they used me first, then this Preacher followed. Had it been vice versa, I could have let my hair down and used some words that would have compared with his. The joke of it was that this man had in some place listened to one of my talks and he went all out in preparing his talk to off-set mine. While I had heard much about this man as a Preacher, I pared my tone to fit the occasion. However, it was a great time for all, a good bunch of he-men enjoying conversation and living.

In some mail from out Nebraska way I found on the same date, December 20, "The Old Clan" had their annual get together. This comprises auctioneers and others who have devoted their talents to selling purebred livestock. I would have been happy to have been an on-looker at that event. No question in my mind that both myself and the minister would have been much out-classed.

The January issue of "The Auctioneer" is on my desk and I have found it of interest in many ways. This writer says "AMEN" all the



way on the fine page by Col. John Overton of New Mexico. I also noted the many short news items, good paid advertising and through it all this publication is the box that ticks for the auction field and the auctioneers. I was glad to note the news coming in from some of the State Associations. I see that we have two states with two separate auctioneers' associations. We note there are now some 33 states that have state auctioneers associations.

Eventually, we expect all 50 states to have their own organizations. This writer has been poundin', through this column, for each state to thaw out and send in news and it is improving, month by month. Thanks, and keep more coming. Down through the years, of writing a column for this publication, the mail I receive from our readers gives me some cue on what to lead out on the following month. I am always grateful for your response as your comments are a great help.

We have found over the years that the busy auctioneer seldom takes much time to write personal letters other than those necessary in their work. This came back to me four-fold recently. I received a short, hand-written letter from one of my old-time auctioneer friends. What he tried to write me was in this line of wording, "You old goat, you keep pounding about us tired old auctioneers writing some words for 'The Auctioneer' and how would you expect any editor to put in print my style of writing. They would so misconstrue my writing and insert words I never said that I would get sued for damages." In fact, this letter was so scribbled I could not make it jell as to what he was trying to tell me and I call in Mom Hess to interpret for me. She got it quite well deciphered but she closed up

the reading by looking over her glasses at me and said, "I only know of one person that writes long-hand worse than this man." Naturally, I wanted to know who it could be and she pointed and said, "You, Pop Hess, can scribble long-hand much worse than this." So boys, if you cannot write readable, get a typewriter like I did years ago. However, I have often said I will welcome the day when some inventor will come up with a writing machine that will hit the right keys and use the correct words in their proper places. I would be the first customer.

Many write, asking me what I do to spend my idle time. It has been easy as I can rest and doze and dream. All my life I have been a chap who could take a nap in the midst of a hard task.

This year of 1968 will be a very interesting one. I like to follow conventions as they are interesting to me. We will have three such conventions to look forward to this year. The NAA in July, down in Oklahoma; the GOP in Florida; and the Democrats in Chicago. Also, the deep south, convention or no convention, will come into the spotlight for attention. A good old friend of mine who likes to bet with me regarding the winner of the top office of the land is already asking my thoughts on my selection of a would-be winner.

As I see it now the only safe wager would be to have a choice of one out of three men. The man I personally select for the job and think should win will not be bald headed nor comb his hair down over his eyes. He will be a man who I am sure will be a deep thinker. He may be a man labeled as a long-time loser in past elections, however, the old saying can be true, "The third time may wind up in a victory." This man I

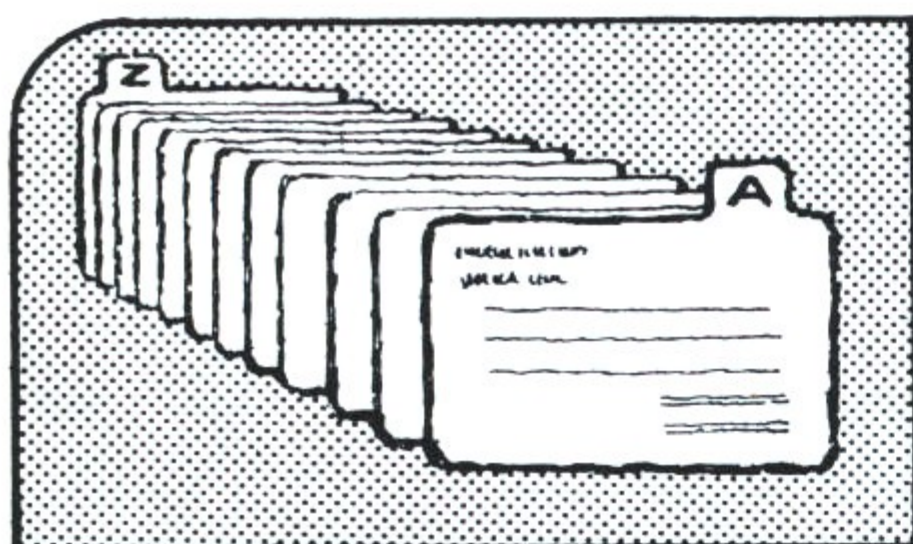


am thinking of has had eight years of good experience in close action to the top executive and by convention time, eight more years of close contact with world affairs. He will not be labeled as a New Deal, a Fair Deal or a Great Society, but will be a man who knows in many ways how to make our great U.S.A. the way of life that will bring peace. So if this man, or one of his caliber, can become our next President of the U. S., our great democracy will survive.

Some may say what has that got to do with auctioneers and the auction way of selling. This writer feels our

livelihood as auctioneers will expand to greater achievement and the general world will prosper in a manner in which our jobs as John Q. Public auctioneers will be on a sound dollar basis.

So much for our world affairs as we see it at this time. May this new year be greater and better for auctioneers. We are thankful that our forefathers who built the foundation of our world affairs in such a manner that the people can keep this universe under control through the ballot box on Election Day.



## Membership

### *Memberships Processed December 16 thru Jan. 15*

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 \*Wesley A. Sager, Connecticut  
 Richard A. Wagner, Michigan  
 Bill Johnson, Washington  
 Gary Gordon, Arkansas  
 Dennis Gordon, Arkansas  
 Bill Glover, Arkansas  
 \*Buddy D. Hayes, Indiana  
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 \*John A. Kework, New Jersey  
 \*Harry Persky, New Jersey  
 \*Solomon P. Schweiger, New Jersey  
 \*Sidney Schwadron, New Jersey  
 \*Allan Bloom, New Jersey  
 John Fay, Illinois  
 Joseph Smith, Canada  
 Arthur Thompson, Nebraska  
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 Robert Harrison, Indiana  
 Earl Ray, Indiana  
 Robert Widener, Indiana  
 Everett Rookstool, Indiana  
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 Ferrill Slone, Florida  
 Claus Beck, Minnesota  
 David Gladstone, Virginia  
 John Mathews, Virginia  
 Emmert Bowlus, Maryland  
 S. Braden King, Maryland  
 Alex Cooper, Maryland  
 M. S. Pennington, Alabama  
 Arthur Boroughs, Michigan  
 Stan Perkins, Michigan  
 Maurice Price, Michigan  
 Robert Jacobson, Michigan  
 James Fawcett, New Jersey  
 Watson Van Sciver, New Jersey  
 Murray Gould, New Jersey  
 \*Stanley Schwadron, New Jersey  
 Merl Knittle, Ohio  
 R. E. Featheringham, Ohio  
 James Lawless, Ohio  
 Elias Frey, Ohio  
 Ken White, Ohio  
 Henry Stanley, Sr., Ohio  
 Carl Stanton, Ohio  
 Harley O'Day, Ohio  
 Paul Good, Ohio  
 Don Bruns, Ohio  
 Arthur Borton, Ohio  
 Clay Metz, Illinois

A. C. Thomson, Illinois  
 J. H. Oberwise, Illinois  
 Floyd Summerfield, Illinois  
 Ralph Zabel, Illinois  
 Leonard Austermann, Illinois  
 Emil Lauter, Illinois  
 Orville Laughlin, Illinois  
 Ray Hudson, Illinois  
 Kenneth Gravlin, Illinois  
 R. F. Armantrout, Illinois  
 Marshall Nachbar, Illinois  
 Sam Nussdorf, Connecticut  
 E. J. Harding, Missouri  
 Hugh MacNeil, Maryland  
 George Naylor, Maryland  
 Elmer Burnham, Washington  
 Clayton Dykema, Illinois  
 George Roman, Ohio  
 James Gebhardt, Ohio  
 Fred Rosner, Virginia  
 Willie Catlett, Virginia  
 Maynard Jensen, South Dakota  
 William Rash, Delaware  
 Lester Martin, Indiana  
 Eugene Phillips, Indiana  
 Gerald Mead, New York  
 D. S. Blew, New Jersey  
 \*John Pearson, Michigan  
 Paul Grote, Iowa  
 Clare Brown, Jr., New York  
 Calvin "Tink" Brown, Michigan  
 Bob Handrich, Michigan  
 David Sawyer, California  
 Roger Baker, Oregon  
 Lawrence Callis, Indiana  
 Ralph VanderVlucht, Ohio  
 J. A. Marlowe, Ohio  
 Donald Steinke, Ohio  
 Hubert Amos, Ohio  
 John J. Andrews, Ohio  
 Larry Reed, Missouri  
 R. Charles Backus, New York  
 James Jones, North Carolina  
 Jack Peoples, Virginia  
 Robert Short, Virginia  
 George Wenmoth, West Virginia  
 J. Hardy Ward, Idaho  
 Earl Youngren, New Mexico  
 Monroe Goree, New Mexico  
 Stephen Winternitz, Illinois



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**Harry Chrisco, Illinois**  
**Melvin A. Lindauer, Illinois**  
**W. Virgil Meador, Illinois**  
**Floyd McCaskill, Illinois**  
**William L. Gaule, Illinois**  
**Clifford Eiler, Ohio**  
**Bill Patterson, Ohio**  
**Robert Wuebbels, Illinois**  
**Marvin Haycraft, Illinois**  
**Lyle Paddick, Illinois**  
**Edwin Ringler, Michigan**  
**Dale A. Dean, Michigan**  
**Maury Riganto, Virginia**  
**O. B. Harris, West Virginia**  
**William H. Amoss, Maryland**  
**Carl A. Tangner, Jr., Oklahoma**  
**Wilbur T. Clair, Indiana**  
**John E. Anderson, Indiana**  
**J. B. Driver, Indiana**  
**LeRoy Longberry, Arizona**  
**Coyte D. Carpenter, North Carolina**  
**M. M. Goldberg, Louisiana**  
**Victor A. Garrison, New Hampshire**  
**Keith Marshall, New York**  
**Russell D. Watkins, Missouri**  
**Al Tirella, Connecticut**  
**Bill Lamb, Kansas**  
**Gordon Drury, Wyoming**  
**Vernon Cole, Michigan**  
**Mary Cole, Michigan**  
**Andy Little, Missouri**  
**Robert Sutton, Missouri**  
**Dean H. Parker, California**  
**Richard Seibert, California**  
**R. E. Smith, South Carolina**  
**Don Johnson, California**  
**M. J. Manasse, New York**  
**Harold B. Lee, New York**  
**Fred McFarland, South Dakota**  
**Walter Hartman, Ohio**  
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**J. E. Russell, Illinois**  
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**Orison Seibert, Illinois**  
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**\*Laurance R. Oaks, Illinois**  
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**Robert H. Campbell, Maryland**  
**Milton J. Dance, Maryland**  
**Abe Levin, Massachusetts**  
**Joseph Leger, Massachusetts**  
**Raymond L. Carroll, Indiana**  
**Alvin Kohner, Minnesota**  
**Albert O. Maas, Minnesota**  
**Ben G. Hoffmeyer, North Carolina**  
**Paul W. Lawton, New Hampshire**  
**Wilbert Kroh, North Dakota**  
**Ralph S. Day, New Jersey**  
**Herbert Van Pelt, New Jersey**  
**Elmer Bunker, New Mexico**  
**George K. Lusk, New York**  
**Vincent G. Kennelley, New York**  
**Ralph Rosen, New York**  
**Roy E. Beatty, Florida**  
**Brooks Thornton, Florida**  
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**\*Frank Kollin, Ohio**  
**Howard B. Overmyer, Ohio**  
**Hobart W. Farthing, Ohio**  
**Donald Bradley, Ohio**  
**Henry M. Stanley, Jr., Ohio**  
**Mearl Maidment, Ohio**  
**Harry H. Hawk, Ohio**  
**Robert L. Feters, Ohio**  
**Emil J. Konesky, Ohio**  
**Clarence W. Latham, Ohio**  
**William Lee Holton, Ohio**  
**Joseph H. Barnett, Ohio**  
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**Jerry D. Vaughan, Georgia**  
**\*Mark S. Brown, Illinois**  
**James H. Gilliland, Illinois**  
**Lewis E. Smith, Indiana**  
**A. M. Wittmer, Indiana**  
**\*James Kelly, Iowa**  
**Michael Fox, Maryland**  
**Robert Perry, Michigan**  
**Albert T. Robertson, Missouri**



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 \*C. D. Lawrence II, New Mexico  
 \*L. Benny McLeod, California  
 \*Chuck L. Myers, Indiana  
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 Cy Ferguson, Ohio  
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 Gordon Clingan, Illinois  
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 Kenneth Aycock, North Carolina  
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 \*Horace Woodburn, Arizona  
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 Franklin Bohn, Illinois  
 Bill Porter, Indiana  
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 \*Paul Jack Stewart, Tennessee  
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\*Darrell Murray, Tennessee  
 \*Don O. King, Tennessee  
 \*Hollis Bernard, Tennessee  
 \*Errold R. Sutter, Jr., California  
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 Howard Harris, Jr., New Jersey  
 Norman Aldinger, North Dakota  
 Richard Pfarr, Ohio  
 Gary W. Cain, Ohio  
 \*Charles L. Miller, Tennessee  
 \*Don B. Smith, Tennessee  
 \*Felix Fred Walker, Tennessee  
 Ed H. Broline, Texas  
 William F. Artrip, Jr., Virginia  
 Walter Flatow, Vermont  
 Orville Sherlock, Washington  
 R. H. Berger, Washington  
 Willard Olson, Wisconsin  
 Ed T. Hyde, Alabama  
 Clifford Sandeffer, California  
 \*Wendell H. Cooper, Florida  
 Samuel W. Savedow, Florida  
 Joe Ellis, Georgia  
 Ted C. Moyer, Georgia  
 Milton A. Cully, Jr., Illinois  
 M. W. Reavis, Indiana  
 E. Dewey Anderson, Indiana  
 T. M. Dunlevy, Indiana  
 Jackie Ball, North Carolina  
 James Priest, New Mexico  
 Dan Schlichter, Ohio  
 Claude D. Myers, Ohio  
 Chester B. Rector, Ohio  
 Donald Farrell Kennedy, Oregon  
 (\* indicates a new member)

† † † †

### Versatile

Little monkeys grow up to be big  
 monkeys; little pigs grow up to be  
 big pigs; but man, wonderful man,  
 can grow up to be either.









## Gun Auction Draws Tremendous Crowd

Belleville, Ill.—The largest public auction in this area's history ended at one o'clock the morning of December 18, after 15 hours of continuous selling by four auctioneers.

A crowd of 5,000 to 6,000 persons converged on the city to attend the auction of 1,681 handguns, rifles and shotguns and 250,000 rounds of assorted ammunition, all of it the stock of the Belleville Sport Sales. Parking facilities were overflowing.

Gun dealers and collectors from 30 states registered for the auction, some from as far away as New York, Texas, Oregon, Oklahoma, Nebraska and New Mexico.

Norman Geolat, NAA member of Belleville, was in charge of the auction. Display advertising was placed in "Gun Week" and "The Shotgun News" in which catalogs of the sale were offered at 50 cents each. More than 600 were sold as a result of this advertising and another 400 were sold the day of the sale. There were buyers for at least 500 more had they been available.

On the opposite page are pictures showing a part of the guns sold. The picture, above, shows the auctioneers at work. Most of the guns were modern and more than half of them had never been fired. However, there were a few muzzle-loaders and antique hand guns and they proved the biggest attractions.

## NAA Member Wins Trap Shoot Contest

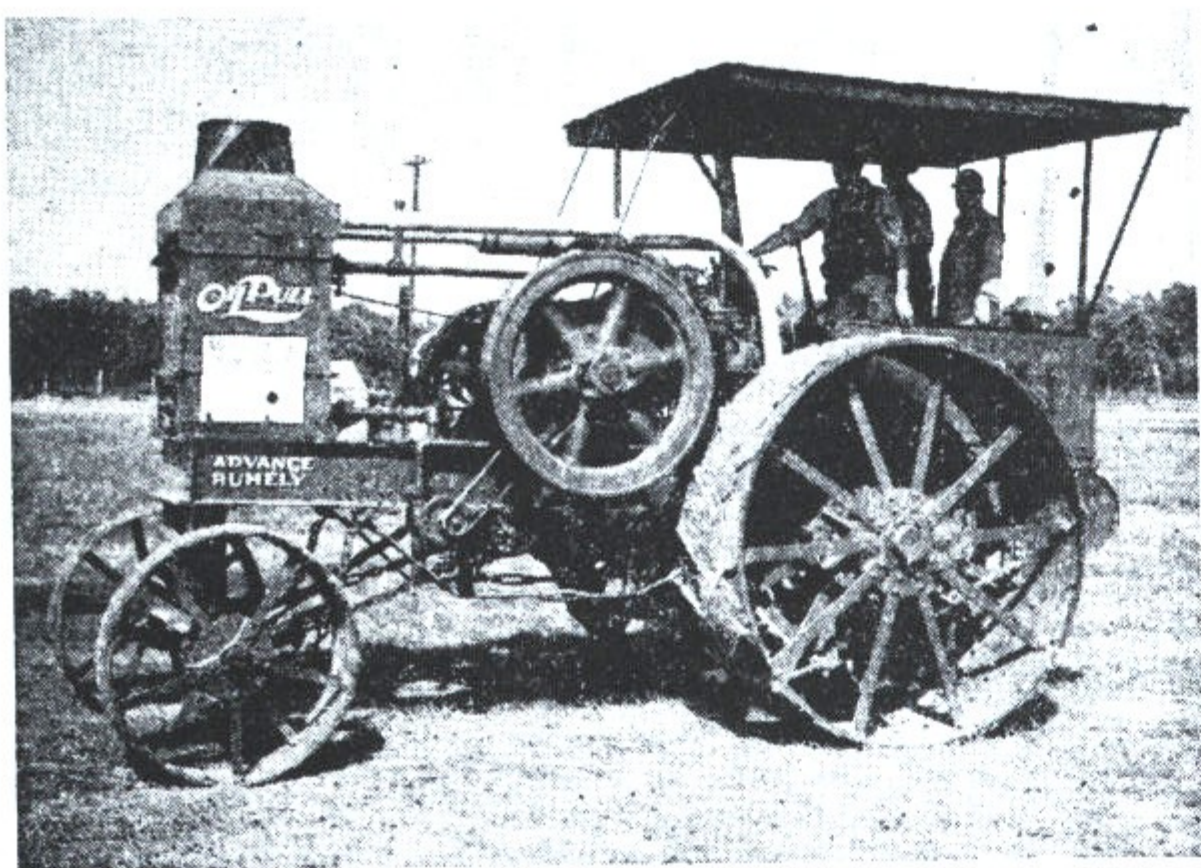
There are many "straight shooters" in the auction business and there are those who have been labeled as "sharpshooters." However, Herman F. Welch, a member of the NAA from Downers Grove, Ill., is probably the best marksman in the business.

Last August, Col. Welch won the Grand American Handicap Trapshoot at Vandalia, Ohio. To win the contest, he broke 100 of a possible 100 targets and became only the ninth man to achieve a perfect score in the 68 year history of the event.

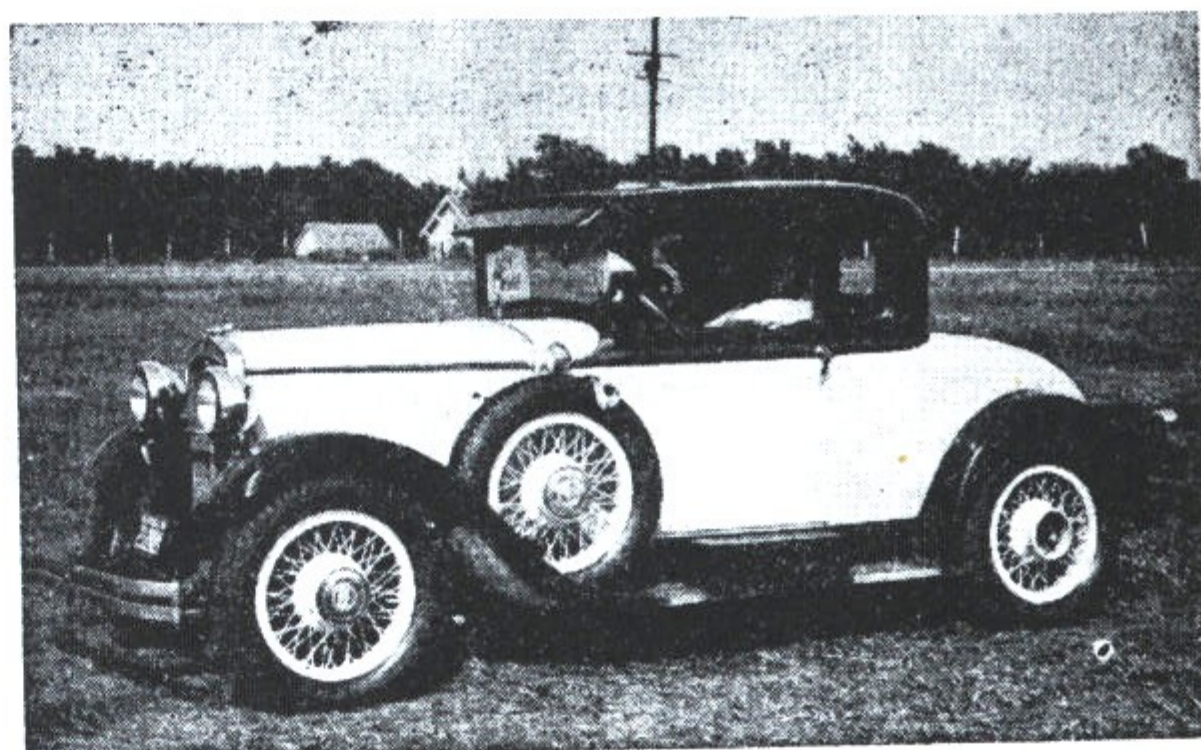
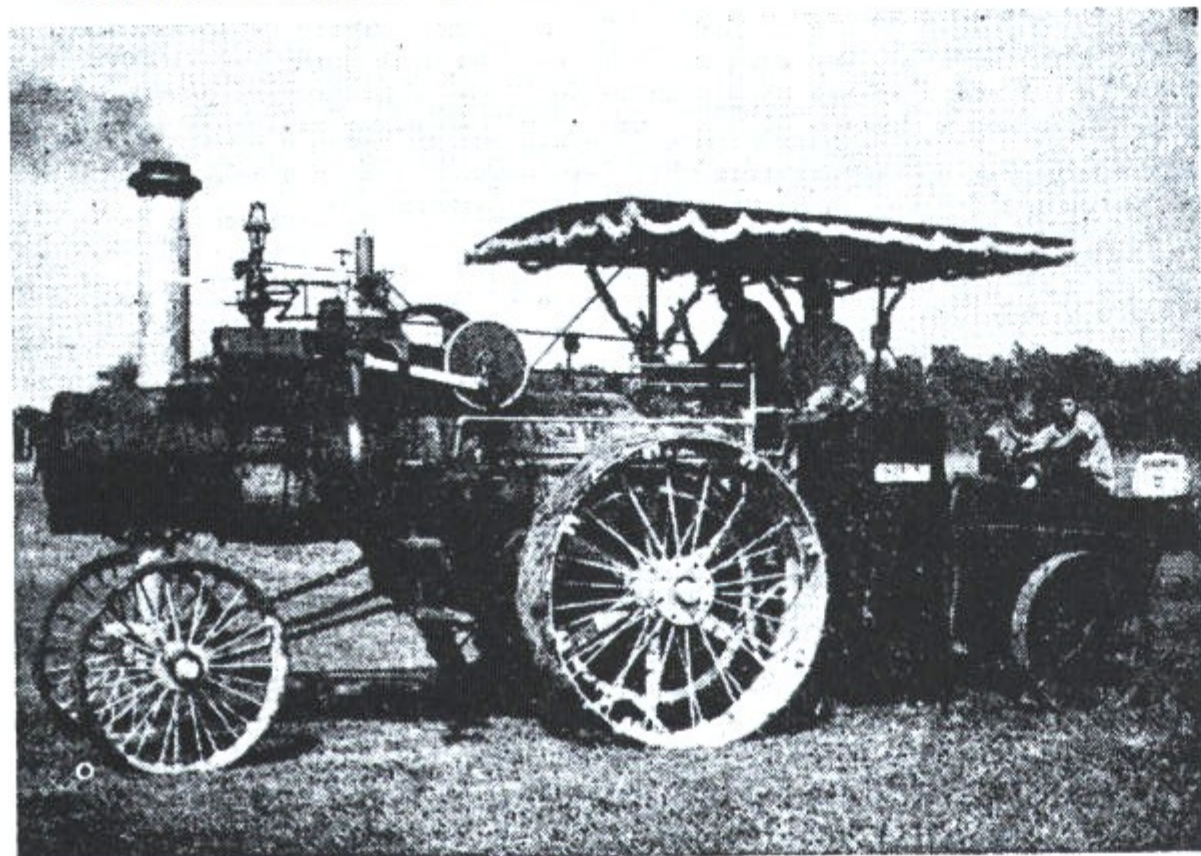


# Antique Tractors and Automobiles at AUCTION *on SUNDAY, JULY 23, '67*

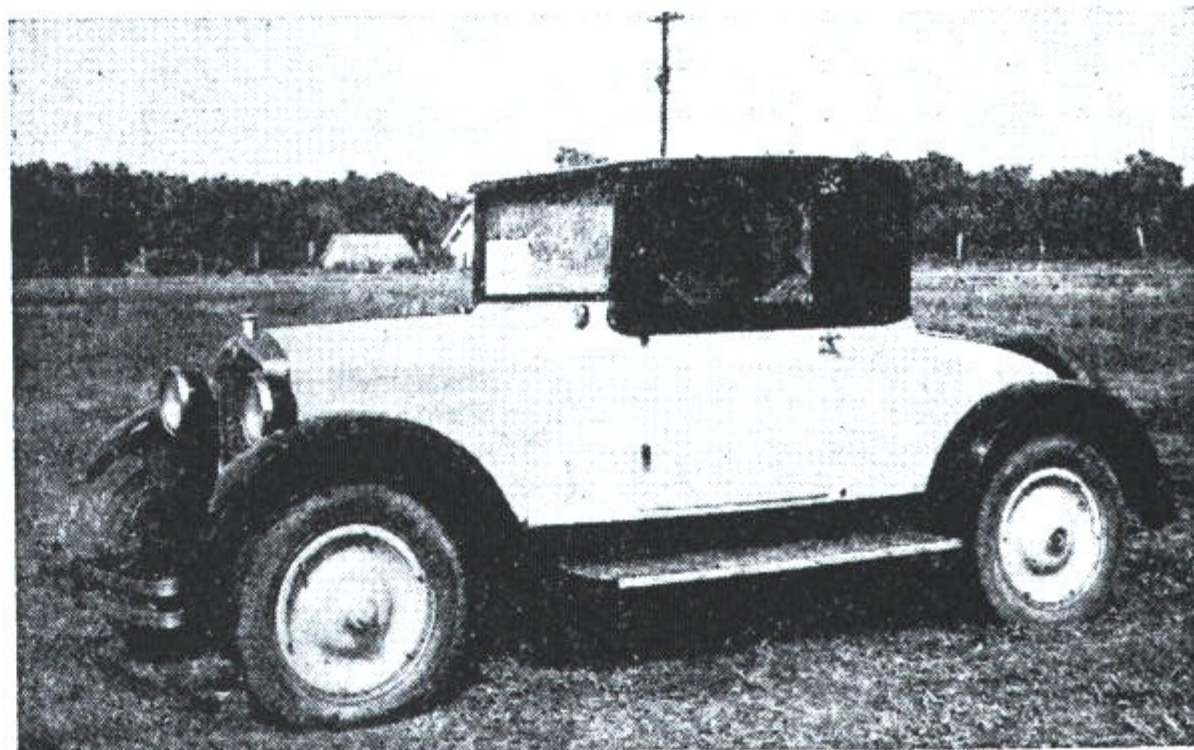
Owing to my health and the Doctor's orders I must dispose of the following property 4 Blocks North of the City Hall and Fire Station at ST. EDWARD, NEBR. Sale to Start at 12:30 P. M. Sharp.



Rumely 30-60 2 cylinder Tractor, 1912 model, in good condition, runs good.  
 1917, 16-30, 2 cylinder Rumely Tractor in good condition, runs good.  
 1935, 6 cylinder Rumely Tractor on good rubber, self starter, 30-50 H. P. Runs like new.  
 1949 Model Ford Tractor on good rubber. Runs like new; also 2-bottom rebuilt tractor plow, good.  
 2-row Ford Cultivator, good.  
 2-row Rotary Moldboard Lister, good.  
 10-ft. Ford pull type Disc Harrow.  
 1917 Wallis Cub 4 cylinder Tractor on steel, good.  
 1928 Model 10-20 McCormick-Deering Tractor on steel, runs good.  
 Perfection assembled Tractor on good rubber, 4 cylinder 25 H. P. Wisconsin engine with dozer for snow removal.  
 1 cylinder Fairbanks-Morse 6 H. P. stationary engine, runs good. New in 1917.  
 1917 Case 20-40 H. P. Cross Mounted Motor.  
 Russell 16-65 H. P. Steam Engine, 1910 Model with Cab and Parson's wood, water and coal tender. This engine runs good. The steam engine will be sold about 3:00 p. m.  
 All the above machinery was on display and running at the St. Edward Centennial on June 27-28.



1924, 4-cyl. Hupmobile Coupe, disc wheels, leather upholstered. Runs good. A nice car.  
 1929 Dodge Special Sports Coupe, 6-cyl., 6 wire wheels and rumble seat. A very nice car. Runs good.  
 1924 Model T Ford Coupe, looks good and runs good.  
 All of these cars will make nice show cars.  
 1925, 4-cyl. Chevrolet Coupe, disc wheels. Needs a little work on it.  
 1932 Chevrolet 6-cyl. Coupe, wire wheels, good.  
 1930 4-door 6-cyl. Willys-Knight Sedan, wire wheels, good, but needs a little work on it.  
 1914 G. M. C. 3/4-ton. 4-cyl. Truck, engine and chassis, less cab and box. Motor is free.  
 1912 Reo Speed Wagon, 4-cyl. Could be made into a good show piece, less cab. A good combination box. A 3/4-ton job.  
 1910 Pope 2-cyl. Motorcycle, not bad, needs some work on it.  
 1929 Model A Ford Pickup.  
 1929 Model AA Ford Truck, dual wheels, fair rubber.  
 1929 Dodge Car, motor good repair.  
 1941 Dodge Car, motor was overhauled. run 300 miles.  
 1931, 6-cyl., 1-ton Dodge Truck, fair rubber. All will run.



32x54 Steel Case Thresher with 14-ft. Garden City Feeder and Weigher, new in 1919.  
 Wood Bros. Steel Thresher, 24x38 size.  
 Minn.-Moline Steel Thresher, 28x46. good repair.

A good building, 13x17-ft., wood shingled roof and sides Was a one room house. Ready to move.

TERMS—CASH. If time is desired make arrangements with your banker. No property to be removed until settled for. All property at buyers risk after it is sold.

AUCTIONEERS: Col. Harold (Pete) Anderson, Genoa; Col. B. L. Anderson, Fullerton; Col. (Uncle Bill) Taber, Spencer, Ia.; Roger Wood, Albion, Ring Master  
 BANK OF ST. EDWARD, Clerk

## Frank B. Smith, Owner

There will be a lunch wagon on the grounds to serve you sandwiches and refreshments.





## Auction Shorts

This is a continuation of last month's AUCTION SHORTS, entitled, "*41 Years in the Auction Business.*" Frank B. Smith began his auction business in 1927, with an idea that paid off in great fashion last summer.



**Col. Frank B. Smith**

One of his decisions was to bring home some kind of item from each sale and that every article had to sell. Results as we all know, you sometimes come home with articles you had not planned on. This did not bother Col. Frank, he just kept them. The number of items got greater as time went on, and it required him to buy some extra buildings to store his possessions.

Last summer, however, he decided on the big kill, which was to have an auction of his treasured possessions. The date was selected

for July 23, 1967. He had an attractive sale bill prepared, listing many of the items, particularly the larger items. He engaged in a wide distribution program of these bills and through other mediums of advertising, he attracted people from 8 different states, some driving between 700 and 800 miles. A prize was awarded to the party driving the greatest distance. It was estimated that about 3000 people attended the auction.

Some of the prices: 15 kerosene lamps \$8 to \$15 each, butter molds \$4 to \$10 each, 50 to 60 chairs that at one time were brought home at 10c to 20c a piece, sold for around \$2 each, etc. Among the larger items, were 1929 Dodge Coupe \$660, 1924 Hubmobile Coupe \$525, Model T Coupe \$750, Rumely Oil Pull Tractor \$2500, Steam Engine \$1625, etc. The sale totaled somewhat over \$20,000.

There is a copy of this sale bill in the hands of our Editor, so you see portions of it, if not all, in the auction.

Frank said, that his fellow auctioneers who handled the sale for him, did a fine job and the sale was clerked by the Bank of St. Edward, Nebraska.

His advice to young auctioneers — collect articles that are hard to sell now, they will pay a bonus.

Henry Buss  
Columbus, Nebraska

† † † †

### Doomed

S.S. Teacher: "Who was upset when he saw the prodigal son coming back home?"

Small Boy: "I know, teacher! The fatted calf!"







# Reppert School Of Auctioneering

Pictured, opposite, is the Class of November 27, to December 15, (1967), at the Reppert School of Auctioneering, Decatur, Ind. Following is their identification by rows reading from left to right in all instances:

**TOP ROW:** Lewis Marshall, Jackson, Mich.; Leroy G. Buck, Holmdel, N.J.; Robert H. Cunningham, Alexandria, Ind.; Robert L. Selmon, New Metamoras, O.; George F. Muller, Blythewood, S.C.; W. E. Jeffords, Jr., Florence, S.C.; Kenneth J. Coffman, Jacksonville, Ill.; Max D. Oren, Parker, Ind.; Eldon D. Metzger, North Manchester, Ind.; Winston J. Chesney, Petersburg, Pa.; Malcolm M. Speicher, McVeytown, Pa.; Robert Alan Shanks, Dodsland, Saskatchewan, Canada; Duane Maddux, Greensburg, Ind.; Homer Welling, Leesburg, Ind.

**FOURTH ROW:** Gary M. Knight, Unionville, Mo.; William M. Watkins, Liberty, S.C.; Deane K. Lehman, Decatur, Ind.; Richard A. Mosley, Greenwood, Miss.; John R. Bookout, Decatur, Ind.; Larry L. Martin, Blue Ball, Pa.; Gerald F. Arthur, Hilldale, Ind.; Eugene N. Simpkins, Cincinnati, O.; Marvin E. Zahm, Sinclairville, N.Y.; Donald L. Hill, Columbia, Tenn.; Cecil E. Osborne, Defiance, O.; Douglas E. Bacon, Forksville, Pa.

**THIRD ROW:** Jack Ray Hawkins, Hammond, Ind.; Kenneth L. Love, Centerburg, O.; Ernest J. Uhlenhake, Coldwater, O.; James E. Houk, Winchester, Ind.; Keith W. Headley, Montpelier, Ind.; O. E. Carter, Jr., Kempton, Ind.; Douglas Hobbs, Lebanon, Tenn.; Donald R. Kolkman, Fort Wayne, Ind.; Paul D.

Miller, Greenfield, O.; James Albert Clairborne, Knoxville, Tenn.; Nick Stayanoff, Jr., Bluffton, Ind.; Richard L. Fowler, Mt. Vernon, O.; Curtis Boblitt, Fern Creek, Ky.; Vance H. McMahon, Albuquerque, N.M.

**SECOND ROW:** Lester Strickler, Willshire, Ohio; Robert L. Thomas, Chimney Rock, N.C.; Robert L. Simpson, Watertown, Tenn.; William J. Zemberi, Endicott, N.Y.; Hurle Howard, Goshen, O.; George A. Briggs, Defiance, O.; Richard E. Storms, Kempton, Ind.; Charles H. Cranford, Alamosa, Colo.; Roy A. Houston, Kenosha, Wis.; Lawrence Stidham, Roanoke, Ind.; George H. Blasingim, Jackson, Mich.; Douglas L. Arnold, Huntington, Ind.; Richard A. Olson, Morris, Ill.; Buddy Hayes, Greentown, Ind.; Mark S. Brown, Urbana, Ill.; Donald E. Davis, Apple Creek, O.; R. D. Beck, Lucan, Ontario, Canada.

**FRIST ROW:** Mrs. Mary Piper (Mrs. Hubert); Celina, O.; Georgiana Kerr, Van Wert, Ohio; Mrs. Virginia Englehardt (Mrs. Sidney), Pennville, Ind.

**INSTRUCTORS:** Gene Slagle, Marion, O.; H. D. Darnell, Cynthia, Ky.; Homer Pollock, Delphos, O.; Roland Reppert, M.D., Owner and President, Decatur, Ind.; Q. R. Chaffee, Towanda, Pa.; Clyde Wilson, Greencamp, O.; Phil Neuenchwander, Berne, Ind.; Paul Z. Martin, Blue Ball, Pa.

† † † †

## Not Acquainted

The father was scolding his teenage daughter for her sloven appearance. "You modern girls don't seem to care how you look any more," he declared. "Why, your hair looks like a mop."

"What's a mop?" the daughter inquired innocently.





## **A Message From Your President**

Something new was established by officers and directors of the N.A.A. when they met in Lincoln, Nebraska, December 28th, for a mid-year meeting. There were eleven present and several more got stranded enroute due to bad flying conditions.

We inspected our new N.A.A. office in the Red Poll Cattle Club building. We can report it is a very adequate office and one which our secretary and all of us can be proud of. The building program was discussed fully by the Board and we met with our Association Attorney and also with an Architect. It was decided not to jump into any fast building deal unless or until we found a suitable lot to build on, or a suitable building that could be obtained at a reasonable figure.

However, the Board felt we should be ready when the opportunity arose and after much discussion it was decided to establish a building fund and this was started among those present. So come on fellows, we can all take part and get the ball rolling for our proposed permanent home.

Other things for the good of our Association were talked over and of course some plans discussed for our Convention in Oklahoma in July. All in all I think those present felt it was good to have been there.

I am writing this in the Hilton Hotel in Denver. I attended the Colorado Auctioneers Association Annual Convention, along with Bernie Hart and Charlie Corkle, Saturday evening, January 13th. We had a nice crowd and a very enthusiastic meeting. We are spending several days at the National Western Stock Show. It is the greatest of them all. The weather here has been perfect and I kind of hate to go back East and confront the weather we have been having there. I hope it soon gets better as traveling for me has been rather discouraging since New Years.



Farm equipment sales are in full swing and our farm sales will start soon. With my sale schedule and attending meetings it is proving to be an interesting winter.

Ralph Horst

## Arkansas Auctioneers Association Growing

By James E. Wilson, President

This has been a great year for our Association and the year of 1968 certainly looks great too, perhaps even greater. In June of 1967, just a few short months ago, our Association met in Hot Springs, and at that time our membership totaled 17. Today, I am indeed happy to report that we are now 70 MEMBERS STRONG. Why this rapid growth? Simply because our members are happy, contented, enthusiastic, and are working together for our Association.

For the first time since the beginning of our Association, we decided to try a two day meeting. This meeting was held last October, at the Royal Vista Inn in Hot Springs, and without a shadow of a doubt it was by far the most informative, educational, and the most successful of any past meetings. Of course, we had some very outstanding speakers, namely, Mr. Bob Penfield our banquet speaker, Mr. Tony Thorton, Mr. Grover Howell, Mr. Jim Stevens, and numerous other fine Auctioneers that took a very active part on our program. To all of those fine gentlemen, our entire Association body says "THANK YOU." If my memory recalls me correctly, we had some 60 Auctioneers in attendance at this two day meeting and we were very well pleased with this.

1967 has been one of those dream years and for all those bountiful

blessings we should lift our hearts toward Heaven and Thank God.

We'll be expecting to see all of you at the NAA Convention in Oklahoma City, Oklahoma, this summer. Let me urge you to attend. I'll be there. Will you?



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# 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.

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Col. J. P. King – Gadsden  
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## The Members Say...

Dear Bernie:

I am herewith enclosing my check in the amount of \$15.00 for 1968 dues and the Booster Page.

As a Charter Member and Past President of the Oklahoma State Auctioneers Association I can hardly wait for the National Association meeting here this summer. It makes me very proud that we, with a very small beginning and a lot of troubles along the way, have been able to get to the place we can host the National Convention.

As you know from attending past meetings in our State, we always have a nice meeting although our members are not great. I will be looking forward to seeing you here.

I surely want to invite all Auctioneers, everywhere, to attend the Oklahoma City convention and am sure that you will go home enriched from the activities of the convention and also entertained by the Oklahoma hospitality.

We will be looking for you all.

Yours truly,  
Clyde Jones  
Alva, Okla.

\* \* \* \*

Dear Mr. Hart:

Enclosed are my membership dues for 1968. I enjoy "THE AUCTIONEER" and look forward to its arrival each month.

Please send me half dozen or so application cards for prospective N.A.A. members.

Sincerely,  
Richard C. Coleman  
Tuscon, Arizona

Dear Bernie:

Enclosed please find check for \$15.00 to cover the \$10.00 annual dues and \$5.00 for the booster page.

I surely do enjoy reading the magazine each month, and feel you do an excellent job on this publication. I am sorry that I have never sent any news items, but am on the lazy side I guess, Bernie.

Was at the Indiana Auctioneer Association convention, for the first time this year, and thought the meeting was the best. According to the information there, this is the largest State organization in the U.S. Col. Coats gave a fine talk on antiques. The other entertainment was excellent. I am wondering why nothing has been in print so far in the AUCTIONEER? Perhaps nothing has been submitted to you as yet.

Hope to see you at Oklahoma City this July. I was a late starter, making the first one at Philadelphia, and then the last one at Chicago, but hope to make them from here on out.

Business has been very good and the outlook in this section is the best. Things are on the move here, and prices are high, the way we auctioneers like it.

With best regards always, I am,  
Yours for better auctions  
T. M. Dunlevy  
Jeffersonville, Indiana

\* \* \* \*

### Purple Pie?

I've never made a homemade pie,  
And I think I'll never make one.  
The reason is, I know that I  
Would rather buy than bake one.



Dear Mr. Hart:

Please find enclosed a P.O. money order for \$15.00. Ten dollars for "THE AUCTIONEER" and five dollars for the Booster Page, for 1968. Well, we have 1967 behind us. We will have to say that it was not all good and we will have to say that it was not all bad. We had a very good year. I missed the Convention in Chicago. I had a broken left wrist at that time and was carrying it around in a plaster cast.

Mr. Hart, I think you made a good move when you moved to Lincoln, Nebraska. That is in the heart of the Auction Country. I know the Association of Auctioneers appreciate having a man of your type at the head of it. We seem to be going forward all the time. Sure am glad that Pop Hess decided to write his page in "THE AUCTIONEER" another year. I agree with him about 99% of the time.

Farm sales were a little slow here this Fall, these Tobacco Farmers did not do too good in 1967. We are looking for better days ahead.

Hope to see you in Oklahoma City next July.

Yours truly,  
A. T. Morris  
Durham, North Carolina

\* \* \* \*

Kind Sir:

Please find enclosed my money for my membership in the Association for this year.

I am glad to be a member and it is a big help to anyone in the business. Best regards for a good year in 1968.

Respectively yours,  
Clifford Eiler  
Sidney, Ohio

\* \* \* \*

Dear Mr. Hart:

Please find enclosed check covering '68 dues, Booster Page and Lapel Button.

I enjoy "THE AUCTIONEER" more each month and look forward to its arrival.

I hope you have gotten settled in your new quarters and wish for you a long and prosperous future.

We had a good 1967 and are confident that 1968 will prove a good year also. With the very best of wishes for a prosperous new year to each and every one in the great organization of N.A.A.

Yours very truly,  
R. O. Root, Jr.  
Roanoke, Virginia

\* \* \* \*

Dear Mr. Hart:

I have enclosed \$15.00 for my 1968 dues and Booster Page.

I have been an auctioneer since January, of 1965, and have enjoyed every minute of it. The business has been good to me and my family and so I attended the N.A.A. Convention for the first time at Chicago. This was an experience I shall never forget and upon returning home began making plans for me and my family to attend the Convention in Oklahoma.

I enjoy your magazine very much and it has so much vital information and good ideas.

We who head up the North Dakota Auctioneers Association are busy meeting and planning for our State Convention to be held this year on April 5, 6, and 7th, 1968, at Fargo, North Dakota.

We have a very good State Association but, as most, we could use a lot more support from Auctioneers across North Dakota. This letter may reach some of our friends who for a



long time have never attended, or have maybe never attended a N.D.A.A. Convention. You're missing one of the highlights of Auctioneering.

Sincerely,  
Norman Aldinger  
Cleveland, North Dakota

\* \* \* \*

Dear Col. Hart:

We had a good year in '67 and it looks like 1968 is going to start with a bang. Farm equipment sales are really coming in. I have enjoyed every copy of "THE AUCTIONEER." It is a big help, I look forward to every copy. I hope we can make the Convention this year.

Yours truly,  
Jack Peoples  
Chesapeake, Virginia

\* \* \* \*

Dear Sir:

Here it is at the end of my first year in the auction business, and I might add, a very enjoyable and profitable year. We were fortunate to sell over 30 sales in '67 and things look promising for '68. I sure was surprised to see the picture of us in action in your December issue of "THE AUCTIONEER." This benefit auction started a snowball of help for this little girl and believe me it is quite a warm feeling to see this snowball build into a landslide of donations for this little leukemia stricken girl.

Enclosed you will find my check for membership dues, and \$2.00 for 4 decals and 4 bumper strips. After being in Chicago, in July, at our Convention, I can honestly say, the

N.A.A. is the finest organization I've seen or been associated with. Keep up the good work, boys, and to all a "Happy New Year."

Yours truly,  
Robert L. Wuebbels  
New Memphis, Illinois



#### AUCTIONEER INFO GUIDE

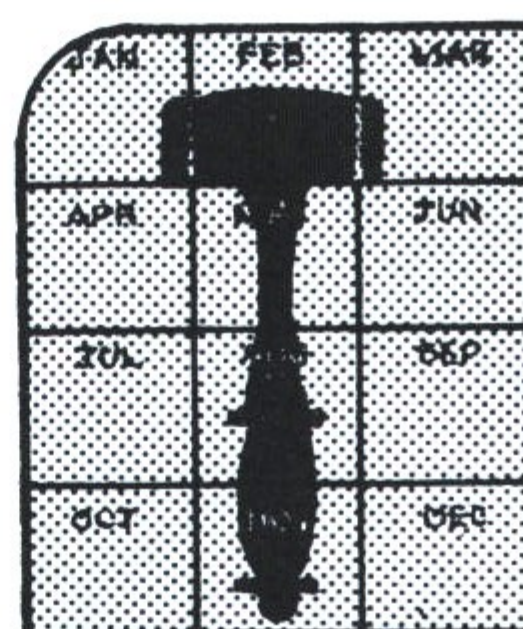
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#### Convention Dates

- February 5—New Jersey State Society of Auctioneers, Somerville Inn, Somerville
- March 1—California Auctioneers Association (Organizational Meeting. El Rancho Motel, West Sacramento
- April 5-6-7—North Dakota Auctioneers Association, Fargo Built Mor Motel, Fargo
- April 7-8—Kentucky Auctioneers Association, Sheraton Hotel, Louisville
- May 5—Nebraska Auctioneers Association, North Platte
- July 11-12-13—National Auctioneers Association, Sheraton-Oklahoma Hotel, Oklahoma City.
- December 7-8—Virginia Auctioneers Association, Natural Bridge Motel, Natural Bridge







# Western College of Auctioneering

Pictured on the opposite page are members of the graduating class at Western College of Auctioneering, Billings, Mont., Class of December, 1967.

**FRONT ROW:** Mike Burnham, Thornton, Wash.; John Sprouse, Ordway, Colo.; Instructors: Jack Ellis, Lavina, Mont.; Bill Hagen, Billings, Mont.; Jim Messersmith, Jerome, Idaho; Armon Wolff, Golden Valley, N.D.; Bob Thomas, Billings, Mont.; Class President, Jack Palmer, Newport Beach, Calif.

**SECOND ROW:** Demar Erickson, Beulah, N.D.; Murd McAuley, Fairview, Alberta, Canada; Chuck Lawrence, Los Lunas, N.M.; Barry Martens, Delburne, Alberta; Walter

Riley, Rosalia, Wash.; Benny McLeod, Wasco, Calif.; John Henefer, Blackfoot, Idaho.

**THIRD ROW:** Rich Savage, Murtaugh, Idaho; Arthur Scott, Stavelly, Alberta; Wally Norris, Winnemucca, Nev.; Leonard Matteson, Galata, Mont.; Chuck Porter, Seattle, Wash.; John Olson, Manila, Utah; Fred McDiarmid, Veteran, Alberta; Hank Amundson, Barons, Alberta; Douglas Crawford, Nampa, Alberta.

**BACK ROW:** Ewill Williams, American Falls, Idaho; A. Ron Thompson, Green Court, Alberta; Robert Hecht, Powell, Wyo.; Garth Henderson, Forestburg, Alberta; Jerry Hixon, Oakdale, Calif.; Dale Morris, Eugene, Ore.; Elmer Dietrich, Gering, Nebr.; Dwain Nelson, Winlock, Wash.; Dennis Pilon, Edmonton, Alberta.

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# Notes of the Tennessee Auctioneers Fall Meeting

By E. B. Fulkerson, Sec.

Auctioneers of the Tennessee Association gathered on Monday, December 11th, 1967, at 9:00 AM, for their annual Fall Meeting in Nashville, with 59 attending. President John "Skeets" Eskridge, Lawrenceburg, called the meeting to order. Invocation was offered by Col. James Matthews, Cowan, and Col. J. Robert Hood, Lawrenceburg, led the group in singing *America*.

President Eskridge introduced Col. Al Durham, Murfreesboro, as chairman of the meeting. Secretary's Report was given by Col. E. B. Fulkerson, Jonesboro. Col. Durham recognized guests and new members attending the Fall Meeting. The President's Address was given by Col. Eskridge and was entitled, "Who sets the Standards for an Auction Sale?"

The Tennessee Auctioneers Commissioners were introduced to the group. Chairman of the commission, Col. Clive Anderson, Nashville, gave an address on the operation and function of the commission. Col. Bill Collier, Waverly, secretary of the commission, gave a run-down on the latest events of the commission. The Executive Secretary, Mrs. Ruby B. Huff, was introduced and made a talk in regard to the duties of the executive secretary.

The meeting adjourned at 12:00 noon for lunch in Parlor I of the Holiday Inn. Special luncheon hour entertainment was provided by Col. Hugh Howell, Madison, who introduced a singing quintette from Belmont College. The group sang sev-

eral numbers during the lunch hour.

The afternoon session reconvened at 1:00 PM with an Auctioneers' Bid Calling Contest moderated by Col. James H. Richardson, Rogersville, with only new members who had joined the Association since the June convention taking part. Several of the participants were called back by the judges to get a more accurate opinion on their rhythm, clarity and delivery, etc. Col. Bernie Bishop, Dickson, was declared winner and received a new auctioneer's hat.

A panel discussion, moderated by Col. Hoyt T. Walker, Nashville, with panelists Col. Bill Hall, Nashville, speaking on "Real Estate Farm Auctions"; Col. H. Jack Stewart, Mount Juliet, "Beef Cattle Auctions"; Col. Eugene Hargis, Murfreesboro, "Antique Auctions"; and Col. G. S. Gordon, Shelbyville, "Farm Machinery Auctions."

The location committee, Col. Ralph Masengill, Morristown and Col. C. B. Arnette, Murfreesboro, reported that arrangements had been made with the Riverside Motor Lodge, Gatlinburg, Tennessee as the 1968 Tennessee Auctioneers Convention site.

A brief talk was made by Col. J. Robert Hood and also by Col. Fred Ramsay.

Col. Max Puckett, Nashville, was in charge of the drawing for the door prize.

Several closing remarks were made by Col. John "Skeets" Esk-



ridge in regard to perfecting the operation of the Tennessee Auctioneers Association. Meeting was adjourned at 3:00 PM.

## Kansas Land Brings \$621.00 Per Acre

A ninety acre tract of land in Douglas County, Kansas, sold at auction for \$621.00 per acre. This land was located five miles east of the University of Kansas at Lawrence, and was a part of the Pilla Estate.

NAA member, Pat Keenan of the Keenan Auction Co., Great Bend, Kas., reported that the bidding started at \$400 per acre and progressed steadily to the selling point.

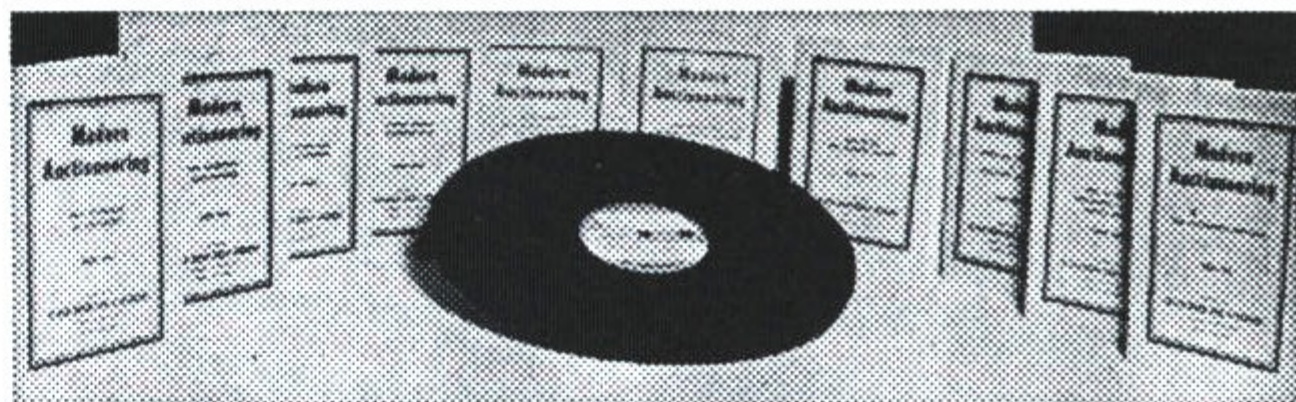


*Many a man carves a name for himself, while others prefer to chisel.*

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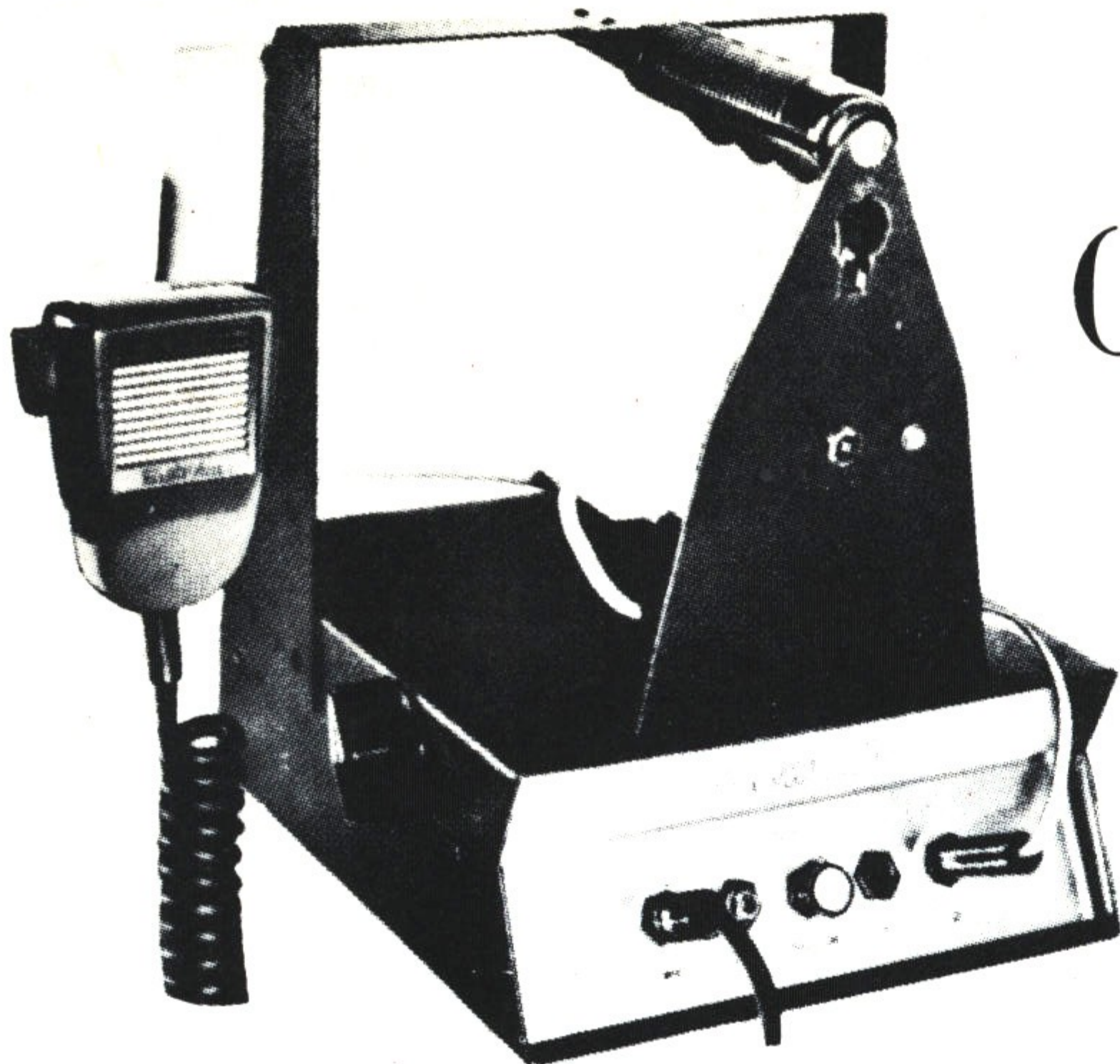
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