

THE **auCTIONeer**



NATIONAL AUCTIONEERS ASSOCIATION ANNUAL CONVENTION
DALLAS, TEXAS — JULY 26-29, 1972



“AUCTIONEER HAT”



**“AUCTIONEER’S GAVEL”
TIE TACK**

KEEP A COOL HEAD!!

Yes, the cool summer hats are in and they really look good this season. They are just a little lighter shade (Salt Rock, which is a real light cream) this year. Get your order in now and have the hat on hand when the weather gets hot.

Of course we ship the felt hats the year around and we have a complete stock in all three brim widths as we do the straws — 2” - 2-3/8” and 2-5/8” brim.

We are also offering for the first time the beautiful 3 colored, felt, embroidered National Auctioneers Emblem pocket patch. This goes on the patch pocket of your blazer and most of you have seen the picture on some of the blazers worn by our past presidents. These are the same patches we put on the blazers we handled at one time. We also have the National Realtors Emblem.

Remember the solid gold diamond tie tack makes a wonderful birthday or anniversary present.

Patches (either one) \$3.00 each

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) \$12.95
Straw (Salt Rock-Light Cream Color) 11.95
 Plus 4% Sales Tax

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THE AUCTIONEER

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President's Message

July, 1972, my last message to you as your President through The Auctioneer. Each month it becomes increasingly harder to write something that is worthy of your time to read. I feel it would be appropriate here to invite your attendance in Dallas to the National Auctioneers Convention, also I would like to have each of you in the audience as I speak Thursday afternoon, it shall be entitled "My Inheritance", as I intend to include each of you in my will but you won't have to wait for me to die to receive it. I intend to will my total material wealth to each of you and you may spend it immediately.

As we left the convention last year in Lincoln, the year ahead looked like a long way off. Now it seems as only yesterday. Convention time is here again and everyone here in Texas is eagerly looking forward to meeting each of you; to show how enthused we are, at our Texas Convention everyone was discussing how to make our Auctioneers welcome. Someone suggested meeting you at the registration desk, someone said at the front door and then someone said no let's meet them at the state line, no matter where we will find you, you can be sure we are looking for you and we want to show you a real Texas welcome. We can't roll out the Red Carpet and have Band's playing for the arrival of each of you because the City of Dallas won't let us, but we hope you get that feeling.

You know the Old Salesman's saying, "I don't want everybody's business, just yours", we don't want every auctioneer to attend, just **YOU**.

Can you remember the old family reunion, the school box supper, the community hall, the pep rallies at school, remember how much you enjoyed them? Our National Convention should mean as much as all these things to you. As we get together we should feel great to see each one arriving and be proud that we have the Association and can use it as a means of (1) Learning, (2) Gaining Enthusiasm, (3) Just being with people like yourselves. Abraham Lincoln said that God must have loved common people because he made so many of them. Thank goodness for that because as



people, we are on common ground with a common goal.

In our modern schools, colleges, and sales clinics it seems that a new type gathering is taking place and it works like this: A group of about 8 or 10 will set in a round circle, talk to each other, then elect a delegate to move to the other table to gain information and share the knowledge his group compiled with the others. As one salesman stated under this type program he sold bedroom furniture for 3 months before he knew it had a plastic front.

So don't let yourself stand back with an excuse, come enjoy the Association of all your friends and especially let us have the benefit of your presence. Don't miss, if this is to be your first convention, don't let anything stand in your way.

SEE YOU IN DALLAS — Be your own best friend, ATTEND.

Grover Howell

Auction Market Burns

The sale barn at the Brush Livestock Commission Co., Brush, Colo., was burned to the ground early May 23. Firemen reported the barn was totally engulfed in flames when they arrived at 2:30 a.m. Eight hogs were lost, but several head of cattle, penned in the corrals, were saved.

AUCTION

NATIONAL CONVENTION FUN AUCTION

THURSDAY, July 27, 1972 - 7:45 P.M.

**ALL AUCTIONEERS: Honor your State. Represent it with an
item at**

the FUN AUCTION

**When you arrive in Dallas, at the Fairmont Hotel, a member of
our Committee will be on hand to receive and care for your
items until sale time.**

**DUB BRYANT, Big Springs, Tex., and HENRY STOREY,
Brownwood, Tex.**

Co-Chairmen — FUN AUCTION COMMITTEE

ATTENTION ALL AMATEUR ENTERTAINERS

A new wrinkle has been added to the Annual Amateur Contest that is held in connection with the National Auctioneers Convention. The Contest, open to sons and daughters of auctioneers, will be held as usual and prizes awarded to winners in the two age groups.

The addition is the **Adult AMATEUR CONTEST**. In attending State Conventions throughout the country we have found that we have a "heap of talent" among members of the auction profession. So come on, all you Dads (and Moms too), let's see your act. You can perform separately or in groups but by all means, **WE WANT YOU TO PERFORM. THIS IS YOUR NIGHT.** Who knows, there may be a talent scout in the crowd.

Amateur Night is the evening of Wednesday, July 26, 1972



Entertaining at the National Convention, in Dallas, will be this Folklorico Ballet Group from Tamaulipas, Mexico.



THE NORTH PARK BARBERSHOP CHORUS has thrilled audiences throughout Texas for 15 years. From the Nationally televised NFL Cowboy half-time shows to large convention groups this group has sung to over 100,000 people in the last 12 months. You'll hear them, too, at our National Convention.

Advertising Contest

"Third and last call" for the second annual advertising contest. Brochures and sale bills must be at National Headquarters by July 19, 1972.

We hope everyone will participate by sending at least one or two of their best advertising pieces. The educational value to the members attending the convention is many fold. And the number one entry will receive a trophy and his name engraved on the permanent plaque at our new nome office in Lincoln.

Entries will be divided into black and white and color and then into four categories to include 1) Industrial and Commercial, 2) Real Estate, 3) Farm and Implement, and 4) Antique, Household and Miscellaneous. Top entries of each of these will receive certificates. Winners will be selected on overall presentation and eye appeal and neither size nor magnitude of the sale is important.

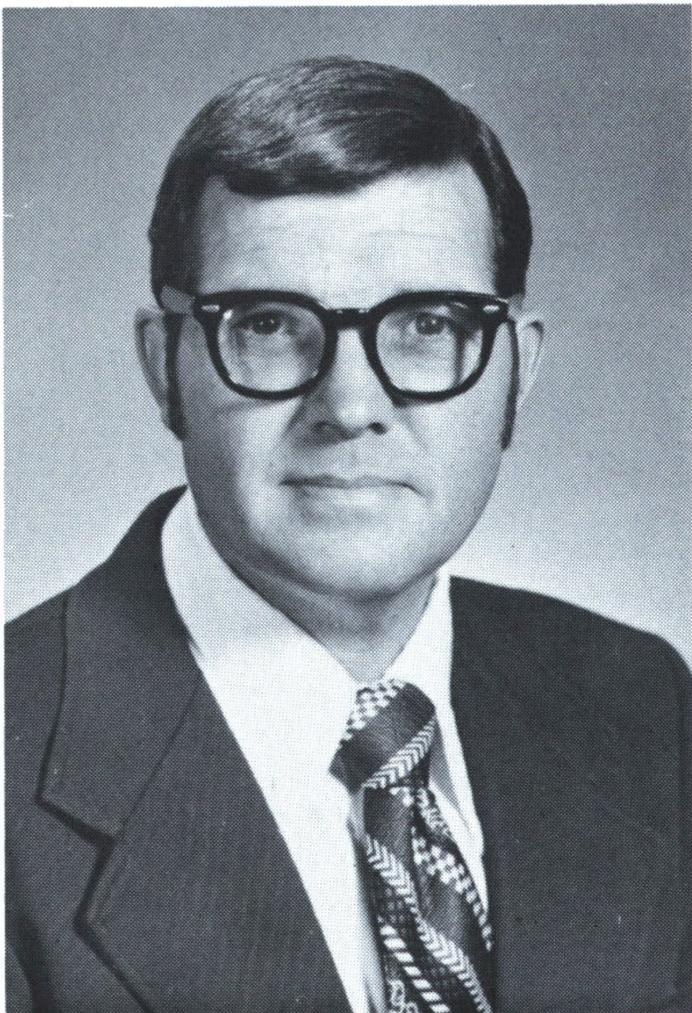
Judging will be done by the members of the advertising committee plus a professional advertising executive. All entries will be on display so the members have the opportunity to see all types of advertising from all sections of the country.

SEND YOUR ENTRIES NOW ——— See you in Dallas.

TERRY DUNNING

Convention Speaker

Mr. Bill D. Allen, Minister of the Downtown Church of Christ in Lamesa, Texas, will be the noon speaker on Thursday, July 27, 1972.



Bill D. Allen, Lamesa, Texas.

Mr. Allen is one of the most sought after Banquet and Convention speakers in the Southwest. You will enjoy his

humor, message and ability to excite your interest in life.

Mr. Allen is married and they have five children raised in East Texas. Most of their life has been spent in West Texas where the entire family has a mutual interest as amateur archaeologists and have a collection of over 2,000 Indian Artifacts from South Texas and New Mexico.

Steam Engines Average \$4,000 In Auction

About 5,000 people turned out for the estate auction of the late Charles and Jennings Snider, about 3½ miles west of Waterford, Indiana. The Snider brothers had collected a wide variety of antiques including bells and steam threshers. There were eight steam threshers sold at an average of \$4,000. The highest bid for one was \$7,500. Buyers of the engines came from Montana, Minnesota, Indiana, Michigan and Ohio.

Goshen, Ind. auctioneers Romayne Sherman, Dwight Miller and Junior Martin, said that the Sniders was the largest estate sale they had seen in the area. The sale netted nearly \$67,000.

The two Snider Brothers had operated the farm since the time of their fathers death. They had raised prize winning Belgian draft horses that took top honors in most area fairs.

Convention Registrations

1962 Through 1971

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

STATES	1962 (Lincoln)	1963 (Cincinnati)	1964 (Des Moines)	1965 (Spokane)	1966 (Philadelphia)	1967 (Chicago)	1968 (Okla. City)	1969 (Roanoke)	1970 (Milwaukee)	1971 (Lincoln)
Alabama	0	0	1	0	0	0	0	5	0	2
Arizona	0	2	0	0	0	0	2	0	0	0
Arkansas	2	2	10	3	3	18	25	7	11	15
California	1	0	0	6	0	4	10	3	3	5
Colorado	13	2	11	8	3	7	11	10	10	13
Connecticut	0	0	0	0	5	0	1	1	0	2
Delaware	1	1	1	1	2	1	1	1	2	1
Florida	0	7	0	0	2	4	4	9	9	25
Georgia	0	2	0	2	0	1	0	3	0	0
Hawaii	3	3	3	3	3	2	3	2	6	7
Idaho	3	2	6	22	0	1	2	2	4	2
Illinois	36	37	36	12	23	91	43	23	44	38
Indiana	26	51	31	41	17	46	24	25	32	30
Iowa	32	24	111	22	19	42	29	22	40	49
Kansas	34	4	18	15	5	9	37	18	14	39
Kentucky	9	33	10	6	8	11	22	23	29	47
Louisiana	2	0	2	0	0	0	9	5	0	0
Maryland	2	6	2	0	10	3	5	13	2	2
Massachusetts	3	7	4	1	19	4	1	7	4	8
Michigan	20	30	22	6	15	17	1	21	14	21
Minnesota	2	6	11	0	0	0	0	4	8	12
Mississippi	0	0	0	0	2	0	2	5	3	8
Missouri	37	11	30	8	10	20	26	11	14	21
Montana	2	2	0	33	2	2	4	2	7	13
Nebraska	109	16	46	19	7	29	38	29	45	151
Nevada	0	1	0	0	0	0	0	0	0	0
New Hampshire	0	0	0	0	0	0	0	1	0	0
New Jersey	5	8	6	4	19	7	4	10	0	9
New Mexico	2	2	2	2	2	2	9	2	2	2
New York	12	18	17	7	26	18	9	27	26	25
North Carolina	2	10	5	4	14	17	12	36	8	8
North Dakota	14	3	12	19	2	8	22	14	15	18
Ohio	35	123	38	17	43	44	18	62	50	45
Oklahoma	8	4	8	10	4	3	77	9	10	20
Oregon	2	0	1	12	0	1	0	0	1	0
Pennsylvania	24	64	25	20	122	36	23	37	26	26
Rhode Island	0	0	0	0	0	0	0	0	0	0
South Carolina	1	10	4	1	6	6	3	6	5	4
South Dakota	9	10	16	6	3	6	7	15	7	10
Tennessee	22	25	23	4	12	9	9	42	34	30
Texas	11	6	11	14	5	7	29	11	4	19
Utah	0	0	0	0	0	0	0	0	0	0
Vermont	0	0	0	0	0	0	0	2	2	2

Virginia	1	13	3	1	13	11	10	82	16	24
Washington	1	1	5	47	4	8	7	8	14	13
West Virginia	0	4	0	0	5	3	4	11	6	4
Wisconsin	24	24	38	20	23	49	41	58	141	46
Wyoming	6	0	0	2	0	0	2	0	0	0
Canada	5	0	1	8	2	1	1	5	4	6
Totals	528	574	570	405	460	548	587	689	672	822



Ballet Folklorico del Estado, del Tamaulipas, Mexico. You'll see them on Friday night, in Dallas.

National Convention Committee Members

Advertising Contest

C. P. "Terry" Dunning, Elgin, Ill.
Chairman
Martin Higgenbotham, Lakeland, Fla.
Garth Wilber, Bronson, Mich.

Auditing

W. Craig Lawing, Paw Creek, N. C.,
Chairman
Wayne Kessler, Campbellsville, Ky.
Wylie Rittenhouse, Uniontown, Pa.

Grievance

Bob Penfield, Bowman, N. D., Chairman
Wylie Rittenhouse, Uniontown, Pa.
Wayne Kessler, Campbellsville, Ky.

Resolutions

W. Craig Lawing, Paw Creek N. C.,
Chairman
Ed Vierheller, Claremore, Okla.
Roy L. Crume, Kokomo, Ind.

Amateur Contest

Rhett Grant, Mansfield, La.

Jack Dillard, Waskom, Tex.

Fun Auction

Henry Storey, Brownwood, Tex.
Dub Bryant, Big Springs, Tex.

Hospitality and Reception

Bill Wade, Dallas, Tex.
Jack Harper, Austin, Tex.
Barney Welch, Austin, Tex.

Publicity

Bill Wade, Dallas, Tex.

Childrens Entertainment

Barbara Althaus, Fredericksburg, Tex.
Sharon Howell, Dallas, Tex.
Wendy Adams, Corpus Christi, Tex.

NOTE: The above committees, headed by Texans, will be supplemented by other members of the Texas Auctioneers Association. Those who are named will serve as Chairman or Co-Chairmen.



The Ladies Auxiliary

Ladies:

The welcome mat is out and final plans are being made for your Convention in Dallas. Everyone is working hard and so excited you would think it was Christmas. We have many nice things planned for you ladies, and Dallas is a wonderful city in which to go shopping, so if you haven't sent in your reservations be sure to do so today, as tomorrow may be too late. You can't afford to miss our ladies luncheon, as we need each of you there to make plans for the coming year. We will see you in Dallas at the Fairmont.

**Willie Howell, President
Ladies Auxiliary to the NAA**

Texas Ladies Elect Officers - Make Plans

Meeting at the Chariot Inn, in Austin, members of the Ladies Auxiliary to the Texas Auctioneers Association elected their new officers.

Valena Bryant, Big Spring, was chosen as President, Pearl Britten, Bryan, received the nod for the office of Vice President, and Nancy Adams, Corpus Christi, was elected Secretary-Treasurer.

Elected to the Board of Directors were: Willie Howell, Dallas; Kelly Adams, Corpus Christi; Johnette Biggs, Slaton; and Pat Storey, Brownwood.

Led by the above ladies the Texas Auxiliary is busily engaged in plans to entertain their guests during the rapidly approaching National Convention, at Dallas, July 27-29.

Missouri Auxiliary Elects New Officers

Members of the Missouri State Auctioneers Auxiliary met at the Ramada Inn, in Liberty, May 7. Meeting was called to order by the President, Mrs. Hugh Campbell with 23 members present.

Mrs. Victor Bagley, Secretary-Treasurer, read the minutes of the last meeting and gave the treasurer's report.

Permanent name badges were discussed.

Mrs. Wanda Wagster was elected as the new president. Elaine Ytell was elected vice president and Joanie Phillips was named secretary-treasurer. Lena Campbell, Gladyce Bagley, Phyllis Gross and Geneva Beck were all elected to the Board of Directors. The group's next meeting will be held in October.

Alabamans Hold A Good First Year Convention

It just lacked two days of being a full year since the Alabama Auctioneers Association had been organized and it was an enthusiastic group of auctioneers and their wives that turned out to celebrate the event at the 1st Annual Convention. It was held at the Kings Inn Motor Hotel, in Huntsville.

After receiving the official welcome to the city, by Mayor Joe Davis, the group's president, John A. Horton, addressed the convention. His interest in promoting the auction profession in Alabama was evident in his remarks as well as in the attitude of those present.

A representative from the Alabama Attorney General's office brought auctioneers up to date on existing laws that affect auctioneers. In the business meeting that followed, all first year officers were re-elected to another term. In addition to Horton, these included, Ben Whigham, Dotham, Vice President; Jim Casey, Albertville, Secretary-Treasurer; and E. W. Patton, Vinemont, a Director for three years. Hold over Directors are Roy Hereford, Jr., Faunsdale; and Ronald Pankey, Horton.

A most successful Fun Auction concluded the afternoon's program. Bernard Hart, Secretary of the National Auctioneers Association, was the keynote speaker following the Banquet. A special guest was NAA Director, Martin Higgenbotham, Lakeland, Fla.

Experience is a good teacher but seldom teaches your favorite subjects.



THE STAGE DOOR FOUR, a champion Barbershop Quartet. They'll be singing for you on Saturday night, July 29, at Dallas.

Antique Car Auction Tops \$360,000 Figure

Muskogee, Okla. — Automobile buffs spent \$363,182 on James C. Leake's treasures here in a seven-hour sale billed as the "most successful antique car auction ever held in the U.S."

Leake, owner of Oklahoma and Arkansas television stations, watched from under his white panama hat as sale bids ran from a \$100 low to a \$26,000 high.

"I've got 189 cars and only about 60-70 can possibly fit in the museum here. He said from his lawn chair. I kind of wanted to see how an auction like this would go, too."

The most expensive item sold was a 1956 Rolls Royce Silver Wraith long-wheelbase limousine. The car, in perfect condition, sold for \$26,000 — reportedly the highest price ever paid for a Silver Wraith.

Jeff Odom, the Silver Wraith's new owner and the largest buyer at the auction, is owner of Dogpatch, U.S.A., in northern Arkansas and plans to open a car museum. He bought nine cars for \$59,550.

A young man from Mexico City, who was pointed out in the crowd by experts on Leake's staff as one of Mexico's

wealthiest scions, purchased three autos for \$27,500.

He refused to give his name to reporters — which is the bidder's privilege under the auction rules established by Sotheby, Parke-Bernet, Los Angeles.

Today's only optimists are movie ad writers.

Autumn might be called a second spring, but without the spring fever.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1971-1972

PRESIDENT:

Mrs. Grover (Willie) Howell,
Dallas, Texas

1ST VICE PRESIDENT

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

2ND VICE PRESIDENT:

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

SECRETARY-TREASURER

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

HISTORIAN:

Mrs. Garth (June) Wilber,
Bronson, Mich.

DIRECTORS:

(TERMS EXPIRING 1974)

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Cresco, Iowa

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

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

(TERMS EXPIRING 1973)

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

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

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

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

(TERMS EXPIRING 1972)

Mrs. V. K. (Alma) Crowell,
Oklahoma City, Okla.

Mrs. Fred (Ruth) Sherlock,
St. Francis, Kansas

Mrs. J. W. (Ann) Donahoe,
Darlington, Wisc.



Pop's Ponderings

NAA In Full Swing For Convention in Dallas

By COL. POP HESS

The time has again arrived for me to compose my annual July column, it being some twenty Julys in my pondering our Annual Convention Month Issue. The date of this writing: June 7th., so it can be run thru the "Hess Family Wringer" in order that our fine Editorial Staff at the Home Office will have the time to get it in form for the press.

How well we all know how busy the Home Office will be grinding out all the data needed for the first to the closing days of the Convention which this year, we are holding one week later than in past years. In my personal thinking, the last full week of July is much better as it gives all members a full chance to receive the July issue and get the last reminder that the NAA will be in full swing for the Convention Week.

As for myself, it is my hardest column to write, for from the time this July issue is in the hands of our readers, my pondering is get to that Convention, for this year, our NAA has had one of it's best years of all time. From what I have observed, each month, we have recorded an outstanding list of renewals and new memberships!

Our efforts of past years and our good management show the progress in the past twenty years to come a long way from poverty to good cash reserve plus our owned permanent office property and the largest membership of our history. We now have more spokes in our NAA wheel representing State Associations. MY PONDERING ON IT ALL SHOULD BE JUST THAT WAY AS THIS YEAR OUR CONVENTION STATE IS TEXAS WHERE EVERY COMMODITY BECOMES BIGGER AND BETTER IN THAT GREAT STATE AS THEY WELCOME US TO THEIR LAND THIS MONTH.

Down through the years we can look back and say THANKS to all our past presiding Officers, and find the ones of 1971 to the July closing of 1972, as very outstanding. SO, AS THE GAVEL

POUNDS UP AND DOWN FROM JULY 26TH., THRU: 29TH. IN TEXAS AS AT EACH CONVENTION TIME: NEW THOUGHTS, NEW RULES AND REGULATIONS AND WHAT HAVE YOU IN ONE FORM OR ANOTHER FOR A VOTE ON THE FLOOR, OUR PROGRESS WILL BE ASSURED! From my long years of Auctioneering with a watchful eye and ear to all State and National Meetings, all problems can be worked into yes or no decisions. I ASK ALL WHO INTEND TO MAKE THE AUCTIONEERING PROFESSION THEIR LIFE'S WORK TO BE IN A VOTING POSITION AT YOUR STATE AND NATIONAL MEETINGS!

Your writer still looks with gratitude towards the many in attendance at Lincoln last year. The large number who gave me the handshake greetings and compliments on my column year after year. This all seems of recent date yet by the time this is read, a year has passed by. We here at the Hess Homestead will be looking forward to the reports of this July in Texas from our great National Association that we strive daily to improve.

As my custom has been through all these years, "Pop's Pondering" comes to a closing point with the July issue . . . a rest period through August. Should the membership and the new Officers express the desire that my column be continued, I will return as usual as has been the case in past years. That is a matter for others to decide as in the past.

For a long time, we have been asking for more news from our readers and busy members to send in. We notice that in the past three years this request has gained attention and I, along with the Officers say many thanks!

This publication, the "Auctioneer", the "The Voice of Auctioneers," can be in print with more news, suggestions, plus view points as this publication does represent a trade publication of a profession that converts more real and per-

sonal property into cash through voice and business ability than is realized by the general public, showing a \$\$ GROSS TOTAL that compares favorably with large industry and stock market reports. UNDER THE AUCTION BANNER, SELLING TO THE HIGHEST BIDDER!

THIS CLOSING WORD FROM POP: MAKE THE CONVENTION THIS MONTH IN TEXAS. IT WILL BE MORE THAN JUST WORTHWHILE! BE THERE: JULY 26, 27, 28, 29. Make it an Auctioneer's vacation plus business that will pay off in the future. Remember, IN UNITY THERE IS STRENGTH!

Employees Entertained

The Manheim Auto Auction recently hosted 200 employees and guests at their 27th Anniversary Employees Banquet.

Auction general manager Edward Reese acted as toastmaster and presented gold watches to ten employees for 15 years of service. At the same time, he presented service pins to 14 employees with five or more years of service, and to seven with 10 or more years service.

Principal speaker was Stewart Corbett Jr., assistant treasurer of Cox Broadcasting Corporation. The Manheim auction was acquired by Cox in 1968.

Georgia Auctioneers

Are Again Organized

Twenty of the leading auctioneers in the State of Georgia met at the Atlanta Auto Auction, near Red Oak, to reorganize the Georgia Auctioneers Association. Two officers of the National Auctioneers Association, Marty Higgenbotham, Lakeland, Fla., and Bernard Hart, Lincoln, Nebr., were on hand to assist with the meeting.

Those in attendance were guests at a Luncheon served by the Atlanta Auto Auction. Immediately following, the desire to reorganize was expressed by the group and new officers were elected.

Joe Ellis, Murrayville, was selected as President; Dorsey Biggs, Atlanta, was elected Vice President; and Jack Charlesworth, Red Oak, was named as Secretary-Treasurer. Dues were collected from those in attendance and the wheels were set in motion to expand the membership throughout the state.

She spent \$20 in a beauty parlor — just for an estimate.



Promotional Items

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

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

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

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

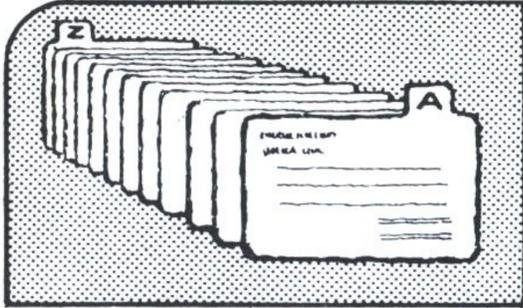
All Items Sent Postpaid

Send your order with remittance to

THE AUCTIONEER

135 LAKEWOOD DRIVE

LINCOLN, NEBR. 68510



Membership

Memberships processed May 16 through June 15th:

- * Steven Rosen, Hawaii
- * Charles Hinson, Michigan
- * Samuel Huff, Michigan
- * Carroll M. Volm, Wisconsin
- Don Hayden, Illinois
- * Oakley Greenhaw, Alabama
- * Herby Greenhaw, Alabama
- * Jimmy Greenhaw, Alabama
- Walter Ahrens, Nebraska
- Henry Bergen, Nebraska
- Wilbur Brell, Nebraska
- Dean C. Buller, Nebraska
- * Eldon C. Buoy, Nebraska
- Henry Buss, Nebraska
- Albert Christensen, Nebraska
- R. E. Connealy, Nebraska
- Charles Corkle, Nebraska
- Franck Diercks, Nebraska
- Don Dirks, Nebraska
- Dick Dolan, Nebraska
- Blaine Farrar, Nebraska
- Ray Flanagan, Nebraska
- Dean Fleming, Nebraska
- Pete Fowlkes, Nebraska
- Walter Frickey, Nebraska
- C. C. Gannett, Nebraska
- Dick Grubaugh, Nebraska
- Marvin Grubaugh, Nebraska
- L. Dale Hanna, Nebraska
- Edward Hart, Nebraska
- * Alton Heimes, Nebraska
- Albert Helzer, Nebraska
- Harold Hupp, Nebraska
- Duane Jensen, Nebraska
- Tom Johnson, Nebraska
- Dick Kane, Nebraska
- Jerry Kelley, Nebraska
- Freddie Kolb, Nebraska
- Harold Kraupie, Nebraska
- * Audrey L. Labart, Nebraska
- Eugene Marshall, Nebraska
- Robin Marshall, Nebraska
- Dean C. Martin, Nebraska
- Jimmy Martin, Nebraska
- Stacy McCoy, Nebraska
- Tom McFadden, Nebraska
- * Gale D. Mikkeken, Nebraska
- M. E. Montgomery, Nebraska
- Richard Montgomery, Nebraska
- * Merle Nelsen, Nebraska
- Leon Nelson, Nebraska
- Darrel R. Olson, Nebraska
- Virgil H. Olson, Nebraska
- Gerald W. Phillips, Nebraska
- August Runge, Jr., Nebraska
- John T. Ryan, Nebraska
- Allen K. Samuelson, Nebraska
- Dean Schow, Nebraska
- Dick Shea, Nebraska
- * Gene Sisco, Nebraska
- Mylen Wegener, Nebraska
- E. C. Weller, Nebraska
- Don Werner, Nebraska
- Tom Weick, Nebraska
- * Jerry Wiese, Nebraska
- William Wirges, Nebraska
- Allan Woodward, Nebraska
- Ron Woodward, Nebraska
- Fred W. Harmon, Virginia
- Jack Dillard, Texas
- Abe Goldstein, Massachusetts
- Willard Schnell, North Dakota
- Ernest F. Roloff, Nebraska
- * Galen E. Frenzen, Nebraska
- Robert Thompson, Nebraska
- Robert Althouse, Nebraska
- James H. Cummings, Nebraska
- Roger Scoggins, Arkansas
- * Hank Buss, Nebraska
- Monroe J. Woods, Missouri
- J. D. Whiteside, Missouri
- * Berkley McComas, Ohio
- Vern V. Squires, Illinois
- George Morrill, Maine
- Gardner Morrill, Maine
- Carl Halpin, Missouri
- Francis Selover, New Jersey
- Kenneth Terrell, Alabama
- Ben Whigham, Alabama
- * Daniel E. Dohm, Michigan
- Jack Reedy, Maryland
- * Thomas J. Bradley, Delaware
- John K. King, North Carolina
- * Leonard S. Sanders, Sr., Colorado
- * Ronnie Bordelon, Texas
- Ed Broline, Texas
- * Otis Barton, West Virginia
- * Kenneth N. Hatcher, Washington
- Carl E. Honnold, Illinois
- * Henry Allen, Alabama
- * Rupert H. Shrader, Alabama
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 Cal Nethero, Ohio
 Edward J. Nasser, Massachusetts
 L. G. Schloatman, Wyoming
 Ralph Bulla, North Carolina
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 Virgil Madsen, Oregon
 * Robert Willumsen, Illinois
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 * Paul Campbell, Tennessee
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 * Johnny Demsky, Texas
 * Dale Cutberths, Texas
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 Coy E. Biggs, Texas
 * William D. Kester, North Carolina
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* Denotes new membership.



Jim Stevens, Nashville, Tenn., addressed the Pennsylvania Summer Meeting, his subject, "Selling Real Estate at Auction."

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Bob Steffes Wins 1972

Auctioneering Contest

Bob Steffes, Arthur, N.D., was crowned the World's Champion Livestock Market Auctioneer, June 17, at the Annual Contest held in connection with the 1972 Livestock Marketing Congress. The contest was held at Social Circle, Georgia, at the facilities of the Tri-County Livestock Company.

Thirty-nine auctioneers from all parts of the country competed in what was probably the most interesting and hotly contested event of the entire series. Contestants drew lots for selling order and each one was permitted to make ten consecutive sales of cattle. Cattle for the contest were consigned by area farmers and stockmen and were sold in the same manner in which an auction market is regularly handled.

A champion, reserve champion and a first runner-up champion was selected from each of three U. S. geographical areas in addition to the overall World Champion, Reserve World Champion and Runner-up World Champion. Judging was done by nine market owners or operators, three from each geographical area. Each judge made his own placings and winners were determined by a tabulation of the ballots. This was handled by a Board of Trustees.

Placing next to Steffes and winning the Reserve World Champion title was Ralph Wade, Mexico, Mo. Wade finished as Reserve Champion in 1971, also. George Williams, Jr., Denton, Tex., was Runner-up World Champion.

Wilbert Kroh, Bismarck, N. D., was named champion of the Western Region. Jim Strain, Martin, S. D., was awarded the reserve championship and Armon Wolff, Golden Valley, N. D. was the runner-up.

In the Central Region, Jim Odle, Brush, Colo. was the champion. Gail Kats, Denver, Colo., was reserve champion and Bill Gates, Burden, Kas., was the runner-up.

George Copley, Columbia, Tenn., was selected as champion of the Eastern Region. Daryl Ball, Bourbon, Ind., was reserve champion and Joe Ellis, Murrayville, Ga., was the runner-up.

Steffes, the 1972 World Champion, sells regularly for the Union Stock Yards

Company, West Fargo, N. D. He is a member of the National Auctioneers Association and has attended several NAA conventions. He is also active in the North Dakota Auctioneers Association and is a former president of that group.

Benefit Auctions By Tennessee Secretary

Colonel Hubert Songer, Secretary of the Tennessee Auctioneers Association and a member of N.A.A., served as the auctioneer in fund raising auctions for charitable purposes in Illinois and in Tennessee recently.



Col. H. D. Songer, Murfreesboro, Tenn.

For the second successive year, Colonel Songer conducted an auction for the Fairfield, Illinois, Lions Club on Saturday, May 13. These public auctions have equalled, or excelled, any other fund raising activity for the Fairfield Lions who use all monies derived for community betterment.

On Sunday, May 21, Colonel Songer conducted another benefit auction in Murfreesboro, Tennessee. This auction was part of a community-wide drive to raise \$15,000.00 for a kidney machine to be used by a young boy, David Mintlow.

Such activities as these are typical of services member auctioneers are very happy to have a part in and to donate their time and efforts.

Association Greatest Year in North Carolina

North Carolina Auctioneers met at Asheville, in the Holiday Inn, for their Annual Meeting and Convention, June 3-4. Fifty-three auctioneers and their wives and children turned out for the two day conclave.

Col. C. B. McCarter, Sevierville, Tenn., was the featured speaker on Saturday afternoon. His topic was, "Selling Real Estate at Auction." Col. Kenneth Teague, Burlington, N. C., spoke on Auto Auction and Col. Archie Moody, Darlington, S. C., 1969 World's Champion Livestock Market Auctioneer, discussed the selling of farm machinery at auction.

Morris Fannon, Pennington Gap, Va., 1st Vice President of the National Auctioneers Association, was the after dinner speaker, on Saturday. A Fun Auction completed the Saturday program.

The Board of Directors held a Breakfast Meeting on Sunday. In the afternoon, new officers were elected. John Sutton, Salisbury, was elected President to succeed G. T. Gilbert, Lincolnton. Claude DeBruhl, Asheville, is the new



G. T. Gilbert, retiring president of the Association of North Carolina Auctioneers, congratulates the new president, Johnnie Sutton (right).

1st Vice President and Don Abernathy, Landis, was named 2nd Vice President.

Billy Dunn, Maxton, was re-elected to the office of Secretary-Treasurer. Archie Moody was named for a four year term on the Board of Directors. The Auctioneers Association of North Carolina closed its most successful year with a gain of 33 members in the past year.

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Some Auction News and Sayings

By The Old Mountain Plowboy

By C. B. McCarter

Wo boy! Texas, here we come! Dallas that is. We hear they do things right and big in Texas. We know we can be assured of that when the type leaders we have take hold the reins. I believe Col. Grover Howell lives in the great city of Dallas. Col. Walter Britten, his best half, and all the greats will see to it that you really enjoy yourself. I'll never forget Col. Britten offering me a free ride in his big boat in the big swimming pool at the Hilton Hotel in Houston a few years back at the convention there. I've never forgotten nor witnessed such Texas hospitality; all them little McCarter's remember all those courtesies, too. I named it to Walter at Roanoke, Va. His answer was that it didn't cost any extra.

I guess a lot of that big Texas hospitality rubbed off on the old plowboy because we put it on Texas style and call it Tennessee's best. Our sales have gotten bigger and better since the first convention a number of years ago when Ed, our oldest son and me attended the great Buffalo, N.Y. convention. The late C. B. Smith and the great leaders at the Buffalo convention beared hard on keeping the National convention clean until the wife and children could be present at all meetings; and if you drink, or cuss, just don't participate in any activities we have our wives and children here. So we still see their great advice being carried out by our great President, a prince of a man, Col. Grover Howell. We're proud to be a member of such a great organization. Let's all vow to keep it clean and entertaining and much educational with the ethical pitch for clean auctions.

The Good Lord willing and the big plane stays in the air, the big entire C. B. McCarter Clan will be in Dallas, all four grandchildren and all, about 24 in number the last count. We are absolutely sure we will attend the greatest convention in the big big great state of Texas in Dallas.

**Endorsed by the entire family,
Auctioneeringly yours forever
The Mountain Plowboy,
C. B. McCarter**

P.S. We met some of our National members at the Florida State convention the 11th of June at the Holiday Inn in beautiful Lakeland, Fla. My best partner, my wife, and daughter Glenda and new girlfriend, Faye Anderson, will never forget their great hospitality. That president, young and handsome 25 year old ball of fire, he is none other than Col. Vince Simmons from Lakeland. We were greatly honored to be one of their speakers. Also, we got treatment of a king at the North Carolina State Convention the 3rd and 4th of June in Asheville, N.C., with Col. Teague Gilbert, the President, and all his fellow auctioneers. We got a 1/4 page in our local paper. How great it was. What an honor to have to compete with such speakers as Col. Morris Fannon and Col. Archie Moody, and Col. Kenneth Teague.

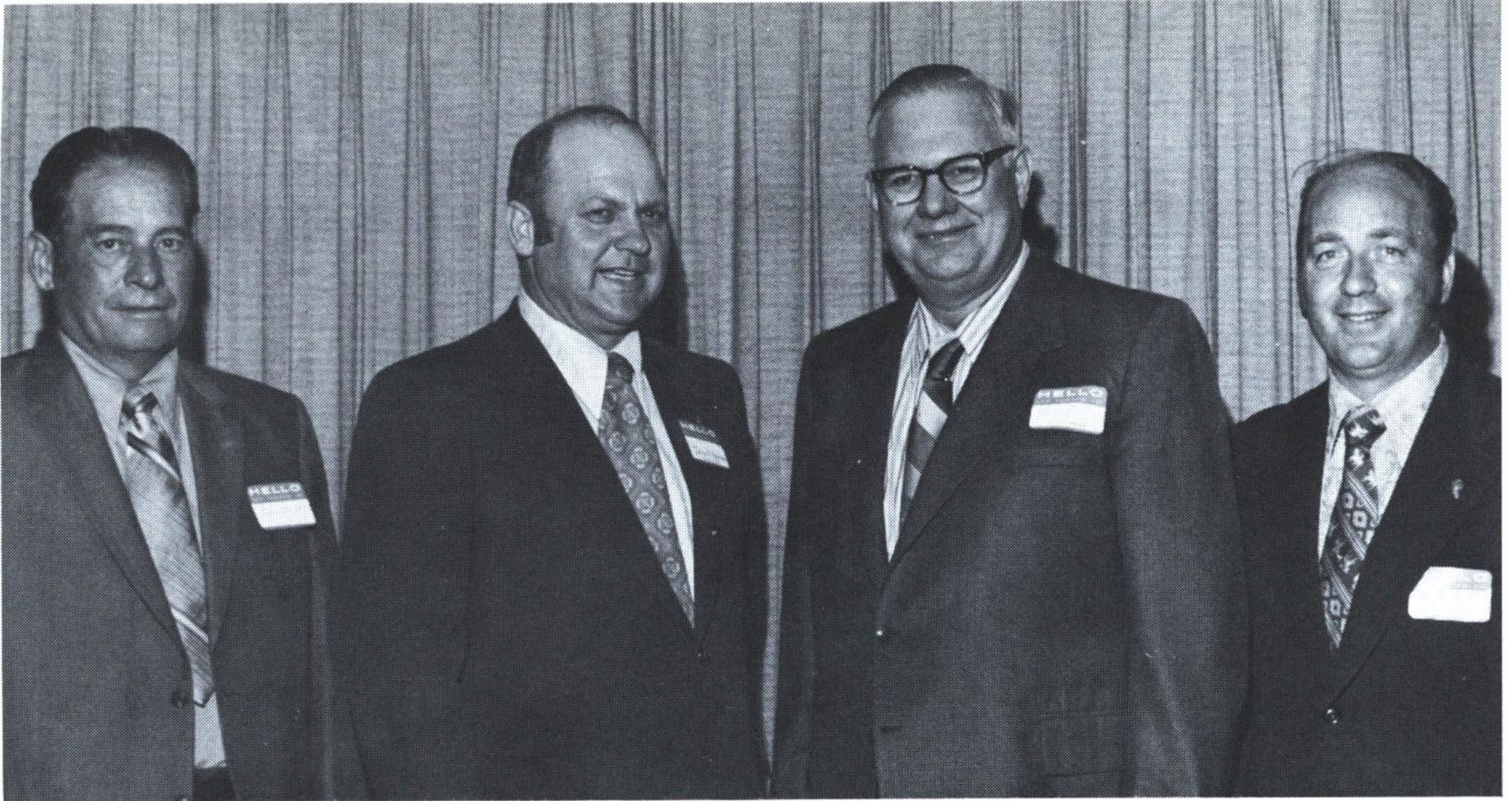
Oilman's Estate Sold

Tom D. Berry, a Stillwater, Okla., NAA member conducted an interesting and successful sale for the estate of the late K. A. Ellison, once known as the "King Wildcatter" of Western Oklahoma. A total of \$93,500 was collected through an auction conducted in the District Court Room, in Oklahoma City. The property sold was chiefly mineral rights and royalties of oil and gas. Net price received was considerably above previous offers and met with the approval of the executor. In fact, he was quite eloquent in his letter to the creditors of the estate in regard to the prices obtained through the sale at auction.

The Berry Auction Agency has been selling oil and gas interests since 1961. The Agency and a description of its services was featured in the February, 1971, issue of THE LANDMAN, a periodical specializing in this field.

SO TRUE

A bakery owner put a sign in his window. "The pastries in this window are non-fattening," it read. Asked about it, he insisted it was true—"as long as they stay in this window, they're non-fattening," he added.



At Alabama's First Annual Convention, from the left: Jim Casey, Alabama Secretary; John A. Horton, Alabama President; Bernard Hart, NAA Secretary; and Marty Higgenbotham, NAA Director.

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Officers of the Pennsylvania Auctioneers Association get together at the Group's Summer Meeting. From the left: Larry Reed, Secretary; Wylie Rittenhouse, Vice President; and Clay Hess, President.



Auctioneers and their families pitch-in at mealtime during the Pennsylvania Summer Meeting.

NOT EASY

Everybody in the small village had hoped that Uncle Jake would be converted to Christianity. Finally one of his oldest friends agreed to tackle the job.

"Jake," he began, "doesn't it soften your heart to know that the Lord loves you?"

"Do you aim to tell me," said Uncle Jake, "that the Lord loves me when He ain't never knowed me?"

"Jake," said the old friend, "It's a heap easier for the Lord to love you without knowing you than if He knowed you like I do!"

Enthusiastic Texans Enjoy Austin Meeting

Enthusiasm, generated by the approaching 1972 National Auctioneers Convention, in Dallas, prevailed throughout the Annual Convention of the Texas Auctioneers Association, at Austin, June 2-3. Barney Welch and his associates who served on the convention committee left no stone unturned in their preparations for the meeting.

It all started with a Dinner, followed by a Fun Auction, the evening of June 2. Again, the committee had secured many desirable and valuable items and more than \$400 had been collected when the auction ended.

Hon. Roy Butler, Mayor of Austin, welcomed the group to the City to open the 2nd day's program. Bernard Hart, Secretary of the NAA, was presented the Key to the City, qualifying for the award by traveling the greatest distance to the meeting.

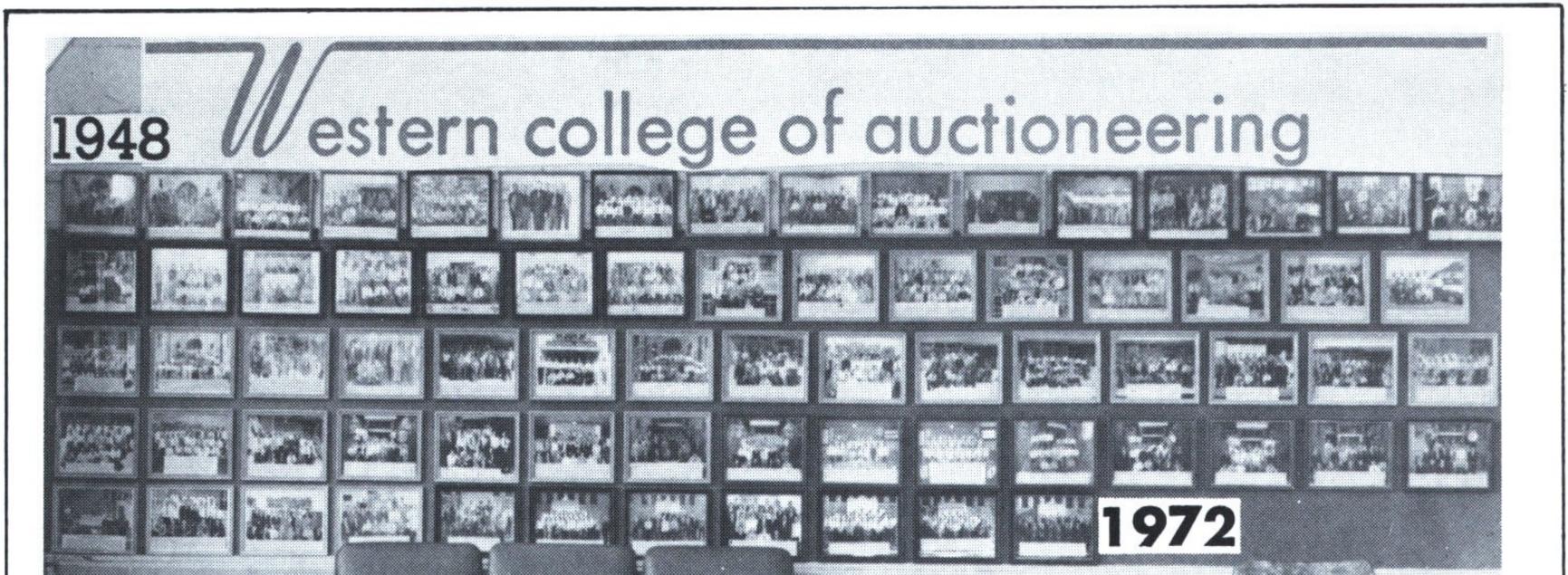
Two outstanding addresses completed the forenoon program. Barney Welch, Austin, spoke on "Motivation" and Herb

Thompson, Dallas, used the subject, "15 Points in Closing A Sale."

Following lunch, a round table discussion took place with most of the subject matter revolving around the National Convention, in July. Duties and responsibilities of the various committees were discussed as well as what would be expected from the home state auctioneers.

An election of officers completed the day's program. Jack Harper, Austin, was chosen as President; Keith Carey, Big Spring, Vice President; and Kelly Adams, Corpus Christi, was re-elected Secretary-Treasurer. Retiring President, Howard "Frog" Adams, Corpus Christi, was named to a three year term on the Board of Directors along with Bill Wade, Dallas; and Dusty Adams, Corpus Christi. Coy Biggs, Slaton, was elected to the unexpired term of Henry Ismonde, San Antonio, who tendered his resignation.

A Grand Banquet, presentation of awards and swearing in of the new officers completed the convention. Entertainment was furnished by two local musical groups.



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Ohio Antique Auction Attracts Good Prices

One of the most interesting sales in the area was held at Good's Auction House at Creston, Ohio, on June 10th. This was the estate auction of the possessions of the late Julia Ward, whose



This Queen Anne Cherry Highboy brought \$2,400.00.

family came to Ohio from Connecticut in 1808. Her large home in Westfield Center was furnished with fine antiques. Approximately 450 choice items from this estate were sold to an enthusiastic crowd with buyers from five states.

The item of prime interest was a Queen Anne Cherry Highboy which had been restored by a master craftsman and sold for \$2400.00. Three original oil paintings by William Henry Howe (a local artist and relative of Miss Ward) sold for \$340.00 each and were purchased by Baldwin Wallace College, along with Howe's Historical collections of

Ohio, which sold for \$60.00.

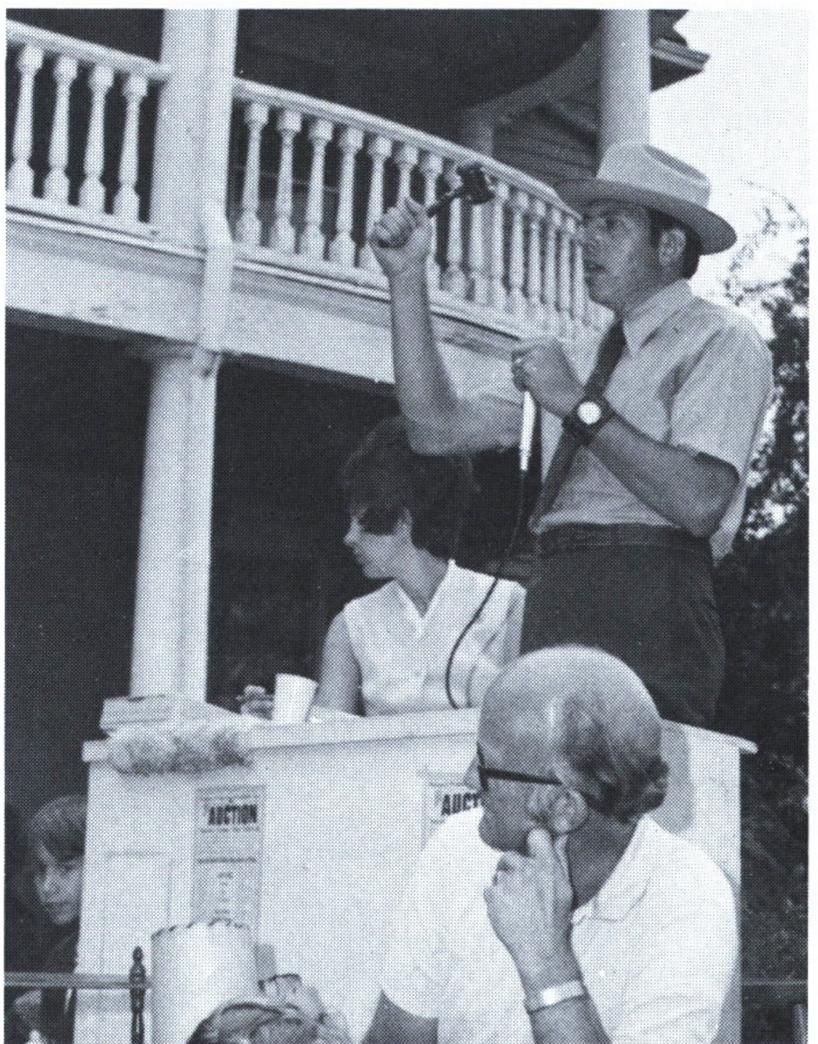
Ford Good, Auctioneer and Manager of Good's Auction House, was assisted by Harry Hawk and John Rodgers. All three auctioneers are members of the Ohio and National Auctioneers Association. Col. Good is currently serving as a director of the NAA.

McCarter Addresses Florida Auctioneers

The Florida Auctioneers Association held their mid-year meeting in Lakeland, Fla. Highlight of the event was an address on "Selling Real Estate at Auction", by the master Auctioneer-Salesman, Col. C. B. McCarter of Sevierville, Tenn. Members of the sunshine state association turned out in record numbers to attend the meeting and hear Col. McCarter's "14 reasons for his success".

A lovely floral center piece was presented to the association by the Ladies Auxiliary. President, Vince Simmons opened the fun auction which produced \$147.00. Closing remarks were made by Past President, Martin Higgenbotham, presently serving on the board of the National Association, which resulted in a chant of "ON TO DALLAS".

George F. Van Deree, Secretary



Terry Duncan, Madison, Ala., sells antiques to buyers from a four state area in this piece of action.

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NATIONAL AUCTIONEERS ASSOCIATION CONVENTION

Fairmont Hotel

July 26-27-28-29, 1972

Convention Chairman — Howard Adams

PROGRAM

Wednesday, July 26, 1972

- 9:00 A.M. Registration — Regency Foyer
- 3:00 P.M. Board of Directors Meeting — State Room
- 8:00 P.M. Amateur Contest — Children of Auctioneers — International
Ball Room
Rhett Grant, Mansfield, La., Chairman
- 9:00 P.M. Amateur Contest — Auctioneers and their groups — Internati-
onal Ball Room

Thursday, July 27, 1972

- 8:00 A.M. to 5:00 P.M. — Registration — Regency Foyer
- 8:00 A.M. to 12:00 Noon — Coffee courtesy of National Auction Institute.
- 10:00 A.M. Meeting of Advertising Committee (Membership invited)
Meeting of Auditing Committee
Meeting of Grievance Committee
Meeting of Resolutions Committee
- 12:00 Noon Luncheon — Regency Ball Room
Star Spangled Banner — Lord's Prayer
Invocation — Mr. Perry Barnes, Superintendent, Dallas
Christian Schools
Introduction of Convention Chairman
Greetings from Texas Auctioneers Association — Walter
Britten, Past President
Honorable Wes Wise, Mayor, Dallas, Texas
Address by Bill Allen
RECESS
- 2:30 P.M. Reconvene — International Ball Room
President's Message — Grover Howell, Dallas, Texas

- 3:15 P.M. Program presented by Henry Elder, Texas Hereford Association, Fort Worth — "Agriculture Around the World".
- 4:15 P.M. Announcements
ADJOURN
- 4:30 P.M. to 5:30 P.M. — Open Board Meeting to Membership
- 4:30 P.M. Reception, Western College of Auctioneering Alumni — Continental Room
- 7:00 P.M. Justin Wilson (Louisiana Cajun)
- 7:45 P.M. Fun Auction — International Ball Room
- 7:45 P.M. Teenage Dance — Oak Room

Friday, July 28, 1972

- 8:00 A.M. to 9:30 A.M. — Coffee and rolls in the Parisian Room, Furnished by Missouri Auction School — Everyone welcome.
- 8:30 A.M. to 5:00 P.M. — Registration — Regency Foyer
- 9:25 A.M. Consignment Sales — Jim Wilson, Hot Springs, Ark., Virgil Olson, Grand Island, Neb.
- 10:00 A.M. Industrial Auctions — J. O. Lawlis, Houston, Texas
- 10:30 A.M. Antiques at Auction — Martin Higgenbotham, Lakeland, Florida
- 11:00 A.M. Bid Calling Seminar — Dean Parker, Auburn, Calif., Moderator
- 12:00 P.M. RECESS
- 1:30 P.M. Call to order — International Ball Room
Quarter Horse Sales by Auction — Ron Kavanaugh, Herald, Calif.
- 2:00 P.M. Ed Uvacek, Livestock Marketing Specialist, Texas A & M Univ., College Station, "Livestock Marketing Changes".
- 2:30 P.M. Real Estate Seminar — C. Roger Lewis, Morehead, KY., C. B. and Fred McCarter, Sevierville, Tenn.
- 3:30 P.M. Small Business Liquidation Panel — Louisiana Auctioneers — Marvin Henderson, Chairman

- 4:00 P.M. Anniversaries and Promotion — H. Willard Arnaman,
Unionville, Mo.
ADJOURN
- 6:30 P.M. Dinner and Mexican Fiesta — Regency Ball Room
- 9:00 P.M. Dancing — Regency Ball Room

Saturday, July 29, 1972

- 8:00 A.M. Breakfast of National Officers and Directors w/state Presi-
dents and Secretaries as guests — 1st Vice President,
Morris Fannon, presiding — Gold Room
- 8:00 A.M. Morning Reception — Reisch Auction College Alumni
- 9:25 A.M. Call to Order — International Room
- 9:30 A.M. "Auction Today and Yesterday", a presentation by George
W. Forrest, Holley, N.Y.
- 10:30 A.M. Dr. L. S. Pope, Associate Dean, Texas A & M University,
College Station, "New Trends in Agriculture for the
'70's".
- 11:00 A.M. Advertising — Jack Dillard, Farm Director KWKH —
Shreveport, LA
- 11:30 A.M. Parlimentary Procedure — Madge Wallace, Wallace Printing
Company, Bryan, Tex.
RECESS
- 1:30 P.M. Call to Order — International Ball Room
General Business Meeting
Memorial Service for Deceased Members, conducted by
Ladies Auxiliary
Secretary's Report
Treasurer's Report
Report of Auditing Committee
Report of Grievance Committee
Report of Resolutions Committee
Old and New Business
Election of Officers and Directors
Acceptance Address of New Auxiliary President
Acceptance Address of New NAA President
Announcements — 1972 Convention Site and other
activities
- 4:00 P.M. ADJOURN
- 4:15 P.M. Meeting of 1972-73 NAA Officers and Directors — State Room
- 6:30 P.M. Grand Banquet — Regency Ball Room, Presentation of Awards
Town North All Male Chorus and Stage Door Four

LADIES AUXILIARY CONVENTION PROGRAM

Fairmont Hotel — Dallas, Texas

July 26-27-28-29, 1972

Auxiliary Chairman — Mrs. Walter Britten, Bryan, Texas

Co-Chairman — Mrs. Howard Adams, Corpus Christi, Texas

Wednesday, July 26, 1972

- 2:00 P.M. Registration — Regency Foyer — Fairmont Hotel
- 3:00 P.M. Officers and Directors Meeting — Executive Room
- 8:00 P.M. Amateur Theatre — International Ball Room

Thursday, July 27, 1972

- 8:00 A.M. to 5:00 P.M. — Registration — Regency Foyer
- 9:30 A.M. Ladies "Get Acquainted Hour" — Fountain Room
- 12:00 Noon Opening Luncheon — Regency Ball Room
- 3:15 P.M. Henry Elder, Texas Hereford Association, Ft. Worth —
"Agriculture Around the World"
- 7:00 P.M. Justin Wilson — International Ball Room
- 7:45 P.M. Fun Auction — International Ball Room
- 7:45 P.M. Teenage Dance — Oak Room

Friday, July 28, 1972

- 8:00 A.M. Registration — Regency Foyer
- 12:00 Noon Ladies Luncheon — Pavillion Room
Program by Mary Ellen Vincent, Dallas, Texas
Musical Review
- 2:00 P.M. Business Meeting
- 6:30 P.M. Mexican Fiesta — Regency Ball Room

Saturday, July 29, 1972

- 8:00 A.M. Breakfast for New Officers and Directors — Executive Room
- 9:30 A.M. Tour "World of Animals" — Ladies and Children
- 12:00 Noon Past Presidents Lunch
- 1:30 P.M. General Business Meeting of the National Auctioneers
Association — International Ball Room
Memorial Service for Deceased NAA members by Ladies
Auxiliary Chairman — Mrs. Grover Howell, Dallas, Texas
and Co-Chairman, Mrs. Walter Britten, Bryan, Texas

6:30 P.M. Grand Banquet and Awards — Regency Ball Room
9:00 P.M. Town North Chorus and Stage Door Four
Ladies Hospitality Room during entire Convention.

* * * *

AUDITING COMMITTEE

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Contents of 120 Year Old Landmark Auctioned

Morrison, Ill. . . . The contents of a 120-year old landmark, once the first hotel, stagecoach stop and post office of Morrison, were auctioned May 20 by Paul Burnett, and Pat Cavanagh of Clinton County, Iowa.

Over 150 persons from Illinois and Iowa were in attendance to bid on the antique furnishings which were part of the estate of the late Howard King, whose wife's parents purchased the hotel for their private residence.

Articles which crossed the auction block were walnut, oak, cane, rope, and iron furniture; framed pictures, clocks,



Many small items from yesteryear add to total of King sale.

mirrors, victrolas and records, kerosene lamps, books, post card collections, cut and pressed glass, Limoge, Bavarian, Nippon, English, carnival, and ironstone dishes; silverware, crockery and jugs, antique clothing and jewelry.

Despite the over-90 degrees temperatures, the bidders steadfastly remained for the auction's 7 hour duration.

NOT SO

Don't think your Bible is dry on the inside because it is dusty on the outside.



Antique pictures and frames in the King auction.

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BEST In Service-Price-Quality

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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
BRONCO WESTERN WATCH—for CHILDREN	Ea. \$ 3.50
Ladies' HEART SHAPED DRESS WATCH	
Gold or Silver	Ea. \$ 6.50
Men's or Ladies' Sunglasses—Boxed	Doz. \$ 2.00
Men's Hamilton Gold Coin Watch—24 Jewels	Ea. \$35.00
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
Louis 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	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
Reversible Necklace with Matching Earring Set	Doz. \$18.00
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
45-pc. Beautiful Deluxe Dinnerware Set	Ea. \$ 4.80
Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea. \$ 5.90
2 pc. Hand Carved Wood Spoon & Fork Set	Set \$2.00
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
98-Pc. Dinnerware Set—Ret. \$198.00	per set \$30.00
6-pc. Stainless Steel Steak Knife Set	Set \$ 2.50
Lite-Up Mirror w. Travel Case—Just Turn On	Ea. \$ 4.25
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. \$ 8.80
EVERSHARP 6-pc. Deluxe Steak Knife Set	Doz. \$ 8.80
5-pc. Kitchen Knife Set—in Wooden Display Rack	Set \$ 2.00
3-pc. Wood Animal Family Set	Dozen Sets \$ 5.00
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
4-pc. Stainless Steel Place Setting Set	Doz. Sets \$ 9.00

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 "1/4" 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 Ctlp.	Set \$ 3.50
11-Blade Camping Knife with Holder	Ea. \$ 1.10
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
LUMIJET Disposable Flashlight	Doz. \$ 8.60
29-pc. BLUE TEMPER Drill Bit Set	Set \$ 7.90

RADIOS 'n NOVELTIES

6 TRANS. RADIO WITH CARRYING CASE & BATTERY	Ea. \$2.25
Large Twin Eye Radio—Battery/Electric—AM	Ea. \$ 4.75
Large Size AM/FM Radio Battery/Electric #2019	Ea. \$ 9.00
TOILET SEAT RADIO "JOHN"—Ass't. Colors	Ea. \$ 7.50
Deluxe TONY-SONIC AM/FM—AC-DC Radio	Ea. \$ 9.00
Deluxe 3-Band—Police—AM/FM Radio	Ea. \$14.50
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Automatic Needle Threader—Boxed	Gross \$ 8.00
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MEN'S WINDPROOF LIGHTERS—Carded or Boxed	doz. \$ 2.00

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Men's Deluxe Tee Shirts—Top Quality	Doz. \$ 4.50
Cannon Towels—Giant Size	Doz. \$ 6.90
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Musical pewter decanter	Ea. \$3.90
Matching Umbrella and Bag Set	Doz. Sets \$13.00
8-Track Auto Stereo Tape Player with 2 Speakers and Bracket—Complete Set	Set \$30.00
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Giant Stained Glass Kerosene Lamp, Boxed	Ea. \$ 2.00
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Dear Bernie:

Enclosed is a brochure on the Mobile Home and Camper Auction that we are running at the present time. Bernie, this area of the auction business seems to have a lot of potential. Should any of the members of the Association need any information on starting a Mobile Home and Camper Auction please feel free to have them contact me.

Rad Dickson,
 Headland, Ala.

Gentlemen:

Enclosed please find my check for 1972-73 National Auctioneers Association dues. Due to business commitments, I will be unable to attend the National Convention this year, and I will miss the association of some very fine

people I met at the Lincoln convention last year.

The June issue of the Auctioneer arrived this morning, thereby prompting me to forward my association dues. I remain a firm believer of the Auction way of Selling.

Very truly yours,
 J. W. Aringdale
 Long Beach, Calif.

Dear Bernie:

Enclosed are pictures from my 2nd Anniversary Sale operating THE COUNTY AUCTION BARN, Monroe, N.C. This and all sales to date have been met with good success, we sell in the antique field and have buyers ranging from Decatur, Ga., to Columbia, S.C., and further, attending. Prices are good. I do one big sale a month.

I certainly enjoy the field of auctioneering and outside of my Sale Barn have been doing local outside sales of estates, businesses and City of Monroe property.

Yours very truly,
 Jack W. Walden

Life Members

With the practice of publishing the names of the memberships, new and renewal, received each month every member is assured of getting his name in THE AUCTIONEER at least once each year. However, one very important group is omitted from these monthly listings. These are the holders of Life Membership Certificates.

Life Memberships were issued in the early days of the NAA to those who had made unusual sacrifices of time and money toward the establishment of the organization. They were also made available to all eligible members at a cost of \$100.00. Sales of Life Memberships were promoted as a means of replenishing a depleted treasury in the early years.

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Minnesota Auctioneers Hold 23rd Convention

It was the 23rd Annual Convention for the Minnesota State Auctioneers Association at Slayton, June 11-12, making it one of the older of the state organizations. Dick Staples, former president of the organization, served as Convention Chairman and he and Mrs. Staples saw that the registrants were royally entertained while convening in their home town.

A dance, with the public invited, was staged on Sunday evening at the Valhalla Ballroom on Lake Shetek, north of Slayton. This followed a reception hosted by Mr. and Mrs. Staples.

Activities started early on Monday morning with a group breakfast. Mayor Carl Knapp welcomed the guests to the city of Slayton. John D. Weber, local newspaper publisher and president of the Minnesota Newspaper Association, was the principal speaker of the forenoon.

Following a group luncheon, Bernard Hart, Secretary of the NAA, addressed

the group. A business meeting and election of officers followed. Wayne Pike, Princeton, was elected President, succeeding Milo Fodness, Kenneth. Orlin Cordes, Red Wing, was elected Vice President, and Audrey Knudson, Waterville, was re-elected Secretary-Treasurer. M. J. Henry, Foley; Don Babbitt, Conger; Joe Maas, Plainview; and Greg Hitchcock, Wells; were all named to seats on the Board of Directors.

Dick Staples commented on the importance of professional status for auctioneers and guided a discussion on this subject. A recording of the 1965 World's Champion Auctioneer Contest was presented and the placing of the participants discussed.

Following the banquet, Jack Larson, local Ag. instructor and state FFA Board Member gave an inspirational address. The Fun Auction and Auctioneers Contest followed. Dick Staples was selected as the 1972 Champion Auctioneer.

Several of those in attendance expressed their interest in attending the 1972 National Convention and possibilities of a chartered plane was discussed.



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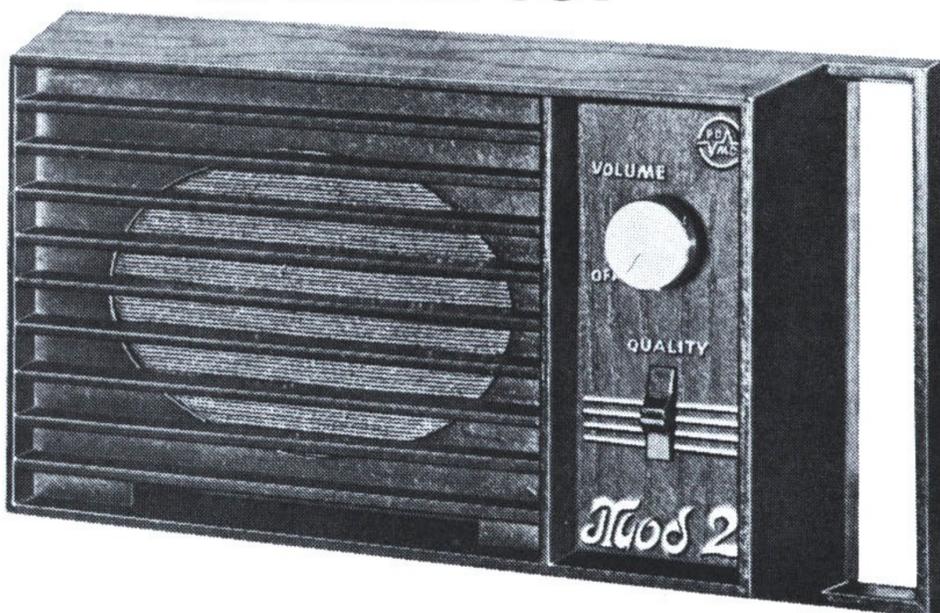
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27th Anniversary Sale Held By Ralph Horst

Ralph W. Horst, Marion, Pa., held his 27th Anniversary Sale of Farm Equipment at his place of business, one mile east of Marion, on May 29. These anniversary sales have increased in popularity throughout the years. Consignors and buyers alike come from a wide area. This year, some 75 tractors were consigned. The auction was conducted by five auctioneers in the Marion area.

Horst is a former president of the National Auctioneers Association and is one of the better known and respected auctioneers in the country. He has sold farm equipment auctions throughout the eastern half of the United States.

Flood Casts Pall Over South Dakota Meeting

Members of the South Dakota Auctioneers Association celebrated their 10th Annual Convention, at Chamberlain, June 9-10. Although the tragic Rapid City flood cast a pall over the meeting and reduced attendance, those who were there participated in a well rounded program. President Gilbert Wagner proved to be a most capable host and the convention was an indication of the planning that preceded.

The Early Bird Party on Friday evening was featured with dancing to the music of the Country Squires. Mayor Paul Olson welcomed the guests to Chamberlain on Saturday morning and after a round table discussion of business matters the group heard from Bernard Hart, Secretary of the National Auctioneers Association.

Leonard DeBoer, Vo-Ag instructor at Chamberlain, and John Glaus, local cattleman and president of the South Dakota Stockgrowers Association, were afternoon speakers.

Dale McPherson, Rapid City, was elected President for the coming year. Gaylon Souvignier, Canton, is the new Vice President, and Howard Schwenn, Onida, was re-elected Secretary-Treasurer. Edwin Bultsma, Platte, and Don Sweeter, Worthing, were elected to three year terms on the Board of Directors.

Jim Woster of the Sioux Falls Stockyards served as after dinner speaker following the awards banquet. Entertainment was furnished by "The Teabags",

a lively group of Chamberlain ladies. Following the annual Fun Auction, the evening was spent in dancing, again to the music of the Country Squires.

Most of those from the Black Hills area who were in attendance Friday evening returned to their homes the following morning upon receiving word of the flood. On Saturday evening the dance was recessed while all in attendance gathered around the TV set for the special telecast of the flood area. Most of those attending had relatives and close friends in the stricken area.

Death Strikes Veteran Chicago Auctioneer

Abe Cantor, veteran commercial auctioneer of Chicago, Ill., passed away June 6, 1972. Although he was 76 years old his death was sudden and unexpected. He had taken his regular turn on the auction block the day he was fatally stricken.

At the time of his death Mr. Cantor was president of the firm of Abe Cantor and Company, one of the several auction companies he had founded and operated during a career that dated back to 1920.

Mr. Cantor was a long-time member of the National Auctioneers Association and he was active in the Illinois and Indiana Auctioneers Associations. Survivors include his wife and one son.

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Across The Country

BY BERNARD HART



To take care of first things first — the material for the May issue crowded this column clear out of the book — so — some acknowledgements should be made. The cover picture (May) is an auction being conducted for the City of Huntsville, Ala. The pictures of the Kansas Auctioneers Convention were the courtesy of GRASS AND GRAIN, a Kansas Farm publication. And C. Roger Lewis furnished those of the Kentucky Auctioneers Convention. Our sincere appreciation for this courtesy.

And if you didn't recognize it, the picture on the cover of the June issue was the Fairmont Hotel, in Dallas. Auctioneers from all over the country will be assembling within these twin towers for the 1972 National Auctioneers Convention, July 26-29.

In the June issue (page 19) we reported what was thought to be a record price for a butcher bull. However, through WESTERN LIVESTOCK JOURNAL, we find reports of higher prices. A Holstein bull weighing 2400 lb., brought \$32.40, or \$777.60 at the K & R Livestock Sale, Broomfield, Colo. This topped our earlier price by \$1.60. Then, a former Chicago market reporter tells us of a bull weighing 2610 and bringing \$32.50 on the Chicago market. I say "old" because this was in May, 1951, when cattle prices were high. The bull grossed \$848.25. But another auction market, this one at Marysville, Wash., now holds the record "bull" story. On last March 28, they sold a Holstein, weighing 2285 lbs. for \$37.80 per cwt., or a total of \$863.73! And that's a lot of bull meat any way you look at it.

Visitors to the NAA offices during the past several weeks from out of town have included Mr. and Mrs. Jack Healy, Portland, Ore.; Earl Theis, Ames, Ia.; Mr. and Mrs. Walter Carlson, Trimont, Minn.; Mrs. Andy Strommen, Vandalia, Mont.; and Rex Young, Plattsmouth, Nebr., brought his sister, from Colorado Springs, Colo.; to see the building. The Carlsons were here on two occasions

(coming and going) and I had the misfortune of missing them both times. A visit with Walter Carlson brings back many memories — most of them good.

Auctioneers remain in the limelight. The Nebraska Stockgrowers Association and the Sandhills Cattle Association held a joint meeting in Chadron, June 7-9. Honored guests were Nebraska's two world champion livestock market auctioneers, Glen Helberg and Ronnie Woodward. Stockgrower president, Merlyn Carlson, said, "It is well to draw attention to the service of the auction markets of the state and the important part that the auctioneers have in the livestock industry." U. S. Secretary of Agriculture, Earl Butz, was a participant in this same program.

Entitled "A Day in Social Circle," the pageantry, color and glamor of the 1972 World Champion Livestock Market Auctioneer Contest was great publicity for the auction method of selling. National radio and TV coverage was a part of the widely publicized event. A report of the placings is elsewhere in this issue.

And as we close our fiscal year and the first event of importance for the new year being our convention in Dallas, and our annual business meeting, we offer this prayer: Bring us to this meeting many men of leadership ability; grant us the wisdom to recognize them and elect them to offices of importance; cause us to forget our petty personal ambitions; make us silent unless we are certain we are uttering true words of wisdom; and we shall emerge with a stronger organization of auctioneers than ever before.

"How do you let your daughter's boy friend know it's time to go home?" one father asked another.

"Easy," answered the first. "I usually walk through the room with a box of cereal."

Antique Car Auction Sets New Sales Record

Well over one-half million dollars changed hands Saturday, April 29th, under sunny skies in Radnor, Pa., as 109 old cars found new owners at the Second Annual Kirk F. White Motorcars Auction on the grounds of Cabrini College.

According to Auction sponsor Kirk White, more than ten thousand people paid \$5.00 admission to attend the 8-hour long, non-stop event, which set a record total of \$607,325.00 in sales — more than double last year's record of \$282,270.

Bidding began at 9:30 A.M. under a gigantic green and white striped tent. Auctioneer Omar Landis called for the first car, a 1965 black Cobra, which went for a healthy \$7500 . . . and the Auction continued without a break while bidders nibbled box lunches and sipped champagne. At 5:40 P.M. the last car, a 1923 Fiat, was sold for \$900.

The total field of 166 cars included a variety to delight any car-buff. There were 23 Fords (from Model T's and Model A's to two early T-Birds), ten vintage Cadillacs, nine Packards, eight Mercedes, seven Rolls Royce, five Bentleys, seven Ferraris — 11 motorcycles, 47 different makes in all. The rare in the offering included a Stutz Touring car, a Panhard Levasser and a Duesenberg Speedster. The oldest vehicle was an 1885 hearse (sold without the horses to draw it), and the most advanced was a McLaren racing car.

Despite the availability of many museum-quality collector's items, more than 70% of the cars sold went for less than \$5,000, with 35 going on the block for under \$2,000 and 14 auctioned under \$1,000. According to M.H. "Tiny" Gould, co-sponsor of the Auction, these figures prove that "car collecting is not just a rich man's hobby, but something that's just about within the reach of everyone."

High price of the day was \$51,000, paid for a prize-winning 1930 Packard Boattail Speedster. At the other extreme, a chunky little 1947 Crosley brought forth chuckles and a winning bid of \$75.00.

The crowd-puller of the show, however, was a 1940 black Cadillac sedan used in the filming of the movie "The Godfather." which sold for \$4,400.

(Scarcely an hour later the new owner turned down an offer for \$7500 for the car.)

Among the more unusual offerings were a London taxi, a 1917 Renault tank, once used in MGM war movies (which failed to find a buyer), a model T Snowmobile, and a gadget-filled Cadillac built for the Sheik of Kuwait.

Over four hundred registered bidders came from all parts of the U.S. and Canada and several flew over from Europe. Many buyers immediately drove off in their new cars, while the undrives and the extraordinarily valuable ones were hauled onto trailers or left beneath the tent to await trucking.

Pleased with the results, and confident of the steadily increasing interest in old cars, Kirk F. White has already announced plans for another Auction this fall in the Northeast and one to be held in Florida in February.

The auctioneering services at Kirk F. White Auctions are handled by J. Omar Landis Auction Service, Manheim, Pa. Mr. Landis, Tom Girvin and Jerry Girvin, all of whom are NAA members, are the auctioneers.



Carl Westermarck and Fritz Hoppe, the two men on the left, were in charge of arrangements at the 1972 Montana Auctioneers Convention, Hoppe being the retiring president. With them are Ron Miller, the new president, and Bill Hagen, perennial secretary-treasurer. Photo by THE SHELBY (Mont.) PROMOTER.

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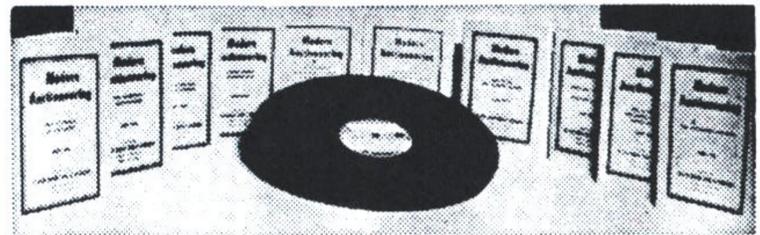
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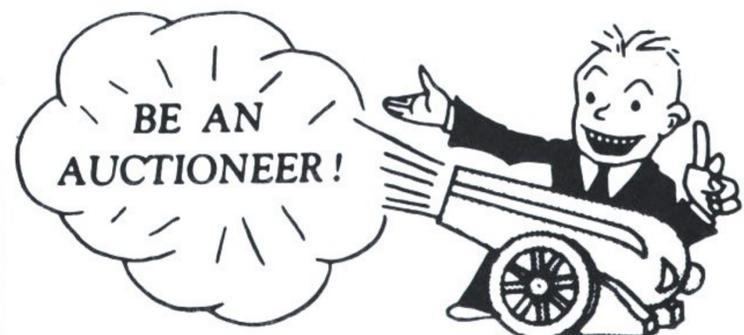
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8½x11", 50 sheets per pad. Original for auctioneer, copy for consignor. Space for seller's name, address, phone, date, lot number, description of items, sale price, sale commission or expense and consignor's net payment. Auctioneer signs that he received the items listed and seller signs that he has good title to all items and the right to sell. Auctioneer keeps the original and second copy and seller keeps a copy. Consignor receives second copy from auctioneer with his payment check. Space to list a number of items on each form.

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

PERSONAL PROPERTY AUCTION CONTRACT

. . . Form No. PPC-69

8½x11", 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 and will have everything ready and available by Sale time. Original to auctioneer and copy to seller.

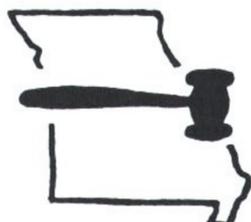
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At The Convention

WEDNESDAY, JULY 26, 1972

- 9:00 A.M. — Registration
- 3:00 P.M. — Board of Directors Meeting (NAA)
- 3:00 P.M. — Officers and Directors Meeting (Auxiliary)
- 8:00 P.M. — Amateur Contest — Children of the Auctioneers
- 9:00 P.M. — Amateur Contest — Auctioneers and their groups

THURSDAY, JULY 27, 1972

- 8:00 A.M. — Registration
- 9:30 A.M. — Ladies "Get Acquainted Hour"
- 12:00 Noon — Opening Luncheon
- 7:45 P.M. — Fun Auction
- 7:45 P.M. — Teenage Dance

FRIDAY, JULY 28, 1972

- 8:00 A.M. — Registration
- 8:00 A.M. to 9:30 A.M. — Coffee and rolls furnished by Missouri Auction School. Everyone Welcome.
- 12:00 Noon — Luncheon — Ladies Auxiliary
- 6:30 P.M. — Mexican Fiesta — Dinner and Entertainment
- 9:00 P.M. — Dancing

SATURDAY, JULY 29, 1972

- 8:00 A.M. — Breakfast for Officers and Directors
- 9:30 A.M. — Tour "World of Animals" — Ladies & Children
- 12:00 Noon — Past Presidents Brunch — Auxiliary
- 1:30 P.M. to 4:00 P.M. — General Business Meeting
- 4:15 P.M. — 1972-73 NAA Officers and Directors Meeting
- 6:30 P.M. — Grand Banquet



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