

# *the* AUCTIONEER

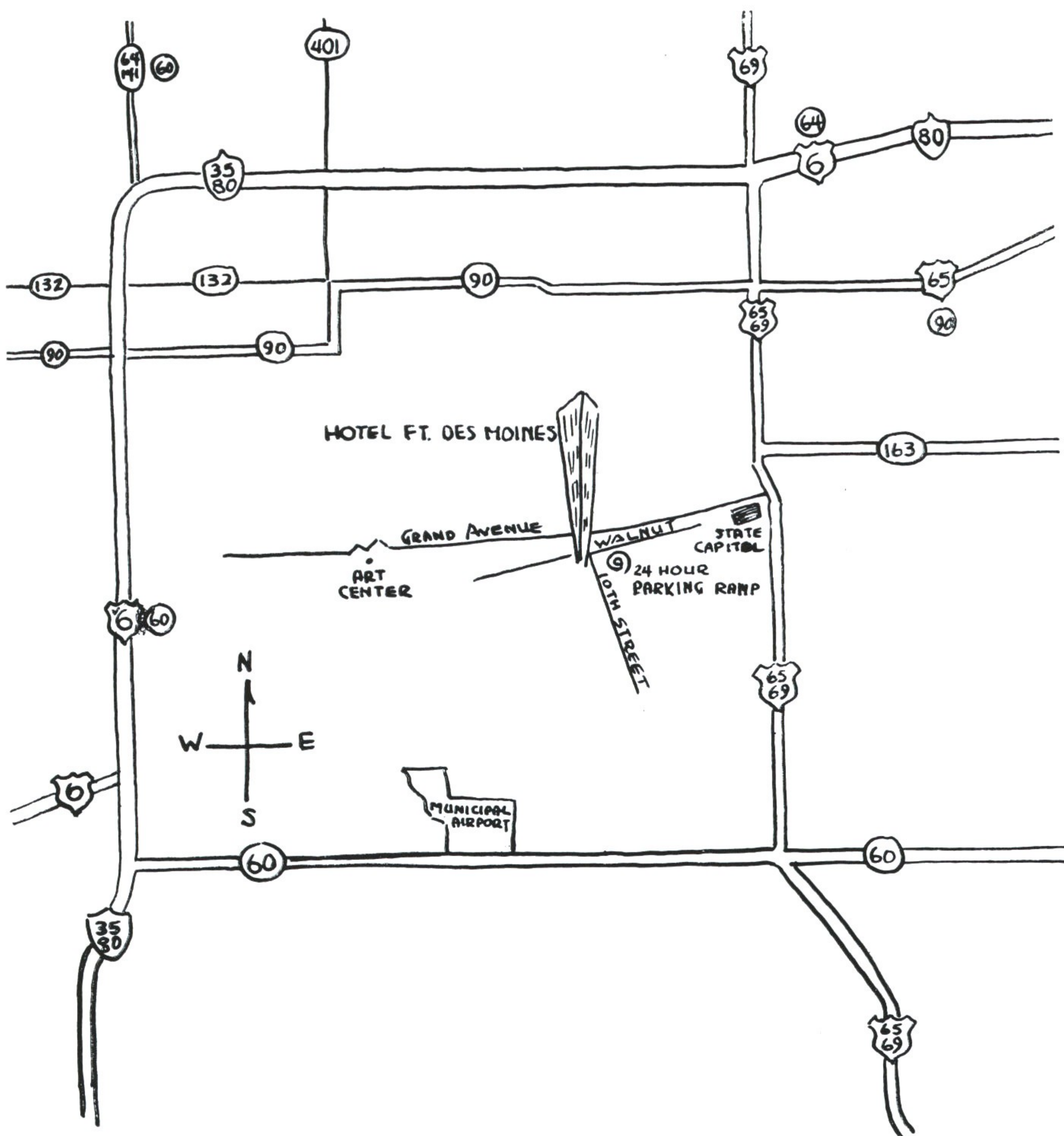


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NATIONAL AUCTIONEERS ASSOCIATION CONVENTION  
JULY 16-17-18, 1964





## Des Moines, Iowa

Shown here is a map, giving the location of the Fort Des Moines Hotel (Convention Headquarters) in relation to the roads leading into the City. The Fort Des Moines is in mid-city at Tenth and Walnut Streets. A parking ramp is directly across the street, east.



**THE AUCTIONEER**  
is the  
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**NATIONAL**  
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# Membership Passes

## Magic 2,000 Figure

On June 15, 1964, membership in the National Auctioneers Association reached an all time high mark of 2,036. The magic figure of 2,000 was reached on June 8. Several interested members really went to work in securing new members after receiving the June issue of "The Auctioneer" which indicated we were within reaching distance of this goal.

While the same states remain in the top ten there has been some shifting of positions. The top five ar still running very close with leading state Ohio only 23 members ahead of fifth place Indiana. Wisconsin passed the 100 mark for the first time as they moved into sixth position and Kansas moved to seventh position, dropping Tennessee to eighth.

The ten top states in order of total members are: Ohio, Pennsylvania, Illinois, Nebraska, Indiana, Wisconsin, Kansas, Tennessee, Kentucky, Iowa. A comparative table by states follows:

	Members May 15 1964	Members June 15 1964
Alabama	9	9
Alaska	1	0
Arizona	9	9
Arkansas	20	22
California	45	45
Colorado	39	39
Connecticut	7	7
Delaware	2	2
District of Columbia	1	1
Florida	27	27
Georgia	17	17
Hawaii	1	1
Idaho	9	9
Illinois	135	138
Indiana	127	127
Iowa	78	80
Kansas	82	97
Kentucky	79	87
Louisiana	9	9
Maine	4	4
Maryland	21	21

Massachusetts	30	30
Michigan	57	58
Minnesota	21	20
Mississippi	6	6
Missouri	65	66
Montana	26	26
Nebraska	128	136
Nevada	2	2
New Hampshire	3	3
New Jersey	32	32
New Mexico	18	19
New York	64	64
North Carolina	26	26
North Dakota	18	24
Ohio	149	150
Oklahoma	27	28
Oregon	17	17
Pennsylvania	146	147
Rhode Island	6	6
South Carolina	8	9
South Dakota	23	25
Tennessee	94	95
Texas	68	71
Utah	2	2
Vermont	4	4
Virginia	42	42
Washington	11	12
West Virginia	17	17
Wisconsin	91	104
Wyoming	18	18
Australia	1	1
Canada	25	25

TOTALS	1967	2036
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### No August Issue

"The Auctioneer" is never published in August. Therefore, your next issue of "The Auctioneer" will be that of September, 1964.

Even though this policy has always been in force, every year we receive several letters from interested readers, stating they have not received their August issue.





Seated are the Directors of the South Dakota Auctioneers Association. From the left: Bill Barnes, Ft. Pierre; Charles Fischer, Long Lake; Lester Goeman, Lennox; Fred Hallberg, Clark; and Herb Bader, Timber Lake. Standing are the Officers; Dale McPherson, Sturgis, Secretary-Treasurer; Jack Churchill, Hermosa, President; and Curtis Price, Madison, Vice-President.

## Second Annual Meet For South Dakotans

South Dakota auctioneers turned out en masse for their Second Annual Convention which was held at the Plains Motel in Huron, June 13. Even though young so far as a State organization is concerned, few similar organizations can boast of the interest and enthusiasm displayed by these South Dakota auctioneers and their wives.

The forenoon program consisted of an address by Bernard Hart, Secretary of the National Auctioneers Association, various reports and the election of officers. Jack Churchill, Hermosa, who was elevated to President from Vice President through the death of Willis Hanson, was re-elected to lead the organization for another year. Curtis Price, Madison, was elected Vice President, and Dale McPherson, Sturgis, was elected Secretary-Treasurer, replacing Reginald R. Oakley, Silver City. Charles Fischer, Long Lake, and Herb Bader, Timber Lake, were elected to three year terms on the Board of Directors.

Speakers on the afternoon program were: Bobby De Maranville, Belle

Fourche, immediate Past President of the South Dakota Livestock Auction Markets Association; and Bob Penfield, Bowman, North Dakota, a member of the NAA Board of Directors.

Creating a good deal of interest was a Panel Discussion with Ole Hall, Bryant, as Moderator.

A Memorial Service was held for Willis Hanson who died suddenly last March while serving the organization as its second President. An appropriate plaque was presented to his widow with Bill Barnes, Ft. Pierre, and Joe Schmidt, Aberdeen, conducting the services.

In the evening the Banquet was held with Fred Nelson, Dale Carnegie Instructor, as the featured speaker. Short talks were also given by Gene Demson, Mayor of Huron, and Jack Churchill.

A fun auction followed in which the men sold articles and the ladies bought them. Called a La Femme Fun Auction, it provided both entertainment and money for the coffers. A dance completed the full day's program.

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**It is only an Auctioneer who can equally and impartially admire all those who buy at auction and everything that is sold at auction.**



# "They Drank From the Springs of Bullock"

(Address by Col. Tom McCord, Montgomery, Ala., at the opening of the Briarhill Angus Farm Auction, Union Springs, Ala., March 2, 1964)

Ladies & Gentlemen:

Today we are walking on hallowed ground. We are treading the soil of BULLOCK COUNTY, ALABAMA, a County with many reasons to swell with pride. With a degree of humility it can point to its men, its women, its dogs, its horses, its game preserve, its great field trial and its cattle both beef and dairy. Let me single out just a few for you.

In the annals of Sport there has never been a more spectacular football player than Jimmy Hitchcock. He thrilled more crowds and defeated more teams single-handedly than any man ever chosen on an All-American team. He caught his first forward pass and made his first touchdown right here in Union Springs. He went on to the big leagues in baseball. Returning to Alabama, he served his people faithfully in high public office and might have had any gift at the hands of the people had he not been called by a Higher Power in the fruitful years of middle age. His younger brother, Billy, was declared one of the best second basemen ever to play that position for Connie Mack. He went on to successfully manage the Baltimore Orioles. Both the Hitchcock boys drank from the Springs of Bullock.

Union Springs is the only town in the world to hang pictures of two of its citizens in the Bird Dog Hall of Fame. One was the loveable Jake Bishop and the other the crafty Ed Farrior. Union Springs is the only town on earth to send three winners to the World Series of Bird Dogs at Grand Junction, Tennessee. Susquehanna Tom, Air Pilot Sam and Warhoop Jake each turned the trick. Incidentally Ed Mack Farrior, the son of Mr. Ed, won the Championship with Warhoop Jake, he himself being son of a Grand Junction winner, Lester's Enjoy Wahoo. Clyde Morton, who has won

more Championships at Grand Junction than any other man, living or dead, blew his first whistle over a bird dog in Bullock County under the tutelage of the Old Master, Ed Farrior. So it goes, all quaffed deeply from the Springs of Bullock.

Who was to be voted the greatest construction contractor in the world under forty years of age? It was none other than W. M. (RED) Blount, who got his first little hammer in his stocking at Christmastime right here in Union Springs. He drove his first nail into a piano stool much to the chagrin of his parents. He, too, drank from the Springs of Bullock.

AVIATION: The newly elected President of the National Air Lines—L. B. Maytag, Jr., spent his formative and happiest years of his life at Sedgefields Plantation just on the outskirts of Union Springs. When you are aroused from your slumber in the stillness of night by the drone of a majestic jet flying at 60000 feet aloft at a speed in excess of 700 miles an hour guarding the safety of our country, how do you not know that the young man at the controls is one 1st Lt. George Payton Shanks, USAF, who just seven years ago was selling hot dogs and hamburgers to the colored populace of Union Springs to get money for gas for his motor scooter? But these young men drank deeply and satisfyingly from the Springs of Bullock.

WOMEN: It was not too many years ago when a little girl was playing imaginary games with her dolls and later in plays and skits on the stage of the Union Springs High School. She was Helen Rosenstihl who went on to become Helen Claire, one of the greatest actresses of the twentieth century. Mrs. R. C. Branscombe, Jr. was one of the early presidents of the Ladies Auxiliary of the



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American Angus Association, a National Honor. Her own daughter, Amanda Branscombe, has already exhibited a Grand Champion Steer in the Montgomery Fat Stock Show, the biggest in the State. It was a steer bred right here on Briarhill Angus Farm. Ladies, too, drink at the Springs of Bullock.

Who owned and exhibited the Worlds Champion Tennessee Walking Horse in the Celebration at Shelbyville, Tenn.? It was none other than your own loveable and courageous Jack Norton who did it with Go Boy's Handshaker.

Formerly referred to is Sedgefields Plantation, the greatest Quail preserve in America, the site of the Worlds Champion Shooting Dog Championship. It is Grand Champion Female at the Greatest 6700 Fall Creek Road.

**DAIRY CATTLE** — Few of you even right here in Bullock County will remember back in the 1920s that Dr. W. H. Hutchins imported the great Jersey Bull, Design's Fern Oxford, from the island of Jersey. He sired his first calf right here in Bullock County. He went on to sire three daughters and one son who were declared Grand Champions at the National Dairy Show, the highest honor for a Jersey. He also sired four consecutive first prize get-of-sire award winners at the same great show, a fete unmatched by any other bull of that breed.

**BEEF CATTLE** — and finally, that is our primary interest here today. A number of firsts have been registered by the herd here on Briarhill Angus Farm under the guidance and ownership of Dr. and Mrs. Jim Hicks. This is a herd, I am proud to say, that I had a hand in founding.

Of great National importance was the importation of Stern Euripus. It is a matter of record that he is the first Angus Bull ever exported from New Zealand to America. It is also a matter of record that this farm imported the Grand Champion Female at the Greatest Angus Show on earth at Perth Scotland in 1963. We are happy to have as our guest here today the judge of the Perth Show this year, Mr. Jack Evans who is accompanied by his lovely wife.

Briarhill Angus Farm is the first breeding establishment in Alabama to successfully fit and show a string of Angus Cattle of its own breeding up through the Northern and Midwestern Fairs. This includes the American Royal at Kansas City and the great International at Chicago, the final court of reckoning in the Angus World. Briarhill owns in partnership the great bull, Dor Macs Bardoliermere 288 3073346 whose get and service we are featuring in this sale today. In 1961 he won a string of honors too numerous to mention here, yet I remind you that he was declared the Grand Champion at the Illinois State Fair under the judgment of Kenneth Haines and at the American Royal under the critical eye of Otto Nobis, two of America's most astute judges of Angus Cattle.

This is enough about the men, the women, the dogs, the horses and the cattle who quaffed freely at the Springs of Bullock and about the doings at Briarhill Angus Farm.

We have with us today the King and the Crown Prince of Angus Auctioneers, Col. Ray Johnston of Missouri and Col. Paul Good of Ohio. I hope each of you will have a drink from the fountains of Bullock before you leave the County.

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## Association Members Receive Dividends

It is estimated that 3,800,000 businesses have memberships in one or more of the nation's trade associations. The dollar that a businessman spends for membership in his trade association is normally returned many times over in greater profits.

Trade associations are certainly one of the important factors that have enabled the United States, with only six per cent of the world's population and seven per cent of the world's land, to produce 50 per cent of the world's wealth. By bringing the best brains of every industry together to work on mutual problems increased efficiency and progress has occurred to an extent unequalled in any other country in the world.





# Constructive Thoughts At Convention Time

By COL. POP HESS

It now comes time for me to prepare my July column and as in past years, it is the Convention Number of this publication. I have tried to check back to the years of my first Convention Number and I cannot be real sure as to which it was. However, from 1952 on, I am quite sure I have not missed an issue. But before that my columns were somewhat of a miss and hit run. Be it as it may, I have enjoyed doing it and it has kept me close to the auctioneers of the land and the progress of the auction method of selling.

My readers may recall in my June column I referred to some illness I had picked up which the Doctors said was a virus of some sort. I am happy to report I have the past month of May and thus far in June pulled through but it was not a pleasant feeling and just now I am walking around much near normal. It is a warning to me that the Old Goat is not what he used to be.

For some time I have planned to supervise my Farm and Livestock Sales Program at WRFD from a working office in my residence and cut out the trips of 12 miles each way daily to a trip about once each week. This present situation forced me to put the plan into effect and since May 1 I have been doing it this way and it works fine. I wonder why I did not do it sooner. I am in close contact with the main office daily by phone and mail and have many off hours where I can loaf in the back lawn. This places me very close to nature.

My home here in Delaware, Ohio, is one where in my front yard I face a busy street that is also U.S. 36, one mile west of the center of down town but in my back lawn it faces the wide open country. In this country view we also own a nice round, pointed hill, well covered with mostly mulberry trees and

we call it Mulberry Hill. In speaking of this hill, the birds are very plentiful most of the time but they seem to devour the ripe berries and leave the stains farther north as our faithful dog and my neighbors cats do a lot of loafing back there and the birds stay clear of our house.

As some of you may know, Delaware and Delaware County have been experiencing somewhat of an oil boom and the top spot of my Mulberry Hill could be the real spot to drill. But the City has been nailing down some tight laws on drilling within the corporation limits and I am somewhat pleased. But I am trying to contact that Jed Clampitt (The Hillbilly) to come to Delaware with that same musket where he shot for food and struck Black Gold and have him shoot into my Mulberry Hill. It will save the expense of drilling, keep me from breaking any city laws and if the Black Gold does roll out all I need is an electric sump pump and I am in the oil business. If it doesn't come out, then I am retired for sure.

Now I find I have gotten off the text of our Convention Issue and became involved in health, more retirement and oil. Those things are only important to me so excuse the long misplaced line of personal thoughts.

I was happy to see the June issue and was surprised to see how well our good Editor, Bernie, untangled my long hand writing on the June issue as it was a mess in writing. My typewriter was down at the WRFD office and I was tied down at home and my longhand scribbling is hard for me to read after I write it. Congratulations to Bernie and his staff as they hit it word for word and I am the only one who knows this as I still have a good memory. I was also much excited as we were going to press with



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the June issue the NAA membership was within THIRTY-THREE to go to have our membership of 2000. This issue will explain how many of us writing our columns have so long pounded for this number which is just a quarter of what it should be.

But we are all thankful for small favors and it is good to note in the June issue that Ohio leads all other states in number of members but they better get going as our good old Pennsylvania boys are right on our heels with some other states playing for position.

Yes, it is Convention Time. The GOP are hot out in California this month, the Democrats are busy trying to start a war on poverty and I am writing a letter to Washington telling them I am ready to surrender, just mail me a check. We of the NAA are holding a cold war for more members.

In this, my Convention column, I will not lead out on any arguments of what can be done and not done in this Convention. My writings of past columns still stand. In my way of thinking as to all pros and cons of the issues since the 1963 Convention we have seen improvement on many issues some of us felt needed a pill. I look for this coming Convention at Des Moines, Iowa, with the auctioneers of Iowa as hosts, to produce many improvements and the writer would be happy to be there and once more look over the State of Iowa. There was always something about this state that appealed to me as I have driven across it from all directions many times.

I will appoint my long time friend and Dean of Iowa Auctioneers, Jack Halsey, to visit this Convention for me. Of course I will warn those who attend that whatever Jacks says about me could be true or false. One time he introduced me at a Shorthorn sale by comparing me with a very choice Shorthorn bull he had in the ring. He said I was very broad, very thick and lowdown with a lot of emphasis on the LOWDOWN. As I have often remarked, there will never be another Jack Halsey. They do not make them any more.

The State of Iowa has much to offer in a fine lot of today's busy, full time auctioneers, also the home of some good

Auction Schools. If I, today, were on the auction trails as of many years past I would be in Iowa by sun-up July 15 and leave at sundown the carry over day of July 19.

This column, closes my appointed run for the year of September 1963 through July 1964. As to future columns, it is up to the new coming administration that will take over. I am very hopeful to have our wonderful Secretary and Editor, Bernie Hart, returned, and can say as I did of my friend Jack, they just do not turn out too many chaps like Bernie Hart. The progress of the NAA has much of its credit coming from the office of the Secretary and Editor. It may look like a snap job but it is far from that. It takes wisdom, patience, endurance and the ability to accept disappointments. However, in talking of being disappointed I am reminded of the text a good colored preacher used one time in a very special sermon. "Blessed are day who nevah make any strong expectations cause then they is nevah goin to be disappointed." Quite true I am sure.

My hope is the auctioneers of the U.S. and Canada will go to the Convention this month and through it all I will keep my ear to the ground for important sounds while resting and recuperating in the shade of my back yard, gazing over the top of Mulberry Hill into space with strong expectations of seeing Jed Clampitt and his musket shooting into my Mulberry Hill for Black Gold.

This morning, June 15, I hasten to report the Ohio Auctioneers Association held their summer meeting Saturday night and all day yesterday (June 13-14) in Chillicothe. While I was unable to attend, my good friend Don Fisher made the trip and reported back the following:

About 40 auctioneers and their wives attended the Saturday night session then on Sunday the total attendance was 111. They added 35 new members and the session closed with a total of 247 members in the Ohio Auctioneers Association. However, the new License Law did as of January 1 of this year register a few over 800 Ohio auctioneers.

How wonderful it would be if the near



total of registered auctioneers of each state could enroll near the top total. This also compares with our National Association with 2,000 members. We have only about one-third the total that should be enrolled.

## Life Members

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

Life Memberships are issued to any member in good standing upon receipt of his remittance of \$100. Following is a list of those who held Life Membership Certificates as of June 15, 1964:

Colonel Tim Anspach, New York  
 Colonel Tim W. Anspach, New York  
 Colonel Ray Austin, Ohio  
 Colonel Ken Barnicle, Missouri  
 Colonel William Boes, Pennsylvania  
 Colonel Jack D. Braddock, Ohio  
 Colonel Walter S. Britten, Texas  
 Colonel Wallace Bucher, Indiana  
 Colonel Dean S. Bullard, Ohio  
 Colonel John A. Carr, Illinois  
 Colonel B. G. Coats, New Jersey  
 Colonel R. F. Crosser, West Virginia  
 Colonel Roy L. Crume, Indiana  
 Colonel J. Meredith Darbyshire, Ohio  
 Colonel Richard W. Dewees, Missouri  
 Colonel C. B. Drake, Illinois  
 Colonel Robert A. Foland, Indiana  
 Colonel Arnold Ford, New York  
 Colonel John Freund, Wisconsin  
 Colonel John M. Glassman, Michigan  
 Colonel Tom Gould, Texas  
 Colonel John T. Gray, Florida  
 Colonel W. H. Hale, West Virginia  
 Colonel Owen V. Hall, Ohio  
 Colonel Vince Hanson, Wisconsin  
 Colonel Walter Hiese, Wisconsin  
 Colonel Chester L. Hisel, Missouri  
 Colonel Frank J. Hollenbeck, Wisconsin  
 Colonel Egbert M. Hood, Indiana  
 Colonel Charles Ray Hudson, Illinois  
 Colonel Russell Kiko, Ohio  
 Colonel Maynard Lehman, Indiana  
 Colonel James Liechty, Indiana

Colonel Carl E. Marker, Florida  
 Colonel George A. Martin, Maine  
 Colonel V. I. Matthews, Missouri  
 Colonel Forrest A. Mendenhall, North Carolina  
 Colonel Fred Millsbaugh, Indiana  
 Colonel H. B. Mushrush, Pennsylvania  
 Colonel William McCracken, Arizona  
 Colonel David Nicolls, Pennsylvania  
 Colonel James C. Patterson, Ohio  
 Colonel Bob Penfield, North Dakota  
 Colonel John Peterson, Iowa  
 Colonel Carman Y. Potter, Illinois  
 Colonel Fred Ramsey, Tennessee  
 Colonel Henry Rasmussen, Nebraska  
 Colonel John W. Rhodes, Iowa  
 Colonel Ray Roberson, California  
 Colonel Thomas C. Roberson, Tennessee  
 Colonel Joseph J. Ross, Indiana  
 Colonel Roger D. Rumbaugh, Ohio  
 Colonel Foster G. Sheets, Virginia  
 Colonel Garland Sheets, Virginia  
 Colonel E. T. Sherlock, Kansas  
 Colonel Don W. Standen, Ohio  
 Colonel Joseph Steiner, Maryland  
 Colonel Douglas Steltz, Wisconsin  
 Colonel Charles M. Taylor, Florida  
 Colonel Lyle D. Thornton, Tennessee  
 Colonel Jim Tindall, Florida  
 Colonel David H. Tracy, New York  
 Colonel Richard C. Tracy, New York  
 Colonel Kenneth Travis, Tennessee  
 Colonel Merle "Rip" Van Winkle, Kansas  
 Colonel Eugene C. Waldrep, Alabama  
 Colonel R. A. Waldrep, Georgia  
 Colonel Lee Waldrip, Georgia  
 Colonel W. J. "Bill" Wendelin, Texas  
 Colonel Garth W. Wilber, Michigan  
 Colonel Henry F. Wilber, Michigan  
 Colonel Harris Wilcox, New York  
 Colonel Clyde Wilson, Ohio  
 Colonel B. L. Wooley, Arkansas





## Dakota News

By BOB PENFIELD

Frank Roadifer, formerly of Buffalo, S.D., has moved to Camp Crook, S.D., to go into the ranching business with auctioneering still a sideline. He will be working with Ralph and Jerry Clem of Ekalaka, Mont.

\* \* \* \*

The North Dakota Annual Convention was a very successful event this year. Highlite of the entire meeting was the address by Colonel Walter Britten of College Station, Texas.

Col. Frank Fitzgerald suggested that as a tribute to Col. Britten for travelling so far and for his well-spoken address that every auctioneer present that was not an NAA member send his dues back with Colonel Britten and they really responded.

\* \* \* \*

Much needed rain covered the western part of the Dakotas and Eastern Montana the week of June 8. Everyone would have been wanting to sell out but no-

body to buy had the dry weather continued another week or two. We are certainly thankful for the wonderful rains.

\* \* \* \*

Since Bernie was in attendance at the South Dakota Annual Convention I'll not go any farther than to say it was another success.

\* \* \* \*

Montana had a good turnout at Lewistown and I'm sure you'll get a report on that convention, also.

\* \* \* \*

Business at all the auction markets this spring has been very brisk. Most of the West River markets are running 10% to 50% above other years for numbers of stock sold.

Our own receipts have been almost 50% above last year on all classes of stock.

\* \* \* \*

Well, I guess that's about all I have to say for now. We are going to have a good delegation from all parts of the Northwest at Des Moines, from all reports. See you there!

## Auction - July 16 - 7:30 P. M.

Sale will be held at the HOTEL FORT DES MOINES,  
DES MOINES, IOWA, in the State Room.

Yes, its the ANNUAL FUN AUCTION sponsored by the  
National Auctioneers Association.

State associations and individuals who anticipate donating an item for the National Convention fun-auction at Des Moines are requested to verify their intent with the fun-auction committee. This is to give the committee a tentative plan of the nature and quantity of items to be sold.

It is suggested that this item might be a representative product of the particular state from which it comes. The item may be sold by a state officer or other member. Also, some items may be sold by those with two years or less experience, as in other years.

Address correspondence to:

Earl Thies  
Joy and Johnson Auction Co.  
3504 Grand Ave.  
Ames, Iowa



# THE LADIES AUXILIARY

To All Ladies,

Have you completed your plans for attending the National Auctioneers Association and the Ladies Auxiliary Convention in Des Moines, Iowa?

Ladies, please do not plan to only attend the Convention but plan to join the Auxiliary and take an active part so that we can acquire an outstanding membership. It is your organization and without your efforts and support how can we expect to develop in capability, increase in harmony, and promote cooperation among ourselves as well as with our fellow auctioneers?

You are expected to attend the Auxiliary luncheon and business meeting planned for Friday, July 17 and on Saturday afternoon during the NAA business meeting you are obliged to give your time to witnessing the ceremony of the outgoing and incoming presidents of our Auxiliary to the National Auctioneers Association.

Carefully study the programs published in the June issue of The AUCTIONEER and you will not want to miss any part of the Convention. The Ladies Auxiliary of the Iowa Auctioneers Association has done much work and planning for this Convention, so let's meet in Iowa for a most educational and successful Convention.

Pearl Britten

## Ladies, Welcome To Iowa

The women of Iowa are looking forward to being your hostesses in Des Moines July 15-18th.

The auxiliary has spent many hours planning a vacation for you, which is enlightening, entertaining and enjoyable. We are looking forward to making many new friends and greeting old acquaintances.

If you have never attended before, en-

courage your husband to come, as it will be rewarding to both of you. The Convention will be held in Hotel Fort Des Moines, which is only two blocks from a good shopping district. (The meetings will be held on one floor so will be easily located.)

Please read over the program for the ladies, also the one for the children, we feel we have planned many happy hours for you.

For your convenience the auxiliary will have an information booth in the hotel to tell you about interesting places to visit while in Iowa.

Don't miss the National Auctioneers Convention in Iowa. We are looking forward to seeing you.

Mrs. Wendell Ritchie

Co-Chairman, Iowa Auxiliary

## New Member Added To Auction Family

Charles Ray Hudson, Jr., arrived May 28, 1964, to join his father, Charles Ray Hudson, and his grandfather, Ray Hudson in the auctioneering profession. The newest member of the Hudson firm has been introduced to the public with the following poem:

I'm a brand new baby boy  
Hudson is my family name  
As expert in the art of "crying"  
Auctioneering is my aim!  
Following the family footsteps  
To make my parents proud  
I have but one qualification  
I'm known for "crying" loud! !

The new arrival weighed in at six pounds, one ounce. His father holds a Life Membership in the NAA and his grandfather has been a member for many years. The Hudsons live at Morrisonville, Ill.

If medical science really wanted to help the human race, it would come up with a good explanation for a black eye.





Wives of members of the North Dakota Auctioneers Association formed an Auxiliary during the recent meeting of that group in Bismark. Shown above are the initial Officers and Directors.

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## Auxiliary Formed In North Dakota

A highlight, for the Ladies, at the State Auctioneers Convention in Bismark, N. Dakota was the forming of a Ladies State Auctioneers Auxiliary Association. Mrs. Sylvester Wallace, New Rockford, N. Dakota presided at the organization meeting with 15 Ladies present.

Officers elected:

President: Mrs. Bob Penfield, Bowman, N. Dakota.

Vice President: Mrs. Stanley Wald, Berlin, N. Dakota.

Secretary-Treasurer: Mrs. Arvin Utter, New England, N. Dakota.

Historian: Mrs. Harold Nordwall, Turtle Lake, N. Dakota.

Directors: Mrs. Wilbert Kroh, Bismark, N. Dakota—1 year term; Mrs. Harold Ellingson, Edgeley, N. Dakota—1 year term; Mrs. Jim Davis, Ypsilanti, N. Dakota—2 year term.

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## Wisconsin Ladies Hold Annual Meeting

Mrs. Lyle Erickson, Cresco, Iowa, was guest speaker at the annual meeting of

the Ladies Auxiliary to the Association of Wisconsin Auctioneers at the Park Hotel in Madison, June 11. She informed the group that a good Auxiliary Program had been lined up for the National Convention at Des Moines, July 16-18 and extended an invitation to Wisconsinites to attend.

It was suggested by Mrs. Ernest Freund that a short meeting be held for the various state officers in order to exchange ideas of how their own Auxiliary organizations were operated.

The following officers were elected: Mrs. Ray Gevelinger, Dodgeville, President; Mrs. James O'Brien, Eden, Secretary-Treasurer.

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## Officers Re-Elected

Members of the Ladies Auxiliary to the South Dakota Auctioneers Association, in their meeting at Huron, June 13, voted to return all their officers to their respective offices for another year.

Mrs. Willis Hanson, Mound City, is President; Mrs. Francis Haley, White-wood, Vice President; and Mrs. Donald Sweeter, Worthing, Secretary-Treasurer.

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Many persons spare time nor trouble in making visits to auction sales and legion are the numbers that make an auction sale a holiday.



TO:  
THE SOUTH DAKOTA LADIES  
DEAR AUXILIARY FRIENDS:

I just arrived home from the South Dakota Auctioneers Convention and feel it is my duty and privilege to say a big "Thank You," to all the wonderful ladies who belong to our South Dakota Auxiliary.

You are a very nice group of ladies and made things so pleasant for me while attending the convention. I want to thank all of you again for all the help on the various committees and especially for the beautiful bouquet of flowers presented to me and the most important thing that I am so proud of is that I was re-elected as your second president and given an honorary lifetime membership to your organization.

Thank You All.

Sincerely,  
Ruby Hanson  
President, South Dakota  
Auctioneers Auxiliary

THE LADIES AUXILIARY TO THE  
NATIONAL AUCTIONEERS  
ASSOCIATION

President

Mrs. Lewis Marks, Abingdon, Ill.

1st Vice President

Mrs. Albert Rankin, Alger, O.

2nd Vice President

Mrs. Walter Britten, College Station,  
Texas

Secretary-Treasurer

Mrs. Harvey Baldwin, Denver, Colo.

Historian

Mrs. Ken Burrows, New Wilmington,  
Pennsylvania

Directors

Mrs. Charles Corkle, Norfolk, Nebr.

Mrs. James Buckley, Shelbyville, Ind.

Mrs. Lou Stambler, Honolulu, Hawaii

Mrs. John L. Cummins, Cynthiana, Ky.

Mrs. Margaret Berry, West Newton, Pa.

Mrs. Al Boss, Carroll, Iowa

Mrs. Owen Hall, Celina, Ohio

Mrs. David Tracy, Pavilion, N. Y.

Mrs. Clint Peterson, Webster City, Ia.

Mrs. Ernest Freund, Fond du Lac, Wis.

LADIES AUXILIARY  
CONVENTION COMMITTEES

WELCOMING COMMITTEE

Mrs. Leland Dudley  
Mrs. Lou Peterson  
Mrs. Jay Arnold  
Mrs. George Yancey  
Mrs. Mike Bloomer  
Mrs. Lyle Erickson  
Mrs. Robert Winegarden  
Mrs. Howard Johnson  
Mrs. Marvin Rogeness  
Mrs. Irving Leonard  
Mrs. Warren Collins  
Mrs. Al Boss  
Mrs. Wendell Ritchie  
Mrs. Guy Pettit

(All the above Committee Members are from Iowa).

NOMINATING COMMITTEE

Mrs. Carol Grubaugh, Nebr., Chairman  
Mrs. Margaret Heise, Wisconsin  
Mrs. Fred Ramsay, Tennessee  
Mrs. C. E. Cunningham, South Carolina  
Mrs. Marilyn Hudson, Illinois  
Mrs. Betty Steiner, Maryland

AUDITING COMMITTEE

Mrs. John Overton, New Mexico,  
Chairman  
Mrs. Walter Britten, Texas  
Mrs. Carman Potter, Illinois

## New Dates Set For Art Dealers Show

Due to the change of opening date of the Pavilion of Fine Arts at the World's Fair from June 15 to 22, the Art Dealers Association of America has rescheduled the public opening of its Second Annual Summer Show at the Parke-Bernet Galleries, Inc., 980 Madison Avenue (New York) to June 24.

This exhibition of more than 150 paintings, drawings, sculptures and graphics will remain open to the public until August 1, from Tuesdays through Saturdays, 10 a.m. to 5 p.m.; admission free.



## Ladies Auxiliary Convention Program

### WEDNESDAY, JULY 15, 1964

- 3:00 P.M. to 8:00 P.M.—Registration—Assembly area—Second floor
- 3:00 P.M.—Reception committee meeting—Parlor A
- 3:30 P.M.—Entertainment committee—Parlor A
- 4:00 P.M.—Officers and directors meeting—Parlor B
- 8:00 P.M.—Amateur contest—Bill Riley, M.C.—Grand Ballroom

### THURSDAY, JULY 16, 1964

- 8:00 A.M. to 5:00 P.M.—Registration—Assembly area—Second floor
- 12:00 Noon—Luncheon with N.A.A.—Grand Ballroom—Group singing of “Star Spangled Banner” led by Mrs. Jay Arnold—Pledge of Allegiance to the Flag—Invocation, Leon Joy—Introduction of convention chairman—Welcome to Des Moines, Hon. Charles Iles, Mayor—Greetings from Iowa Auctioneers Association, Leland Dudley — President’s Address, Walter Britten, College Station, Texas—Adjourn to State Room—Salesmanship, Paul McClure—Cartoons, Frank Miller, Cartoonist and Pulitzer prize winner — Adjourn.
- 6:00 P.M.—Buffet dinner—Grand Ballroom
- 7:00 P.M.—Fun auction, State room, Joy, Johnson, and Thies, Committee in charge
- 9:00 P.M.—Dance—Grand Ballroom, Ralph Zarnow and his orchestra

### FRIDAY, JULY 17, 1964

- 8:30 A.M.—Registration—Assembly Area—Second Floor
- 12:00 Noon—Ladies Luncheon—Governor and Capitol Room—Special Organ Music—Style Review, Ford—Cole Dress Shop, Sherwood Forest Shopping Center—Furs, Don Kneeter Commentator—Business Meeting—Installation of New Officers by Col. Walter Britton—Door Prizes
- 8:00 P.M.—Zarnow Variety Show with T.V. Personalities

### SATURDAY, JULY 18, 1964

- 8:00 A.M.—Breakfast for new Officers and Directors
- 10:30 A.M.—“A New You”—Wig and Millinery Review—Wedgewood Room
- 2:00 P.M.—Auxiliary Presidents Speech—Assembly Area—Second Floor
- 6:30 P.M.—Grand Banquet—Second Floor
- 7:30 P.M.—Speaker—Millard Bennett, New York, N.Y.
- 8:30 P.M.—Coffee and lemonade hour—Dance Music



# THE PRESIDENT'S LETTER

MY FELLOW AUCTIONEERS:

One year ago you elevated me to the presidency of the National Auctioneers Association. At that time I stated it was an honor and even greater—a challenge.

The past eleven months have been enjoyable ones in that in each mail delivery brought letters from auctioneers throughout the land. I was especially pleased to hear from many of the young auctioneers. I endeavored to answer all the letters and many, of course, were late answers because my travels kept me away from the office for weeks at a time.

Your Association during the past year has maintained its firm and steady growth and has reached a new high in total membership.

Now, again we have reached Convention time. In late April it was a pleasure to attend the meeting of the Iowa Auctioneers Association at which time they were making their final plans for the 1964 NAA Convention. The Convention Chairman, Wendell Ritchie, along with the enthusiastic Iowa Auctioneers have a wonderful Convention awaiting all of you. As you noticed in the last issue of THE AUCTIONEER, an instructive program along with entertainment that your whole family will enjoy is in store for all of us.

Now, to all of you as Auctioneers, I think it should be your obligation to attend the Convention in Des Moines and bring your family. By attending, I am confident you will go home with a renewed interest in your profession. This is your Convention and your Association, so help our host state make this Convention an outstanding success.

May I urge you to attend and have a part in building a greater Association and a part in making this our greatest Convention.

Sincerely yours,  
Walter S. Britten

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## “Why You Should Attend the Convention in Des Moines!”

1. You will learn something to take home with you that will improve your business.
2. You will get a fresh outlook on your business.
3. You will do a better job for your client in the next year.
4. You will make more money in the next year.
5. You will associate with and become acquainted with many Auctioneers from various parts of the country.



## IN UNITY THERE IS STRENGTH

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6. You will be recognized in your community as an Auctioneer who keeps up with modern methods.
7. If your profession is organized you owe it to yourself and the profession to do everything in your power to promote your business and your profession by all means available. Your Convention is one way you can assist in securing these benefits.
8. Experience is the best teacher on earth but also the most expensive. Why not capitalize on the experience of others? You can if you attend your profession's National Convention!
9. Lots of hardworking auctioneers and their families have donated their time and services so that you and your family can enjoy a clean educational program that will help you in the following year!
10. Those who attend the conventions usually give up Sales they could have had by remaining at home—but if they use the help they received at each convention they will be repaid ten times over in future Sales!

**“SEE ALL OF YOU IN DES MOINES IN JULY.”**

John A. Overton

The New Mexico Auctioneers, Inc.

Albuquerque, New Mexico

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World Famous Farrell Sisters, stars of Arthur Godfrey's Talent Shows, will entertain conventioners in Des Moines the evening of July 17.



# Convention Information

With the 1964 National Convention only a few days away, we are outlining here some of the facts about this meeting. Auctioneers and their families from all over the country have expressed their desire and intentions of attending in Des Moines, Iowa, July 16-18, and it looks like our registration would be one of the best. If you are undecided about going, now is the time to make up your mind and get ready and go.

The 1964 convention is streamlined in accordance with modern desires. It does not stretch out over a full week but only lasts for 2½ days. You need not be away from your business for a long period of time. If it is a part of your vacation it gives you ample time to see and do other things.

## **COST**

Prices of meals and lodging are lower in the Midwest than in many other parts of the country. You will find the rates at the Fort Des Moines Hotel to be very competitive with similar accommodations

and lower than in many areas. There will be a registration fee at the convention. It will be very nominal in comparison to what is received. Included will be one Luncheon, two Dinners and various entertainment including the Variety Show, which in itself would cost from \$8.00 to \$10.00 if it were presented for commercial purposes.

If you miss the first meal or can't stay for the last one, please don't ask for a special rate. In planning a convention we must plan a package deal. We know all cannot attend all events and we have based our registration figures with this in mind. Remember it is not the fault of the NAA or the Convention if you miss part of it so don't penalize them.

## **PROGRAM**

A program has been built with the thought of education, entertainment, and enjoyment for all. Top talent has been selected. We give you a thumbnail description of a few of the participants as space will not allow a description of all.

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# The Welcome Mat Is Out

We auctioneers of Iowa want YOU to come see us. When I say YOU, I mean all auctioneers, their wives and families.

There has been a great deal of effort put forth to make this the greatest National Convention of all. If YOU and YOU and YOU attend, I'm sure it will be.

The Committees have left no stones unturned to obtain the best speakers on varied subjects which will not only be educational but also enjoyable. Outstanding talent has been contracted to entertain you. The facilities at the Fort Des Moines Hotel are very good. Practically all events will take place on one floor. The only thing left to make this Convention the best is to have YOU in attendance.

The dates are July 16, 17 and 18. The place is Des Moines, Iowa.

Plan your vacation around these dates. If you live in the West, come East. If you live in the East, come West. Des Moines is in the center.

The Welcome Mat is Out.

**Leland Dudley, President**  
**Iowa Auctioneers Association**





**MILLARD BENNETT**

Millard Bennett is no stranger to NAA members. It was he who delivered a never to be forgotten address following the Grand Banquet at our 1959 convention in Denver. He is the author of two leading books dealing with salesmanship, "Your Three Golden Keys" and "The Power of Inspired Salesmanship."

Since his appearance at the Denver meeting, Mr. Bennett has written two more books, one of which he has condensed into 12,500 words and recorded for Success Motivation Institute, Waco, Tex. It sells for \$11.95 and is their top selling album. He has also written, a sales training course, including a manual, meeting guides and 14 recordings. It sells for \$100.00 and is going great.

Although he was 70 years old in June, Mr. Bennett says he is more active than ever. He spends two hours every day in the gym and swimming pool. Those who attend the 1964 NAA Convention in Des Moines are due for a thrilling experience in salesmanship.

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Dean Cates has been a successful auctioneer for the past twenty years and has been an instructor in tobacco auctioneering at the Missouri Auction School for the past thirteen years.

There is only one tobacco market West of the Mississippi River and for several



**COL. DEAN CATES**

years he sold one of the two warehouses on this market. Through the years he has trained many of the country's successful tobacco auctioneers and they are now selling on the markets from the deep South to our Northern tobacco areas.

Many of you have heard Col. Cates on the NBC Network on numerous occasions and last year NBC's Monitor Program did a complete feature on him.

Col. Cates is married and the father of five children. They live on a farm in Clay County, Missouri. His son Bill is associated with him in their auctioneering business.

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Paul McClure has been in the auction business since 1948. He has been an owner or manager of Auto Auctions in Texas, Oklahoma, Colorado and Missouri. He and his partner Col. Johnny Wood, own and operate the Kansas City Auto Auction.

Mr. McClure has been a permanent member of the Missouri Auction School staff since 1959 and for the past several years has traveled internationally lecturing on sales psychology and the value of using the auction method of merchandising. His lectures have been sponsor-





PAUL B. McCLURE

ed by various auction firms, all four automobile manufacturers, and finance and insurance companies. These lectures have done much to alert the new car dealer of the value of using the auto auction to balance his used car inventory.

For two of the past three years he has been the featured speaker at the National Automobile Dealers Association Annual Convention, and his presentation at our convention will be one you will long remember. Don't miss this!

#### BUSINESS

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

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

#### CONDUCT

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

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

## Missouri Auctioneers Hold Spring Meeting

By ROGER A. HOLLRAH, Sec.-Treas.

Members of the Missouri Auctioneers Association held their 1964 Spring Convention at the Missouri Hotel in Jefferson City, Sunday, May 3. The meeting was very well attended.

A general business session was held in the forenoon with President, Russell Feedback giving a short talk on better cooperation and understanding among members of the auction profession. The proposed auction law for the State of Missouri was also discussed.

All auctioneers present and their wives enjoyed a very fine Luncheon after which they were addressed by Col. John L. Cummins, 2nd Vice President of the National Auctioneers Association. Special guests at the meeting were Mr. and Mrs. Frank Brown, Kenduskeag, Maine. They were guests of Col. and Mrs. Roger Hollrah.

The newly elected officers for the coming year were as follows: Col. Don Albertson, Green City, President; Col. Tony Thornton, Springfield, Vice President; and Col. Roger Hollrah, St. Charles, Secretary-Treasurer.

Col. Russell Feedback, Belton; Col. Monroe Wood, Poplar Bluff; and Col. Wayne Ytell, Cathage; were elected to the Board of Directors.

A large number of those in attendance announced their plans to attend the National Convention in Des Moines, July 16-18.



# IT'S NOT TOO LATE

If there is any auctioneer, who by neglect, or any other reason, has failed to make his reservations for the National Convention in Des Moines, it is not too late. Get on the phone and call, or to your desk and write the Hotel Fort Des Moines for room reservations. In case the Fort is filled, there are several fine hotels within a short distance of the convention center.

We want no one to miss this fine opportunity of getting new ideas to use in their profession, meeting old friends and making new ones, as well as enjoying fine food and excellent entertainment. This happens only once a year, so don't miss it for any reason.

**Wendell R. Ritchie**  
**Convention Chairman**

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## National Convention Committee Members

### RECEPTION COMMITTEE

Mr. and Mrs. Mike Bloomer, Glenwood,  
Iowa—Chairman  
Mr. and Mrs. Irving Leonard, Elkader,  
Iowa  
Mr. and Mrs. Norvin Olson, Spencer,  
Iowa  
Mr. and Mrs. Lennis Bloomquist, Pocahontas,  
Iowa  
Mr. and Mrs. Marvin Van Syoc, Mt. Pleasant,  
Iowa  
Mr. and Mrs. Jay Arnold, Mallard, Iowa  
Mr. and Mrs. George Yancey, Ottumwa,  
Iowa  
Mr. and Mrs. Wm. F. McDonell, Hopkinton,  
Iowa  
Mr. and Mrs. Jack Bowman, Coon Rapids,  
Iowa  
Mr. and Mrs. Leon Joy, Ames, Iowa  
Mr. Loren Albrecht, Wall Lake, Iowa

### ENTERTAINMENT COMMITTEE

Mr. and Mrs. Clinton Peterson, Webster  
City, Iowa—Chairman  
Mr. and Mrs. Al Boss, Carroll, Iowa  
Mr. and Mrs. Irving Leonard, Elkader,  
Iowa  
Mr. and Mrs. Leland Dudley, Sheffield,  
Iowa

### AUDITING COMMITTEE

Brad Wooley, Little Rock, Arkansas—  
Chairman

J. O. Lawlis, Houston, Tex.  
L. L. Stambler, Honolulu, Hawaii  
Riley Jefferson, Lincoln, Del.  
Jim Messersmith, Jerome, Idaho

### GRIEVANCE COMMITTEE

Carman Potter, Jacksonville, Ill.  
Chairman  
Ray Sims, Leawood, Kansas  
Ray Gevelinger, Dodgeville, Wisconsin  
Bob Penfield, Bowman, N.D.  
Ralph Horst, Marion, Pa.  
C. E. Cunningham, Greenwood, S.C.  
Richard Brewer, Mt. Hope, Kansas

### RESOLUTIONS COMMITTEE

John Cummins, Cythiana, Ky.—Chairman  
Romaine Sherman, Goshen, Ind.  
Fred Ramsay, Madison, Tenn.  
Pete Murray, Ballston Lake, N.Y.  
Herbert Van Pelt, Whitehouse, Sta., N.J.  
Joe W. Donahue, Darlington, Wis.  
Fred Sherlock, St. Francis, Kans.

### PUBLIC RELATIONS COMMITTEE

#### (Permanent Standing Committee)

E. Joseph Steiner, Silver Spring, Md. —  
Chairman  
Foster Sheets, Roanoke, Va.  
George Skinner, Indianapolis, Ind.  
W. J. Hagen, Billings, Mont.  
Garth Wilber, Bronson, Mich.  
B. G. Coats, Deal, N.J.



IN UNITY THERE IS STRENGTH

# NATIONAL AUCTIONEERS ASSOCIATION CONVENTION

**Hotel Fort Des Moines**

**Des Moines, Iowa**

**July 15-16-17-18, 1964**

**Convention Chairman — Wendell R. Ritchie, Marathon, Iowa**

## PROGRAM

**WEDNESDAY, JULY 15, 1964**

3:00 to 8:00 P.M.—Registration—Assembly Area—Second Floor

2:30 P.M.—Board of Directors Meeting (NAA)—City Room

### NAA Officers

President: Walter S. Britten . . . . . College Station, Texas

1st Vice President: John A. Overton . . Albuquerque, N. M.

2nd Vice President: John L. Cummins . . . . Cynthiana, Ky.

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

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

### Board of Directors

Charles Corkle . . . . . Norfolk, Nebraska

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

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

Ray Gevelinger . . . . . Dodgeville, Wisconsin

Ralph W. Horst . . . . . Marion, Pennsylvania

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

Irwin E. (Pete) Murray . . . . . Ballston Lake, New York

Bob Penfield . . . . . Bowman, North Dakota

Carman Y. Potter . . . . . Jacksonville, Illinois

Fred S. Ramsay . . . . . Madison, Tennessee

Romayne Sherman . . . . . Goshen, Indiana

Ray Sims . . . . . Leawood, Kansas

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

Herbert Van Pelt . . . . . Whitehouse Station, N. J.

Brady L. Wooley . . . . . Little Rock, Arkansas

3:00 P.M.—Meeting of Reception Committee—Parlor A

3:00 P.M.—Meeting of Entertainment Committee—Parlor A

8:00 P.M.—Amateur Contest—Bill Riley of KRNT-TV, Master of Ceremonies — Grand Ballroom



# IN UNITY THERE IS STRENGTH

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**THURSDAY, JULY 16, 1964**

8:00 A.M. to 5:00 P.M.—Registration—Assembly Area—2nd Floor

10:00 A.M.—Meeting of Auditing Committee—City Room

10:00 A.M.—Meeting of Grievance Committee—Parlor A

10:00 A.M.—Meeting of Resolutions Committee—3rd Floor

12:00 NOON—Luncheon—Grand Ballroom

Group singing of Star Spangled Banner—Led by Mrs. Jay Arnold, Mallard, Iowa

Pledge of Allegiance to the Flag

Invocation ..... Leon Joy, Ames, Iowa

Introduction of Convention Chairman

Welcome to Des Moines—Hon. Charles Iles, Mayor of Des Moines

Greetings from Iowa Auctioneers Association — Leland Dudley, President

President's Address—Walter Britten, College Station, Tex.

2:30 P.M.—Reconvene in State Room

“King Customer”—A demonstration in auction sale psychology by Paul McClure, Co-Owner of Kansas City Automobile Auction Co.

“Cartoons”—A demonstration by Frank Miller, Cartoonist for the Des Moines Register and a Pulitzer Prize Winner.

Adjourn

6:00 P.M.—Buffet Dinner—Grand Ballroom

7:30 P.M.—Fun Auction—State Room—Leon Joy, Howard Johnson and Earl Thies of the Joy and Johnson Auction Co., Ames, Iowa, in charge.

9:00 P.M.—Dance—Grand Ballroom—Music by Ralph Zarnow and his Orchestra, Iowa's Leading Convention Dance Band.



# IN UNITY THERE IS STRENGTH

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**FRIDAY, JULY 17, 1964**

8:30 A.M.—Continued Registration—Assembly Area—2nd Floor

9:30 A.M.—Call to Order—Grand Ballroom—Warren Collins, Jesup, Iowa, Presiding

“Selling Quarter Horses”—An address by Walter Britten, College Station, Tex.

“The Tobacco Auction”—An Address by Dean Cates, Kearney, Mo.

“The Auctioneer and the Purebred Livestock Industry”—An Address by B. O. Gammon, Secretary-Emeritus of the American Polled Hereford Association.

“Household Auctions—1964”—An Address by John A. Overton, Albuquerque, N. M.

“Bid Calling Seminar”—An educational feature with Brad L. Wooley, Little Rock, Ark., as Moderator

12:00 NOON—Adjourn

1:30 P.M.—Call to Order

“Small Business Liquidations”—An Address by Fred G. Quick, Aurora, Ill.

“Guidelines For the Future”—An Address by Charles Corkle, Norfolk, Nebr.

“Livestock Auction Markets”—A Panel Discussion with Bob Penfield, Owner of Home Base Auction Market, Bowman, N.D., Moderator

C. O. “Ces” Emrich, Co-Owner of Norfolk (Nebr.) Livestock Auction, Panelist

Russell Tubaugh, Past President of Iowa Auction Market Association, Belle Plaine, Iowa, Panelist

5:00 P.M.—Adjourn

8:00 P.M.—Star-Studded Variety Show, presented by Ralph Zarnow and featuring a great array of talent and TV personalities—Grand Ballroom



# IN UNITY THERE IS STRENGTH

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**SATURDAY, JULY 18, 1964**

8:00 A.M.—Breakfast Meeting of National Officers and Directors with State Association Presidents and Secretaries as Guests.—Capitol Room. John A. Overton, 1st Vice President, NAA, Presiding Officer.

9:30 A.M.—Call to Order—Grand Ballroom—Homer Pollock, Delphos, Ohio, Presiding

“Farm Equipment at Your Auction Sale”—An Address by E. J. McNamara, Lancaster, Wis.

“Plans and Procedures in Developing Membership in State Associations”—An Address by Reginald R. Oakley, Secretary of South Dakota Auctioneers Association

“Real Estate at Auction”—A Panel Discussion with: Lyle Erickson, Cresco, Iowa, Moderator; Fred Ramsay, Madison, Tennessee, Panelist; James J. McGuire, Holstein, Iowa, Panelist

12:00 NOON—Adjourn

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

Secretary's Report

Treasurer's Report

Report of Auditing Committee

Report of Grievance Committee

Report of Resolutions Committee

Report of Nominating Committee

Election of Officers and Directors

Acceptance Address of New Auxiliary President

Acceptance Address of New N.A.A. President

Announcement of 1965 Convention Site and other activities of Board of Directors

4:00 P.M.—Adjourn

4:10 P.M.—Meeting of 1964-1965 Officers and Directors—Parlor A

6:30 P.M.—Grand Banquet followed by Presentation of Awards and featured with an address by Millard Bennett, New York City, one of America's outstanding public speakers.

9:00 P.M.—Refreshments and Dancing



## Young People's Program

### WEDNESDAY, JULY 15, 1964

8:00 P.M.—Amateur Show—Sons and Daughters of Auctioneers  
Bill Riley, TV Personality, M.C.

### THURSDAY, JULY 16, 1964

10:00 to 11:00 A.M.—Activities for children under 12—Arizona Room,  
11th Floor  
10:00 to 11:00 A.M.—Activities for Teenagers—Ranch Room —  
11th Floor  
12:00 Noon—Luncheon with Parents—Second Floor  
2:00 to 3:30 P.M.—Activities for young people of all ages—11th Floor  
Professional entertainer, Sheri Berns  
3:30 P.M.—Frank Miller Cartoonist—Assembly area—Second Floor  
6:00 P.M.—Buffet Dinner—Assembly area—Second Floor  
7:30 P.M.—Fun Auction

### FRIDAY, JULY 16, 1964

10:30 to 11:30—Activities for children under 12—Arizona Room —  
11th Floor  
10:30 to 11:30—Activities for Teenagers—Ranch Room—11th Floor  
1:15 to 3:00—Activities for young people of all ages—Ranch Room—  
11th Floor  
Paul and Sylvia Zarnow, entertainers  
8:00 P.M.—Variety Show—Second Floor

### SATURDAY, JULY 17, 1964

10:30 to 11:30—Activities for children under 12—Arizona Room—  
11th Floor  
10:30 to 11:30—Activities for Teenagers—Ranch Room 11th Floor  
2:00 to 3:30 P.M.—Teenagers Record Hop and Party—Ranch Room  
6:30 P.M.—Grand Banquet—Second Floor



# Show Your Merchandise

The opportunity to show your products to prospective customers and explain their merits in person is your Number One Sales Aid.

**Exhibit At The National Auctioneers  
Convention, Des Moines, Iowa, July 16-17-18**

For information, write:

National Auctioneers Association, 803 S. Columbia St.,  
Frankfort, Ind. 46041



## 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. **\$2.50 each**

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

**BUMPER STRIPS**—Advertising the Auction method of selling. **35c each; 3 for \$1.00**

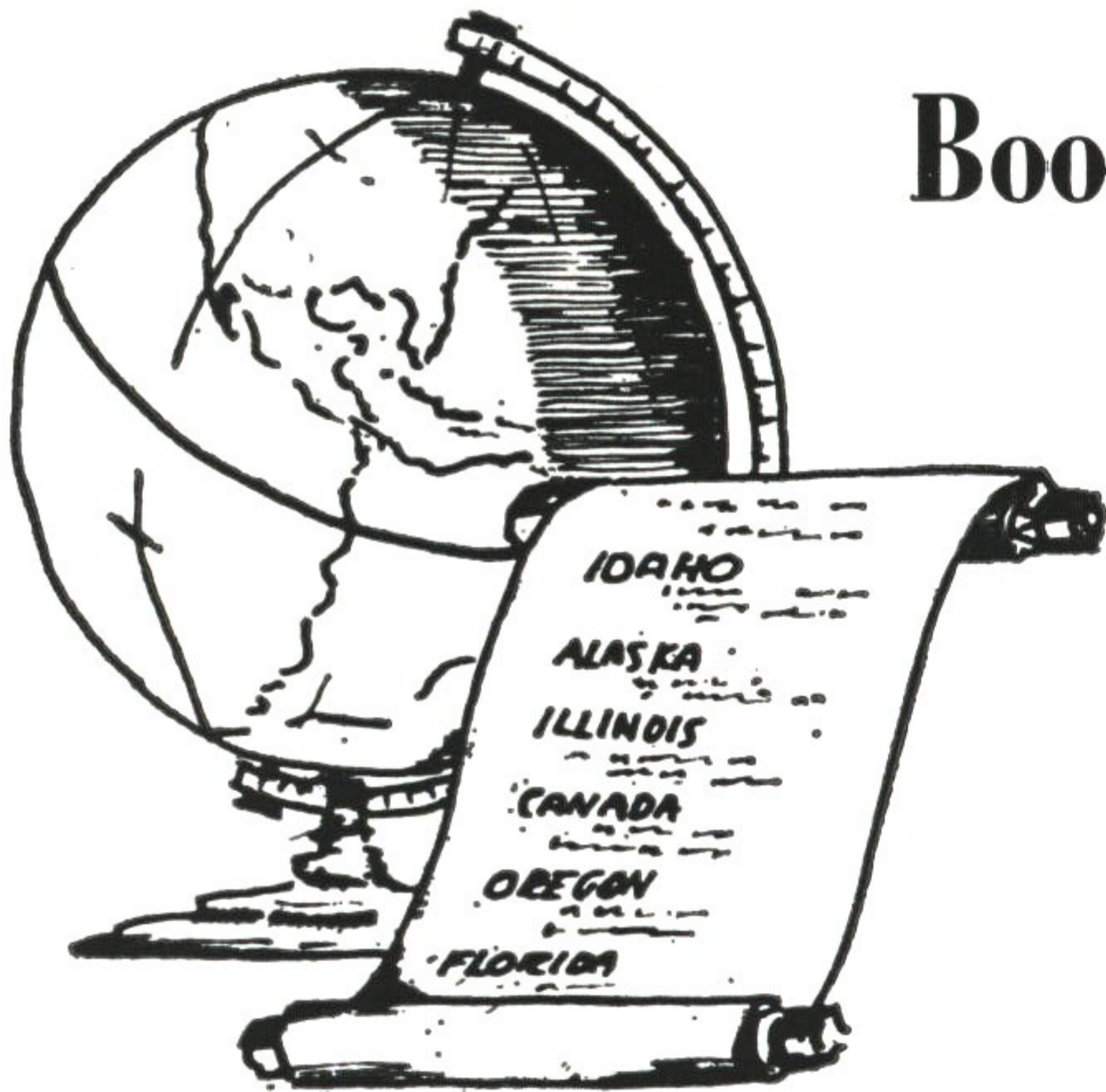
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**803 So. Columbia St., Frankfort, Indiana**





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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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Darbyshire & Associates, Inc.—Wilmington  
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C. Garth Semple & Associates,  
Inc.—Milford  
Smith-Babb-Seaman Co.—Wilmington  
Col. Dean C. Smith—Marietta  
Col. Carl V. Stahl—Toledo  
Col. Carl C. Stanton—Canton  
Col. Steve Steinmetz—Springfield  
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Col. C. A. Morrison—Grants Pass  
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Col. Virgil Munion—Roseburg  
Col. S. J. Frey—Sweet Home  
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# IN UNITY THERE IS STRENGTH

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Col. Earl Clauer—Mineral Point  
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## ELSEWHERE

The Ladies Auxiliary to the  
National Auctioneers Association

## Amateur Entertainers

### *Come Early - Win \$100.00 In Cash Prizes*

Wednesday afternoon and evening arrivals will be entertained with an Amateur Contest by Auctioneers' sons and daughters.

Three prizes in each class will be given. Age grouping will be 2-12 and 13-21. Any son or daughter of an auctioneer wishing to enter this contest may do so by sending their entry to the Entertainment Chairman, Clinton Peterson, Box 276, Webster City, Iowa.

Bill Riley of Radio and T.V. station KRNT will M.C. this show.

Contestants must furnish their own accompanist.

### ENTRY BLANK

I am interested in participating in the amateur contest to be held at The National Auctioneers Convention, Wednesday, July 15th. at 8:00 P.M.

Name \_\_\_\_\_

Address \_\_\_\_\_

Age \_\_\_\_\_

Type of act \_\_\_\_\_

Number in act \_\_\_\_\_





Auctioneer David Kessler, New Paris, Ohio, calls bids on four dolls from the porch of the Coblantz house as the antiques and library are liquidated in one of the more interesting auctions to be held in the area. See story on opposite page. (Photo through courtesy of THE PALLADIUM-ITEM and SUN-TELEGRAPH, Richmond, Ind.)



# Ohio Antique Auction Is Feature Of News Article

By Mary Agnes Starr

NEW PARIS, Ohio — "Here's a good rolling pin . . . just what you need . . . it weighs a ton-and a half," the auctioneer cried out over the crowd shortly after the Coblentz auction got under way at 10 a.m. Saturday at 117 West Cherry street. It was solid wood and of more than ample size.

Just before a bushel basket of doll clothes went up for bids.

People came from a wide area. In the crowd were Mr. and Mrs. Leroy Pfahler of Old Salem road, Dayton.

It was New Paris revisited for Mrs. Pfahler. She used to come here to visit her great-aunt Hannah Canny 40 years ago.

She said, "I've never forgotten the general store where they sold food, clothes and coffins."

The weather was perfect with lots of bright sunshine, a brilliant blue sky and temperatures in the 60's. That is, it was at 10 a.m. No telling what the weather will be at day's end.

Personal property up for sale belonged to Daisy B. Coblentz and the late C. R. Coblentz. Mr. Coblentz, who died Aug. 22, 1956, was a teacher and school administrator for nearly 60 years. During his years as an educator he was Preble county school superintendent 33 years.

The big attraction was the some 2,500 books from a library including many law books acquired by Mr. Coblentz who served in the Ohio legislature; also law books from Mrs. Coblentz' grandfather Barnett who also was in the Ohio legislature.

A Williams early history of Preble county published in 1798 was described as "a dandy." This edition was regarded as accurate, reasonably detailed and in excellent condition as to binding, etc. R. E. Lowry, an attorney who wrote lots of county histories, wrote of the founding of Preble county.

Did you know that New Paris was once

"proud to state" it had "no saloons and no lawyers?" This statement appeared in one early book about the town. It was titled, "Just A Few Words About New Paris, the Village of the Happy Valley," and dated 1913. In parenthesis, was printed, "Read, Mark and Inwardly Digest."

David Kessler, the auctioneer, knows a great deal about Preble county past and present, its people, and what he doesn't know he usually makes a point to find out. He says the little book was printed by the New Paris Commercial club. Listed were two hotels, a movie theater, five groceries, two meat markets, three practicing physicians, and many businesses and industries no longer a part of New Paris.

Stacks of old school books were sold. Among these were first edition McGuffey spelling books and some revised McGuffey readers.

Looking over the old school books, Mrs. Kermit Penland, daughter of Daisy and C. R. Coblentz, recalled that her father was one of the first Ohio educators to talk consolidation in the school system.

"For this, he was even threatened," she said, and added, "I guess his ideas were just too advanced for many people around here.

"I remembered some of the high school boys telling him, 'Don't worry,' and they would come for him every morning and bring him home in the evening just because they were afraid someone would cause harm to come to him," she remembered.

Belongings from these school days included a school handbell and a roll-top desk. There were stacks and stacks of National Geographics and stamp collectors were on hand to bid on old letters and postcards.

Up for sale were the contents of an interesting late Nineteenth century house, full two-story, eight-room frame house, with pantry, summer kitchen,



smokehouse, and a loft at the back, reached by a narrow stairway, that was once servant's quarters. The original inside shutters hang at the windows.

The Coblentz house has been rented.

It was evident Mr. and Mrs. Coblentz put value on the many possessions that came down to them from their ancestors.

"These are things from the Barnett family, the Coblentz family and even some from my great-grandmother Kelley," Mrs. Penland said. Mrs. Coblentz was Daisy Barnett before her marriage June 11, 1899.

Five coal-oil parlor lamps were sold, a set of rose-back chairs with horsehair seats, a Victorian-style hall tree with brass basin for umbrellas, a parlor grand piano, and a set of chairs with medalion backs were just some of the things that came out of parlor or living room.

Fine ash tables expansible to seat 16 or 18 people and ash china cupboards harkened back to the days of big family dinners.

Probably the oldest piece in the whole collection of household furnishings was a primitive rocker. This chair was so simple in its lines and handmade construction, it had a beauty all its own.

Picture frames and portraits made by itinerate painters and photographers, who used to go from village to village years ago in this part of the country, drew a lot of interest from many people.

Ornately carved bedsteads reminded the crowd of the days of the featherbed, pieced and knotted comforts, and home-made quilts, of which there were plenty at the sale. Even a pair of quilting frames was up for bids.

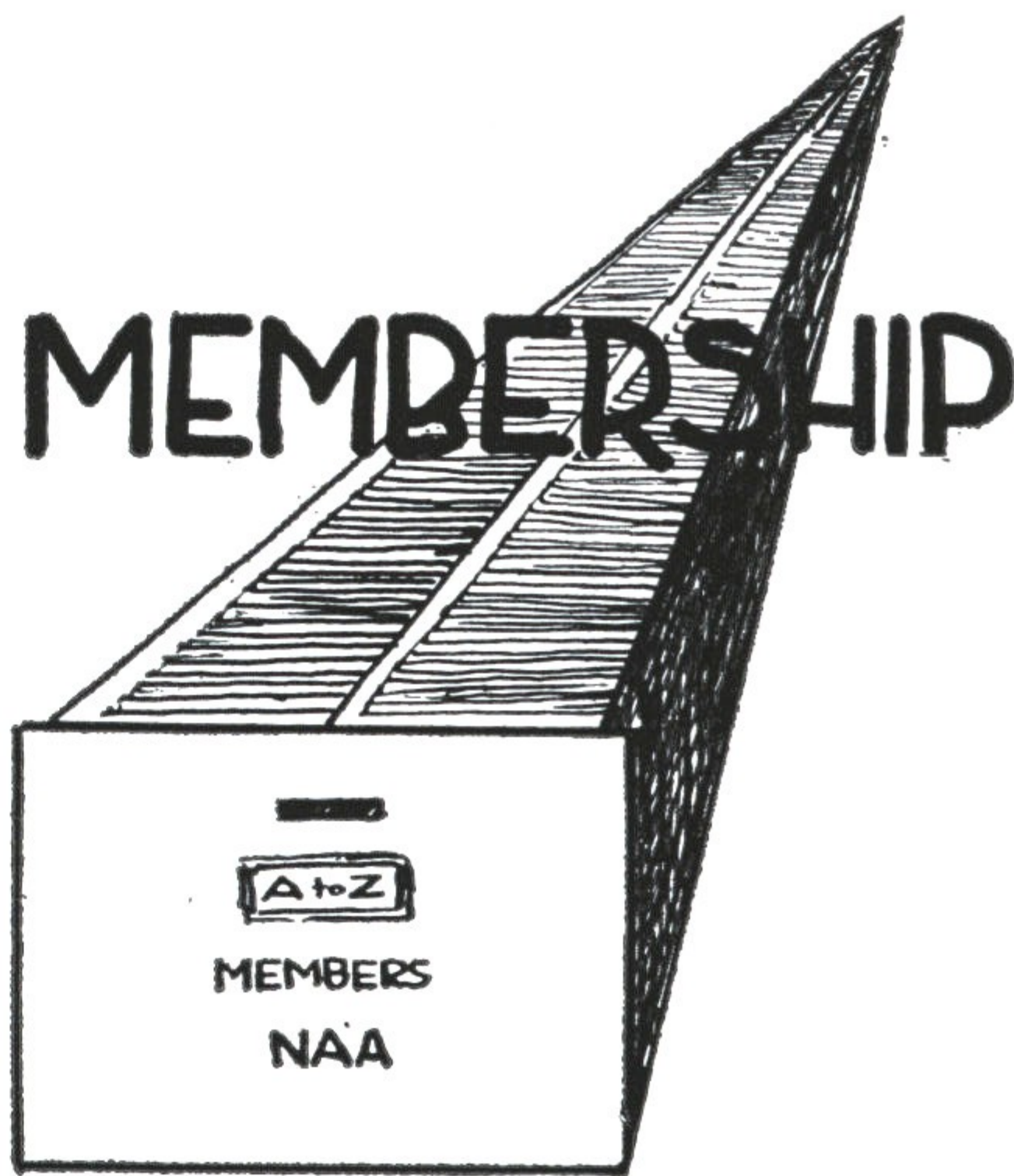
From the bedrooms, bidders had their pick of several cherry chests, a walnut blanket chest, marble-top washstand, chamber sets, all complete with pitcher and bowl.

Old-fashioned milk crocks, four iron kettles, a tole ware coffee pot were some of the more interesting things from summer kitchen and pantry.

Clothes included a black silk bonnet, a little black lace Sunday bonnet with ribbons for tying under the chin, crocheted handbags, a fur muff, capes and a little red-checked gingham sunbonnet like women used to wear while working in the garden.

Dolls with china heads, some bisque, some dolls with tin heads, some rag dolls and some with chamois bodies were in the collection of some 25 dolls.

"We were a family who never threw anything away," Mrs. Penland said. And for this family trait many people left the sale with little treasures tucked under their arms or in the back of a truck.



## Memberships Processed May 16 thru June 15

Jack McVicker, Kansas  
Howard B. Johnson, Iowa  
\*Tommy S. Bruce, Jr., South Carolina  
James N. Farris, Kentucky  
\*Robert D. Gabbard, Kentucky  
Walter J. Fritts, Kentucky  
Arthur Everman, Kentucky  
Howard Staton, Kentucky  
Neil Bolton, North Carolina  
Dwight Knollenberg, Illinois  
\*Howard E. Rogers, Arkansas  
\*Arnold A. Malham, Arkansas  
\*Henry Decker, Arkansas  
\*Larry Verkler, Arkansas  
\*Red Meredith, Arkansas  
\*Bill Glover, Arkansas  
\*Oscar Farnham, Arkansas  
William H. Knight, Arkansas  
R. E. Harris, Arkansas  
Virgil Irwin, Arkansas  
James R. Seastrunk, Arkansas  
Kenneth Davis, Arkansas  
Ed B. Ray, Arkansas  
Buddy Shoffner, Arkansas



# IN UNITY THERE IS STRENGTH

Milo Beck, Arkansas  
 \*Richard Crittenden, Pennsylvania  
 \*Cliff Byers, Texas  
 Wally O'Connell, Nebraska  
 Tom Johnson, Nebraska  
 Vern Reynoldson, Nebraska  
 \*George W. Inman, Nebraska  
 G. H. Coffey, New Mexico  
 \*John D. Baker, Colorado  
 John L. Jackson, Illinois  
 \*Dexter Griffin, Michigan  
 Ray W. Nelson, Washington  
 Melvin Conley, Kentucky  
 Paul Noel, Kentucky  
 Lewis Campbell, Oklahoma  
 \*Henry J. Sesvold, Wisconsin  
 Ralph Hostetler, Kansas  
 Jack L. Talley, Texas  
 Joseph W. Donahue, Wisconsin  
 F. W. Marshall, Wisconsin  
 Peter J. Faith, Wisconsin  
 Terry G. Moore, Wisconsin  
 Joe E. Gingerich, Kansas  
 Donald E. Jordan, Illinois  
 \*William E. James, Arkansas  
 Dean Cates, Missouri  
 \*N. A. Nero, Sr., Ohio  
 \*Garry Hostetler, Kansas  
 \*Lynn Hostetler, Kansas  
 Charles J. Rice, Wisconsin  
 Dale Brown, Arkansas  
 B. R. Tucker, Arkansas  
 A. L. Splettstozer, Wisconsin  
 Dean George, Wisconsin  
 Ronald J. Moore, Delaware  
 Richard Rocheleau, North Dakota  
 Sylvester Wallace, North Dakota  
 \*Charles Wilkes, North Dakota  
 James C. Davis, North Dakota  
 F. E. Fitzgerald, North Dakota  
 \*Julin Hagen, North Dakota  
 \*Porter Nelson, North Dakota  
 \*Robert Steffes, North Dakota  
 Stanley A. Wald, North Dakota  
 Harold Ellingson, North Dakota  
 \*C. F. Campbell, Tennessee  
 Nettie H. Weddington, Indiana  
 Claude H. Coleman, Tennessee  
 Richard M. Brewer, Kansas  
 \*Alva D. Moore, Kansas  
 Paul A. Hurst, Kansas  
 Wilson Hawk, Kansas  
 \*George Lange, Kansas  
 \*Eldon Farris, Kansas  
 L. L. Peninger, Kansas  
 Maynard Bane, Kansas

W. O. Harris, Kansas  
 Duane Gugler, Kansas  
 Charles M. Macy, Kansas  
 Frederick F. Hiett, Kansas  
 \*Don Roche, Kansas  
 Willis Darg, Kansas  
 Herman Ramaker, Kansas  
 \*Carl Metzger, Kansas  
 \*Bill Lamb, Kansas  
 Al Warner, Kansas  
 Gerald Zimmer, Kansas  
 L. R. Ketcherside, Kansas  
 Booth Brown, Kansas  
 Carson E. Hansen, Kansas  
 Earl R. Roderick, Kansas  
 John A. Booth, Kansas  
 \*Larry L. Giefer, Kansas  
 Jack W. Reeder, Kansas  
 L. E. "Gene" Watson, Kansas  
 Eugene R. Smith, Kansas  
 Lawrence Welter, Kansas  
 Jim Kirkemide, Kansas  
 C. W. "Bill" Crites, Kansas  
 Dale E. Peterson, Kansas  
 Dale Clayton, Kansas  
 Jerry Hiett, Kansas  
 \*Cecil C. Graves, Kansas  
 Leo Crawford, Kansas  
 Joe S. Schmidt, South Dakota  
 Marcel Reisch, South Dakota  
 \*Damon Hamilton, Wisconsin  
 \*Danny Shaefer, Wisconsin  
 R. W. Doman, Wisconsin  
 \*Bob Vogel, Wisconsin  
 \*Harold A. Doede, Wisconsin  
 L. M. Schoeder, Wisconsin  
 \*Robert W. Koepp, Wisconsin  
 \*Arthur Kempken, Wisconsin  
 \*Willie Olson, Wisconsin  
 Pat O'Brien, Wisconsin  
 James O'Brien, Wisconsin  
 \*William M. Risius, Illinois  
 Maurice M. DeVore, Iowa  
 \*Max O. Hileman, Kansas  
 Victor L. Kent, New York  
 (\* Indicates New Member)

We, the ladies of Pennsylvania,  
 would at this time like to extend  
 our heart felt sympathy to our  
 President, Mrs. Marks, and her  
 family, in their great loss and in  
 the future, if they need any help,  
 please feel free to call.

Mrs. Margaret Berry



## Services Held For Col. Lewis Marks

Funeral services for Col. Lewis G. Marks, 52, Abingdon, Ill., were held Sunday, May 24, at the First Methodist Church in Abingdon. Memorial services were conducted at the church and in the Abingdon Cemetery by the London Mills Masonic Lodge.

Mr. Marks died unexpectedly at 8:30 a.m. in Galesburg Cottage Hospital, where he had been a patient two weeks. Death was attributed to a heart condition.

He was an auctioneer 29 years, and was prominently identified with Abingdon community promotion programs and Masonic fraternity. He also was a real estate broker.

In connection with his profession, Mr. Marks was a member of the national and state auctioneers association and was past president of the Illinois organization. He was graduated from Reppert School of Auctioneering in 1935.

In the Masonic fraternity, Mr. Marks was a member of London Mills Lodge, of which he was a past master, Peoria Consistory (Scottish Rite Bodies), Peoria Mohammed Temple of Shrine, Abingdon Chapter of Order of Eastern Star, of which he was a past patron, and Sword of Bunker Hill.

In other organizations, he was affiliated with the Knox County Farm Bureau, board of directors of the Abingdon Savings and Loan Association and Travelers Protective Association. He also had served many years on the Knox County Fair board of directors.

Mr. Marks was born Oct. 30, 1911, at Abingdon, and was a lifelong resident of the Abingdon area and surrounding community. He attended London Mills schools. He was a member of the Abingdon Methodist Church, where he was a past president of the Crusaders Class. Mr. Marks was married to Ruth Morey Sept. 2, 1939, at Nassau, Iowa.

Survivors are the widow; three daughters, Mrs. Ted (Sally) Cramer and Miss Nancy Marks, of Abingdon, and Miss Jane Marks of Coal City; his parents, Mr. and Mrs. Warren Marks of Gales-

burg Route 3; a brother, Russell Marks of Knoxville, and a sister, Mrs. Kenneth Stegall of Galesburg Route 3. A brother preceded him in death.

## Madison Is Site Of Wisconsin Meeting

Madison's Park Motor Inn provided the setting for the 14th Annual Convention of the Association of Wisconsin Auctioneers, June 10-11. While not as large as in some previous years it was an interested group that attended.

A smorgasbord and social hour provided a pleasant evening for those who were present on June 10.

With Ernest Freund, Fond du Lac, presiding, the Program got under way at 9:30 A.M., Thursday. Mayor Reynolds of Madison, welcomed the group to the Capitol City, after which Ernie Kueffner, Hartford, gave the President's Address.

Donald H. McDowell, Director of the Wisconsin Department of Agriculture, gave an interesting talk followed by Ray Gevelinger, Dodgeville, who spoke in regard to Commercial Liquidations.

James Gavin, Reedsburg, Chairman of the License Law Committee, reported on the present status of the law and Senator Gordon Roseleip, Darlington, gave some advice on further procedure of the law.

### THANK YOU SOUTH DAKOTA AUCTIONEERS

I would like to take this opportunity to say "Thank You" so much to all the members of the South Dakota Auctioneers Association, for the memorial service conducted for my beloved husband, Willis, at your Convention in Huron on June 13th. Thank You so much for the beautiful plaque presented to me.

You are a wonderful bunch of fellows and I wish you much success in your growing organization. With the excellent officers you have, I know you will be a success.

Thank You so much.

Sincerely,  
Mrs. Willis Hanson



The entire group enjoyed a Luncheon and an address immediately following by William M. Hanson, the Norwegian Philosopher from Clintonville, Wis. His subject was, "Equal Rights For Men."

Art Doede, Rosholt, presided during the afternoon session. Lyle Erickson, Cresco, Iowa, told of the coming National Convention in Des Moines, and invited all Wisconsin auctioneers and their families to attend. Bernard Hart, Frankfort, Ind., NAA Secretary, described the progress of the National Auctioneers Association.

President Ernie Kueffner, presided at the business meeting. Officers elected for the coming year were: Art Doede, Rosholt, President; and John Freund, Omro, Secretary-Treasurer.

Joe Donahue, Darlington, who has served as Secretary-Treasurer for the past several years and originated the Association newsletter, "The Badger Chant," was presented a desk clock in

appreciation of his untiring efforts for the Association.

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## Kansans Hold Ninth Convention In Topeka

Kansas auctioneers gathered at the Jayhawk Hotel in Topeka, June 7, for the Ninth Annual Convention of that organization. A good crowd turned out on a rainy day to participate in the event.

Charles Macy, Hill City, served as Convention Chairman. Welcome to Topeka was brought by Mr. Dawson of the Chamber of Commerce and the Response by Booth Brown, Liberal. Harry Wiles, a member of the Kansas Corporation Committee and a candidate for Governor, addressed the group in regard to the need for legislation controlling the members of the auction profession.

Report of the Secretary-Treasurer and



Mrs. Willis Hanson, Mound City, S.D., receives plaque in memory of her husband during the South Dakota State Convention. Making the presentation is Col. Joe Schmidt, Aberdeen. Col. Hanson was President of the South Dakota Auctioneers Association at the time of his death, last March.



## IN UNITY THERE IS STRENGTH

introduction of auctioneers, wives and guests, completed the forenoon program. A group luncheon was enjoyed by all as was the address of C. O. "Ces" Emrich, Norfolk, Neb., immediately following. Mr. Emrich emphasized the importance of preserving free enterprise in America.

Bernard Hart, Frankfort, Ind., was the initial afternoon speaker, his subject being, "Our National Association and Publication." L. R. "Rudy" Ketcherside, Topeka, spoke regarding the "Facts and Fun in Regard to Real Estate Selling." A general discussion of "License Laws" was led by Bernard Hart.

An entertaining feature of the afternoon program was the presentation of Dorothy Flory's Dance Revue, courtesy of Fred Hiatt's Topeka Auction Co. A bus tour of Topeka, was provided for the ladies.

In the election of officers, Fred Sherlock, St. Francis, was named President; Herman Ramaker, Downs, Vice President; and R. M. "Dick" Brewer, Mt. Hope, was re-elected Secretary-Treasurer. Wilson Hawk, Effingham; and Jack Sheets, Wellington, were elected to three year terms on the Board of Directors as was retiring President, Paul A. Hurst, Valley Falls.

Following the evening Banquet, Tammy and Booth Brown, Liberal, entertained the group in a highly professional manner. James E. E. Post, Protestant Chaplain of Kansas State Prison, Lansing, gave a most outstanding talk and the meeting closed with each one present feeling he had gained by attending.

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# Directory of State Auctioneers Associations

## Arkansas Auctioneers Association

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

## Colorado Auctioneers Association

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

## Delaware Auctioneers Association

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

## Idaho Auctioneers Association

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

## Illinois State Auctioneers Association

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

## Indiana Auctioneers Association

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

## Iowa State Auctioneers Association

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

## Kansas Auctioneers Association

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

## Kentucky Auctioneers Association

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

## Maine Auctioneers Association

President: Gardner R. Morrill, Harrison  
Secretary: Wayne B. Dow, 14 Southern Ave.,  
Augusta

## Auctioneers Association of Maryland

President: A. J. Billig,  
16 E. Fayette, Baltimore 2  
Secretary: Bill Fox,  
American Bldg., Baltimore 2

## Massachusetts Auctioneers Association

President: Phil Goldstein,  
132 Russett Rd., Boston 32  
Secretary: John Hilditch, Box 52, Southville

## Minnesota State Auctioneers Association

President: M. C. Maranell,  
Box 165A, Pipestone  
Secretary: Frank A. Sloan,  
1711 Olson Hwy., Minneapolis

## Michigan Auctioneers Association

President: Glenn Casey,  
702 E. Grand River, Williamston  
Secretary: Garth Wilber, Route 3, Bronson

## Missouri State Auctioneers Association

President: Don Albertson, Green City  
Secretary: Roger Hollrah,  
2795 Zumbuhl Rd., St. Charles

## Montana Auctioneers Association

President: Willard Schnell, Rt. 1, Box 293,  
Miles City  
Secretary: W. J. Hagen,  
Box 1458, Billings

## Nebraska Auctioneers Association

President: Dean Fleming, Atkinson  
Secretary: Henry Rasmussen, St. Paul

## New Hampshire Auctioneers Association

President: Harold Buckman, Ashland  
Secretary: George E. Michael,  
78 Wakefield St., Rochester

## New Jersey State Society of Auctioneers

President: Norman J. Kirkbride, Box 28,  
Hightstown  
Secretary: Ralph S. Day,  
183 Broad Ave., Leonia

## New York State Auctioneers Association

President: Harold Spoor,  
29 Oswego St., Baldwinsville  
Secretary: Donald W. Maloney,  
518 University Bldg., Syracuse 2

## North Dakota Auctioneers Association

President: Robert (Bob) Penfield, Bowman  
Secretary: Wilbert Kroh,  
1813—Ave. D East, Bismarck

## Ohio Association of Auctioneers

President: Herb Bambeck, R.R. 1, Dover  
Secretary: Newton E. Dilgard, Room 9,  
Farmers Bank Bldg., Ashland

## Oklahoma State Auctioneers Association

President: Ed Vierheller,  
Route 2, Claremore  
Secretary: Bryan Blew,  
Box 203, Cherokee

## Pennsylvania Auctioneers Association

President: Elmer Murry, R.D. 2, Lititz  
Secretary: Harold Keller, 268 Marietta Ave.,  
Mt. Joy

## South Dakota Auctioneers Association

President: Jack Churchill, Hermosa  
Secretary: Dale McPherson, Box 639, Sturgis

## Tennessee Auctioneers Association

President: Beeler Thompson, 2011 Magnolia  
Ave., Knoxville  
Secretary: E. B. Fulkerson,  
Rt. 4, Jonesboro

## Texas Auctioneers Association

President: Russell deCordova,  
712 Contour Dr., Mexia  
Secretary: W. M. Bell, 714 Woodrow, No. 14,  
Houston 77006

## West Virginia Auctioneers Association

President: H. C. Staats,  
1243 Oakhurst Dr., Charleston  
Secretary: Wilson E. Woods,  
Webster Springs

## Virginia Auctioneers Association

President: D. E. Bumpass, Mineral  
Secretary: Dennis Ownby,  
1301 Hermitage Rd.,  
Richmond 20

## Association of Wisconsin Auctioneers

President: Art Doede, Rosholt  
Secretary: John Freund, 206 W. River Dr.,  
Omro



# THE LIGHTER SIDE . . .

## WELL DONE!

The president of a business concern brought a number of "Do It Now" signs and placed them on the desks of his employees.

A few days later he found his cashier had fled with \$50,000, the bookkeeper had eloped with his private secretary, three clerks had asked for a salary raise and the office boy had gone to Hollywood.

## GOING TOO FAR

Two fishermen sitting on a bridge, their lines in the water below, made a bet as to who would catch the first fish. One got a bite and got so excited that he fell off the bridge.

"Oh, well," said the other, "if you're going to dive for them, the bet's off."

## THE SUBTLE TOUCH

An old farm laborer was employed to thin turnips on a farm owned by a lady who, though wealthy, had a reputation for meanness.

When dinner-time came round he noted with disgust that the only fare on the table, in addition to bread, butter and tea, was a tiny spot of honey in the center of a large plate.

After eating in silence for some moments, he looked hard at the honey and remarked: "I see, ma'am, you keep a bee."

## A PRACTICAL MATTER

While traveling in Africa, a woman was invited to go on a safari. She was delighted until she learned that part of the itinerary lay through cannibal country. Knowing that the safari cook was a member of one of the cannibal tribes, she decided to consult him. He proved to be a pleasant civilized man.

"You need have no fear of my people," he told her. "It would never enter their minds to harm anyone on a safari." The woman was just beginning to be reassured when his glance passed lightly over her short plump figure. "Of course," he added, "if you happened to meet with an accident and be killed you wouldn't be wasted."

## BATTING AVERAGE

An Englishman who'd recently moved to this country noticed flying insects in his clothes closet. Telling the drug store clerk about his problem, he was sold a box of mothballs. Two days later he came back for more; in another two days, he was back for still another box.

This was too much for the clerk who finally asked. "What in the world are you doing with all those mothballs?"

Replied the Englishman, "Well, governor, you just can't hit the little blighters every time!"

## NOBLESSE OBLIGE

A young man had just finished his tour of duty and had been released from the Air Force and had entered the fall semester of a Western University. One morning he was 10 minutes late for his nine o'clock class. The professor, knowing the young man was on the GI Bill bawled him out in front of the class.

"When you were in the service and come in late like this," the professor said, "what did they say to you?"

"Well, when I came in late," the student said, "they just stood up, saluted and said, 'How are you this morning, colonel, sir?'"

## DARN IT!!

The sweet young thing rushed into the eye specialist waving her broken glasses.

"I just sat on these," she exclaimed. "Will I have to be examined all over?"

"No," replied the doctor, "just your eyes."

## MISUNDERSTOOD

"That land you sold me in Florida is no good. You said I could grow nuts on it."

"You're crazy. I said you'd go nuts on it."

## MIGHT IT BE?

A really terrifying thought in an election year is that all the candidates may be correct in what they say about one another and the respective political parties.



# IN UNITY THERE IS STRENGTH

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## THE GOOD OLD DAYS

"The family household in the old days was a busy, happy place, with the big kids taking care of the little kids, mother kept busy in the kitchen, cooking, ironing, sewing and peeling and cooking vegetables out of the garden or cellar and chopping off a chicken's head and picking it. The old man worked twelve hours a day for three bucks to keep the household going. For some reason in those days folks were paying their bills, the divorce courts had no business, folks were not suing each other for an easy buck, and no one was having a nervous breakdown, and nobody knew what a tranquilizer was. Isn't it odd how they lived?"

---

## SIGN LANGUAGE

Sign on perfume dispensing machine: "Out of Odor."

Sign in drug store: "We sell those cuckoo-cuckoo blades."

Sign at antique shop: "Early American Furniture at Revolutionary Prices."

Name on Tokyo night spot: "The Mona Risa."

Sign on florist's delivery truck: "Drive carefully or the next load may be for you."

Tag on door of music shop: "Use Bach Door."

Card on newsstand over copies of Playboy: "Nothing risqué, nothing gained."

Sign in restaurant: "Today's Special—7 oysters in our 6-oyster stew."

Sign in deer country: "Trespassers will be shot! If missed—prosecuted!"

Sign over cabin cruiser in Silver Spring (Md.) showroom: "Instant Fun — Just Add Water."

Sign in Hollywood men's shop during holiday season: "Many Happy Returns—We Expect Them."

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## PAYMENT ON DELIVERY

There was quite a commotion at the door of their apartment. Wife turned to hubby and said: "It's the furniture men. They've come for our piano."

"But darling, I gave you money to pay the installment."

"I know, dear. I'm going to pay them as soon as they get it as far as the living room . . . I decided it would look better there."

## BE PRECISE!

The big-shot executive asked his secretary where his pencil was. "It's behind your ear," she told him.

"Come, come, you know I'm a busy man—which ear?"

---

## THE RIGHT SIZE

A car screeched to a halt at an intersection, barely missing a white-haired old lady. But instead of giving the driver a tongue-lashing she recovered herself quickly, smiled sweetly and pointed to a pair of baby shoes dangling from his rearview mirror.

"Young man," she asked "why don't you put your shoes back on?"

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## THE LAST WORD

They keep trying to tell us that women are smarter than men, but did you ever see a man wearing a shirt that buttoned in the back?

---

## COMPLETE COVERAGE

More than a little puzzled, the workman approached his foreman. "Tell me, Fred," he asked, "what's" a cubic foot?"

The foreman scratched his head. Haven't any idea, chum. Ask the personnel chief, he'll know."

But he didn't know. "Sorry," he said, "can't help you, I'm afraid. Tell you what, though—you find out and I'll make darn sure you get proper compensation!"

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## REVERSIBLE BUDGET

Husband: "Let's talk this thing over and maybe we can figure out what the problem is."

Wife: "I already know the problem. It's having too much month left over at the end of the money!"

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## TALENT

Woman: "Son, can you direct me to the bank?"

Boy: "Yessum, for a quarter."

Woman: "Isn't that mighty high?"

Boy: "Not for a bank director."

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We have come to learn that genius has its limitations. Stupidity, it is just as obvious, has not.

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Even the best of friends wear out if you use them too much.



## Rasmussen In Europe

Henry Rasmussen, perennial Treasurer of the National Auctioneers Association, left early in June for a trip to Europe. While he was a member of a "People to People" tour to several European countries, Col. Rasmussen plans to extend his tour in order to visit relatives in Denmark, the native country of his father.

Henry plans to return to his home in St. Paul, Nebraska, about July 10, so we will be looking forward to a report of his trip during the National Convention.

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# **What And Where At The Convention**

**Wednesday, July 5, 1964**

**2:30 P.M.—NAA Board of Directors Meeting**

**8:00 P.M.—AMATEUR CONTEST — Sons and Daughters of Auctioneers participating for \$100.00 in cash prizes.**

**Thursday, July 16, 1964**

**10:00 A.M.—Meetings of Various Committees**

**12:00 NOON—LUNCHEON—Official opening of Convention**

**2:30 to 4:30 P.M.—General Meeting—Interesting Demonstrations**

**6:00 P.M.—Buffet Dinner — Grand Ballroom**

**7:30 P.M.—Fun Auction**

**9:00 P.M.—Dance—Music by Ralph Zarnow and his Orchestra**

**Friday, July 17, 1964**

**9:30 A.M. to 5:00 P.M.—General Meeting—Addresses and Panel Discussions**

**12:00 NOON—Ladies Auxiliary Luncheon—Governor and Capitol Rooms — Auxiliary Business Meeting and Entertainment**

**8:00 P.M.—Star Studded Variety Show featuring Nationally Famous Talent**

**Saturday, July 18, 1964**

**8:00 A.M.—Breakfast Meeting, NAA Officers and Directors with State Association Presidents and Secretaries.**

**9:00 A.M. to 12:00 NOON—General Session— Addresses and Panel Discussions**

**10:30 A.M.—Special demonstration for the Ladies**

**1:30 P.M.—General Business Meeting**

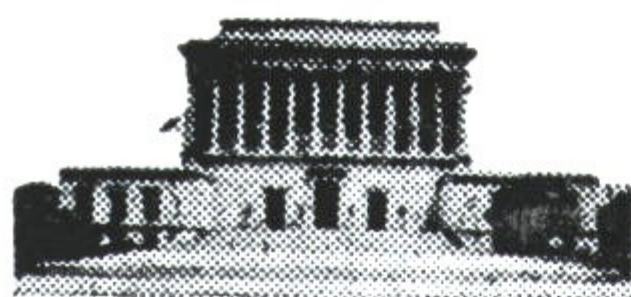
**6:30 P.M.—Grand Banquet**

**Presentation of Awards**

**Address by Millard Bennett, New York City**

**9:00 A.M.—Refreshments and Dancing**

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