

THE **au**ctioneer



HISTORY IN THE MAKING, See Page 27

**Distinctive Jewelry
Designed Exclusively For
National Auctioneers Association
Membership**



**EXQUISITE SWEDISH
STYLING, WHITE GOLD
NAA EMBLEM AND
FINE 5 PT. DIAMOND
SET IN ELEGANT 10 K.
YELLOW GOLD
MOUNTING.**

**WEAR YOUR NATIONAL AUCTIONEERS ASSOCIATION
EMBLEM WITH PRIDE**

EXCLUSIVELY OFFERED BY:



David Ralph Enterprises, Incorporated

P.O. BOX 5

MEEKER, OKLA. 74855

**Order Form
LCB-434**

**Please Forward My Distinctive
National Auctioneers Association
Emblem Ring In Size**

For Only	\$87.50
Plus 3% Sales Tax	2.63
Total Cash Price	\$90.13

**My Check Enclosed for Payment
In Full.**

(Ring Shipped Prepaid)

**My Check Enclosed For \$40.13
Deposit. I Agree To Pay Balance
Of \$50.00 Plus COD Charge Of
Approximately \$1.50 Upon
Delivery.**

**(Please Allow 4 Weeks For
Delivery)**

SHIP TO:

NAME:

STREET:

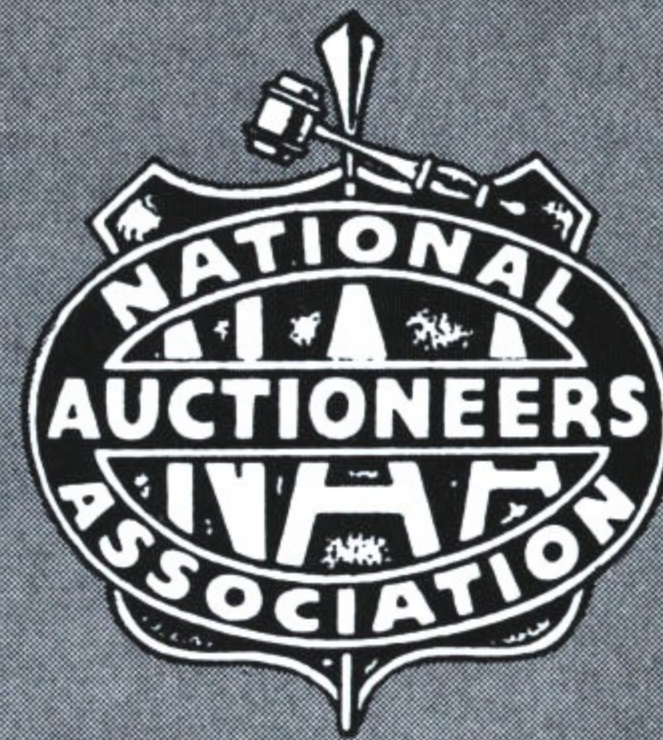
CITY: **STATE:** **ZIP:**

SIGNED:

THE **auctioneer**

IS THE OFFICIAL PUBLICATION OF
NATIONAL AUCTIONEERS ASSOCIATION

3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503



EDITOR

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

Contributing Editors

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

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

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

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

Single copies 50 cents.

DISPLAY ADVERTISING RATES

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

Copyright 1970
National Auctioneers Association
All Rights Reserved
Published the 1st of each month
except August.

NATIONAL AUCTIONEERS ASSOCIATION

President:

Dean Fleming
Atkinson, Nebraska

First Vice President:

Grover Howell, Rt. 1, Box 173B
Seagoville, Texas

Second Vice President:

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

Secretary:

Bernard Hart, Lincoln, Nebraska

Treasurer:

Henry Rasmussen
St. Paul, Nebraska

Directors:

(Terms expiring 1973)

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

(Terms expiring 1972)

Bob Penfield, Bowman, N. D.
Roy Crume, Kokomo, Ind.
W. Craig Lawing, Paw Creek, N. C.
Wylie Rittenhouse, Uniontown, Pa.
Ed Vierheller, Claremore, Okla.

(Terms expiring 1971)

Ralph Horst, Marion, Pa.
Joe Donahoe, Darlington, Wisc.
Phil Goldstein, Boston, Mass.
Howard Roland, Grand Junction, Col.
Jim Stevens, Nashville, Tenn.

EXECUTIVE OFFICES
3277 Holdrege St.
Lincoln, Nebr. 68503

Enthusiasm: Your Key To Success In The Seventies

By DELECE HOLLE NORCOTT

"Where will **you** be on December 31, 1979?" was the provocative opening question proposed in his lecture by newly-elected board member, C. P. "Terry" Dunning. The 672 N.A.A. people who were present at the 1970 convention know the answer. That they know the key to success is **enthusiasm** was consistently evident by their attendance and by their participation throughout the four days of events.

After officially welcoming everyone to Wisconsin, chairman Joe Donahoe sincerely added, "We hope you have come here with an open mind and not a closed one. No one is ever too old to learn." When the first speakers of the convention were introduced, their observations of the N.A.A. members expressed their high esteem, while television station WTMJ recorded their comments.

The Milwaukee Mayor's staff assistant, Bert Mulroy, being greatly impressed by the harmonious relationships among everyone, stated, "We seem not to be able to communicate nowadays, but I am very glad to see all these families together and everyone engaged in such a variety of topics."

His feelings were echoed by the golden-tressed Susan Masterson, the official Wisconsin state ambassadoress with the title "Alice in Dairyland."

"If there is such a thing as a 'generation gap,'" she said, "you auctioneers have bridged this and all other communication gaps."

Featured on the afternoon's program was James Dornoff, a dynamic public speaker, who totally captivated the audience with his convictions on the "Power of Enthusiasm." Developing this innate powerhouse is quite simple, he assured, and recommended beginning by looking squarely at yourself in the mirror each morning and exclaiming, "BOY, AM I ENTHUSIASTIC! !"

"Enthusiasm is the secret of success," he began. "You must know that you have it and you must let it out. It is

your only unlimited attribute, and it must be developed by sheer will power. Nothing has ever succeeded without faith.

"Your mind makes you what you are. Use your imagination. Ask yourself, 'What do people want from me that they're not getting?' Then go out and give it to them. Competition is getting tougher, and that's good—that's the only thing that will keep you on your toes. If it weren't for problems, work and opportunity would not exist.

"The following steps will help you develop enthusiasm:

1. Think right and you'll be right.
2. Think positively and think **fast**.
3. Set a goal and personal objective for yourself for the future and be determined that you will make it, come what may. Believe in this determination, because there is magic in believing.
4. Do not like your job—**love** it. Remember that your job isn't work—it has the purpose of making people happy.
5. Keep reminding yourself of what enthusiasm will do for you. Act enthusiastic and you'll be enthusiastic!"

And enthusiasm there was, permeating every activity of the convention. For those who arrived early Wednesday evening, there was an Amateur Show Contest to enjoy, just bursting with the enthusiastic talents of the younger generation. Under the deft moderation of Col. Jim Appleman, the contest was deliberated by a panel of three judges, who awarded the prize money to yodeler Mary Kay Wegener, pianist Barbara Rittenhouse, and vocalist Denise Cochran.

Every new dream that is to become a reality needs an enthusiastic leader for direction, and Grover Howell was the pep-talker par excellence. Speaking in behalf of the N.A.A. building fund, Col. Howell declared,

"I look forward to tomorrow, and I want to be a part of it. In this world, you have to make your own way. People are successful because they don't know things **can't** be done. To contribute to the development and growth of the future is a contribution that will never be regretted.

At the conclusion of his speech, Col. Howell offered to the members the opportunity for immortality through founding the new auctioneers' headquarters building. The response was overwhelmingly enthusiastic, drawing contributions that amounted to approximately \$20,000.

Following the buffet dinner on Thursday evening was the annual Fun Auction. The red and gold Imperial Ballroom was charged with the electric excitement of enthusiasm as N.A.A. President Jim Messersmith sold the first item, an aluminum gavel. Across the auction block that night passed diversified articles including Wisconsin cheeses, Vermont maple syrup, Montana honey, hams, peaches, oranges, pineapples, almond toffee, a Ponderosa lemon, woolen cloth bolts from the Amana Colonies, musical beer steins, an autographed Green Bay Packers' football, bronze medallions, a pot-bellied stove, Danish Christmas plates, a deerskin jacket, Hawaiian suits and shirts, Oshkosh overalls, a Bill Cody gun, milk cans, wrist watches, walking canes, silver nickel sets, Avon Products Collectors' Bottles, kerosene lamps, clocks, antique hat pins, oil paintings, and a jug of "honeymoon water" captured from the depths of Niagara Falls.

Without a doubt, the most enthusiastic person present at the Fun Auction was Victor Voigt, who assisted as ringman. Displaying an eagle-eyed alertness and a stamina which was nothing less than astounding, Col. Voigt dashed to and fro for three hours, yelling, "Yep!" for every bid he spied. The registered Holstein calf brought on the stage to be auctioned did not distract him; the WISN television camera grinding away did not distract him; possibly the appearance of Cookie Lockhart, the curvaceous "auctioness" from Colorado, selling a Western hat for \$50.00 might have caused Col Voigt to take a second look. But nothing interrupted his non-stop enthusiasm that helped to collect the Fun Auction's \$3,000 contribution.



Joe Donahoe, Darlington, Wis., served very ably as convention chairman. He was the first man in the hotel lobby each morning illustrating that if you have a job to do you have to get up in the morning.

On Friday and Saturday mornings there was an enthusiastic attendance of knowledge-seekers who gathered to hear the variety of lectures presented. The topic of the first speaker, Charles Higgins, was the subject about which he wrote a thesis, "The History of Auctioneering," and his lecture was so informative that, by request, it will be reprinted in a future issue.

Col. Ernie Niemeyer expressed some noteworthy suggestions in his speech, "Auctioneering During the 60's."

"To be a good auctioneer," he said, "you have to be that **first**. You must have the right attitude, desire, and enthusiasm. Keep up with the times, keep practicing, and adopt new and better methods. I like to watch other people's

traits and mannerisms of selling because I learn from them. I have come to this convention for the last 20 years to meet people and to discuss business. We need to better ourselves and coordinate our thoughts. If you keep coming to the conventions, our association will be made stronger. **You** can make the difference in the future."

A forecast of this decade was imaginatively presented by C.P. "Terry" Dunning in his speech, "Auctions—What's Ahead in the 70's." Col. Dunning asked his audience where they thought they might be at the conclusion of 1979, and then he recommended, "When you return home, think about the 70's. Set a flexible, obtainable goal that is satisfactory for yourself. And when 1979 comes, don't look back and say, 'I wish I had done this.' What's going to put you on top? Mental alertness, physical strength, and enthusiasm."

In the foreseeable future were the uses of computers to store warehouses of auctioneering information, television-telephones to facilitate business transactions, and closed-circuit television systems to simultaneously transmit every



This lighted bulletin board in the lobby of Milwaukee's Pfister Hotel, indicates that we were sharing their facilities with the New York Yankee. They were in town for a series with the Milwaukee Brewers during our convention. Please note who received the top billing.

action during machinery, art, and real estate sales.

Look for franchising, master-charge plates, large corporations seeking help to handle their sales, and transportation to all parts of the world where there are countless items to sell or to buy and bring back home to sell.

Real estate, antiques, household, specialized, and industrial-commercial auctions will boom in the next ten years. The opportunities will be there; what you do with them is up to you.

Another exciting glimpse into the future was proposed by S. R. Majors in his speech, "Atom to Atom."

"The part that agriculture plays in your vocation is very important," he began. "Our world's future depends upon it to furnish food, above all, protein, to feed the minds of the future. The two things we **must** have for world peace are food and spiritual growth. I find these vital commodities only on the American farm. The farmer, however, no longer has the legislative power he needs. The time is **now** for the people in the city to be told how important agriculture is to this country," he urged. "Farmers **must** establish a solid relationship with the rest of the population.

"The farmer of the future may operate from a look-out tower, using computers to analyze soil, etc. Cattle will no longer graze on an open field, but will live in a house built of earth. There will be no more crop failures, because the crops will be underground in a building where they will move under a machine, instead of a machine moving **over** them. If what I am saying sounds incredible, think of how incredible it is that men have walked on the moon."

The grave importance of agriculture was also stressed by Donald McDowell, Executive Director of the National F.F.A. Foundation. In his speech, "Auctioneers Roll in Agriculture in the 70's," Mr. McDowell highly praised the auctioneering profession.

"You have played a far greater role in agriculture than you realize. Agriculture is the total business scope that provides food, clothing, and shelter for people. It is the greatest industry in the U. S., and you are playing a key role. Above all," he emphasized, "we **must** have a free enterprise system. There is no such thing as an auction be-

hind the Iron Curtain. You are the true Americans. Adapt to the things you have learned here. Be aggressive and stand up to the problems facing you.

"The future of America lies in agriculture and education. In the past, you have been admirably unselfish in helping the young people in the 4H. We need youth-support; you auctioneers can provide the images and leadership for the young people and for the future."

In an audio-visual approach, a colored-slide tour of the American Breeders Society was presented and narrated by P. R. Director, Lawrence Keeley, and provided an extremely interesting description of how livestock is nurtured and bred. The next lecture which suitably followed through was delivered by A.C. "Whitey" Thomson regarding "Selling the Registered Dairy Cow."

"In the past 25 years the auction profession has increased and grown more than any other profession," he stated. "Remember that integrity is the **utmost!** Often times you are putting on the block a man's life's work, and perhaps he will be living on the results of the sale for the rest of his days. Therefore, you must do an efficient job of classifying, promoting, and selling.

"To help you, a uniform code of ethics is available from the dairy breeders' association. If necessary, ask a pedigree man to assist you. Remember that families mean as much as a brand name on a product.

"After the cow is registered, compile a catalogue and health papers, then direct your advertising into the proper channels. On the day of the auction, give your buyers all the pertinent information beforehand, and to be certain that you will have an impressive presentation, arrange to have the cows bathed and groomed, and if possible, keep them in a barn or tent until each one can be led into a ring.

"To avoid any costly and time-consuming mistakes, make sure that the papers belong to the corresponding cow and that your new buyer gets the registration transferred properly. You will not regret the extra time you spend on necessary details."

The other realms of auctioneering expected to flourish in the 70's were also included in the convention program. The increasingly popular "Antique Sales" was



Kenneth W. Haagensen, with facial expressions and Norwegian brogue, kept the large banquet crowd at full attention throughout his address. Mr. Haagensen is one of the top flight speakers in the history of NAA conventions.

the lecture prepared by Col. Lester Bue.

"Over a 30-year period of time, antique and collector's items are the best investment," he advised. "Right now the market is short and the demand is great. A price guide will help you appraise an item, but it isn't the last word. The market dollar of an antique is only the dollar that a person will pay for it.

"Before you advertise your antiques, be certain that they are genuine," he cautioned. "To educate yourself, read books, visit museums, and talk to antique dealers. Know the difference between cut and pressed glass, the difference among woods. If there is **any** doubt about an antique, ask a dealer to identify it for you.

"When you auction antiques, present them attractively. Eye-appeal is 90% of the job."

With an industrial auction, there are specific steps that must be taken, and



Alice in Dairyland (Susan Masterson, Beloit, Wis.) welcomed the auctioneers to her home state. Her charm and personality established the mood for the great convention that unfolded during the next 2½ days.

these points were well-expressed by Thorp Sales Corporation Manager, Eugene Dougherty, in his speech on "The Industrial Auction."

"Auction companies are very complex, and the men in them must have a capacity for planning and for details and must be experienced in booking sales and setting up."

Some helpful suggestions for procedures prior to the sale are to check the numerous laws that pertain to auctioneers' requirements, and to utilize extensive advertising and mailing of catalogues.

Perhaps the greatest potential aspect of the auctioneering profession was

brought forth by Col. Lyle Erickson in his speech, "Selling Real Estate."

"You can learn about real estate through reading books and attending your state and national conventions," he suggested. "Get to know the parties involved and the payment of taxes, and write out everything for the contract of purchase. Agree on when and where the property is to be sold, and then two to three weeks prior to the sale, advertise in the newspapers and on the radio. Be certain, however, that you understand what you can legally state in your advertising terms.

"Be enthusiastic on the day of your sale! State the specific conditions and terms to your buyers and explain any personal or real property that is passing with the sale. It is advisable to sell the real estate either before or after the personal property, but never in between. You will be certain to succeed if you are willing to work hard and always be honest in your dealings."

A final commentary on the future was excellently summarized in Col. Earl Wright's speech, "Auctioneering as a Profession."

"We have a serious challenge today. If we are to grow and succeed, we must willingly give of our total selves and raise the standards of our profession. The first step in accomplishing this is more comprehensive studies and longer years of training in auction school.

"Every auctioneer should do as much as he can for his state and national organizations. The laws that we have must be adhered to and practiced if we are to succeed. With your cooperation and devotion, this profession can be the best in the U.S. It can and **must** be done."

On Saturday afternoon the 1970 convention reconvened for its final session. Following a solemn memorial service for the deceased members, the N.A.A.'s backbone, Bernard Hart, read the secretarial and treasury reports, concluding with these sagacious words: "If we can mold our organization and work in harmony, we can make our profession the greatest in the world."

A giant step toward this goal was achieved by the close of the convention. Through the unselfish and enthusiastic contributions of the N.A.A. members, the dream of erecting the first structure in the name of the auctioneering profession

is now a reality. The new building is under construction and should be completed by January of 1971. So that all of you may have the opportunity and privilege of participating in the dedication services, the 1971 convention will be held in Lincoln, Nebraska on July 21-24.

Before relinquishing the presidency, Col. Jim Messersmith delivered a splendid speech to his colleagues.

"The past year has been great for the auction business, the N.A.A. membership and the building fund. It is thrilling that the reality of this first home is happening during our lifetime. You can be proud of your state and national associations; I have attended many of their meetings during the year, and they all were conducted with dignity.

"I have experienced many joys and sorrows, and they are the education you receive that teaches you how to better yourselves and your profession. Use your experiences to guide you ahead. We must keep striving forward; you can't wait for something to happen—**make** it happen, be enthusiastic!

"My deepest thanks to Bernard Hart for his guidance while I was in office and for his continuing contributions to the N.A.A. Remember that good and

bad times come with growth. Look ahead to the future and never look back."

The 1971 officers elected to the N.A.A. were: 2nd vice-president Morris Fannon, 1st vice-president Grover Howell, and president Dean Fleming. In Col. Fleming's acceptance speech, he stated what he hoped would be accomplished in the next year.

"Our goal is to advance our association and create the image of the auction method of selling as the nation's foremost arm. If you display our national emblem on everything you print, it will inspire non-members to join with us.

"I would like to propose that an award be given to the auctioneer who prints the most outstanding advertising literature during the next year. And I would like to leave with you the adage we follow in our home: Do it, do it right, do it right now."

On Saturday evening the historic 1970 convention drew to a close with a banquet in the gold and white Grand Ballroom. After the gavels were passed between the past and incoming presidents of the Ladies Auxiliary and the N.A.A., the plaques for outstanding performance, guidance, council, and contribution over the years were presented to the very de-

Thank You For Coming

Many thanks, from the Wisconsin Auctioneers Association, to all those who took the time to be our guests in Milwaukee at this year's National Auctioneers Convention. We sincerely hope you enjoyed yourself, as well as gained something to take home that will be of benefit to you in your profession.

We would like to pass on to each and everyone of you the high praise and compliments received from the Hotel Management. They were high in their praise on the conduct of those attending the convention. Seldom do they have the opportunity to work with such a cooperative and well behaved group, especially on a National scale.

The dairy hospitality room proved to be a very popular place during the convention. This is evidenced by the 254 gallons of milk and 635 pounds of cheese that was consumed during your stay here.

Many thanks to all who came. We urge you to make plans early for next year's convention in Nebraska. Our Headquarters Building should be completed by then. A large attendance for the dedication of this building is needed. Make your plans now.

It was a pleasure to be your host. We enjoyed your visit. You were a very considerate, kind and attentive group. We hope you will be able to visit us again soon. Many thanks for coming.

Wisconsin Auctioneers Association and
Ladies Auxiliary.

serving Ernest Freund and John Cummins.

Before Col. Donahoe introduced the last speaker, he informed the members that they had been so enthusiastic about the complimentary dairy products served daily in the hospitality suite that they had consumed 254 gallons of milk and 635 pounds of cheese. Now that's enthusiasm!

The convention concluded with an outstanding lecture on the art of communications, presented by Wisconsin Chamber of Commerce Executive Vice-President, Kenneth Haagensen.

"Communication is the major tool in all businesses," he began. "Verbal incompetence costs you more than an embezzlement. If we are merely informing people, we are not communicating. If people see what we write, do they really read it? If they hear, do they listen? True communication is understanding, and those who don't understand us may turn against us.

"Words are the currency of communication. How well you use your words is more important than a large vocabu-

lary. If people don't understand you, it's your fault. It is wrong to assume that others can understand your professional or technical jargon or that they know as much as you do.

"Listening has been the sole source of learning, and listening means trying to see the problem the way another person sees it. If you want people to listen to you, listen to **them**. You can do this by avoiding these five bad habits:

1. Erroneous word association.
2. Poor reaction or personality conflict with the speaker.
3. Mental arguing with the speaker.
4. Disinterest.
5. Distraction.

"Understanding is the basis by which problems are solved, and the answer to better understanding and communications rests in your hands."

Where will **you** be on December 31, 1979? With this wealth of knowledge gained at the 1970 convention and with boundless, unrelenting enthusiasm, you very well may make history.

On Wisconsin

By Dean Fleming, Atkinson, Nebr.

Only members of our Association whose state has been a host state, and who have assisted in putting on a National Convention can appreciate the terrific job done by Joe Donahue and his crew. I'm sure that I can speak for our entire membership when I say "Well Done" and On Wisconsin to greater years in the advancement of the Auction Profession.

We could offer praise to many of the fine speakers and may do so in later issues. However the "Right From the Heart" message Col. Earl Wright gave us would have been worth the cost of the entire convention and then some. Think about what he told us, think about his qualifications for passing judgement. If you didn't attend you missed a "State of the Union Message" all wrapped up in 20 Auctioneers' minutes.

After an afternoon tour of the Lower Wisconsin Dells area, my family and I headed back to Nebraska. With many

of us our hindsight is better than our foresight and I did realize that I overlooked complimenting our Past President Jim on his fine year at the head of our association. The record will show he served well and our association is on the move.

Assisting with the Ground Breaking Project was a real thrill to me. Excellent interest by Lincoln representatives as well as the press made Thursday August 13th a great day for all Auctioneers. Only a few from each generation have the delight and foresight to build for the future so other generations to come may have a firmer launching point to build from.

There is much work to be done, we all must help build, if we are all to profit. Next issue will carry the committee appointments. If you are asked to serve, give us the best service you know how — future generations will decide whether we have served well.

Wisconsin Setting Makes For Great Convention

Wisconsin auctioneers were long overdue in hosting a National Convention but they made up for lost time, and then some, when the opportunity was theirs. America's Dairyland, with all her attractions and beauty, was visited by auctioneers and their families from 38 states and two Canadian Provinces and of the 672 persons registered, none should have gone home without pleasant memories of the convention and its Wisconsin hosts.

Convention facilities were never better. The luxurious Hotel Pfister provided the proper setting for a memorable event. With all meeting rooms on one of the upper floors, away from the city's hustle and bustle, all members of the family had ample space for fun, fellowship and knowledge.

Alice in Dairyland greeted the guests at the opening Luncheon, Thursday noon, and the state's number one commodity was continuously before the registrants. A hospitality room, maintained by the Wisconsin Auctioneers Association, provided everyone with a plentiful supply of milk and cheese.

While this year's attendance was 17 short of last year's record in Roanoke, at least one new attendance record was established. Home state registration numbered 141 to top the previous record set by Ohio at Cincinnati, in 1963. But the Buckeye State was second high in numbers this year with 50 registrants. Rounding out the top five states in registration were Nebraska with 45, Illinois with 44, and Iowa with 40.

Following is a complete list of registrations by states as taken from the registration cards:

ARKANSAS—11

Mr. and Mrs. Fred Hiatt, Rogers
Mr. and Mrs. John B. Tucker, Little Rock
Mr. and Mrs. James Wilson, and two children and guest, Hot Springs
Mr. and Mrs. B. L. Wooley, Little Rock

CALIFORNIA—3

Mr. and Mrs. Ed Husiman, Galt
Mr. C. B. Middleton, San Diego

COLORADO—10

Mrs. Artie D. Baldwin, Denver
Cookie Lockhart, Steamboat Springs
Mr. Thomas L. Peach, Eagle
Mr. and Mrs. Howard Roland and son, Grand Junction

Mr. and Mrs. J. L. Sears, Ft. Lupton

Mr. and Mrs. Troil Welton, Wray

DELAWARE—2

Mr. Riley Jefferson, and guest, Lincoln

FLORIDA—9

Mr. and Mrs. R. K. Beebe, West Palm Beach

Mr. C. B. Drake, Ft. Lauderdale

Mr. and Mrs. Martin Higgenbotham, and two children, Lakeland

Mr. and Mrs. H. Earl Wright, Nokomos

HAWAII—6

Mr. and Mrs. Frank Gwinn, and two children, Kailua

Mr. and Mrs. Louis Stambler, Honolulu

IDAHO—4

Mr. and Mrs. Jim Messersmith, Jerome

Mr. and Mrs. Charlie Phelps, Ashton

ILLINOIS—44

Mr. and Mrs. Gail Cowser, Glasford

Mrs. Dan Danner, three children, and guest, Grayslake

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

Mr. and Mrs. Terry Dunning, Elgin

Mr. Michael M. Gordon, Chicago

Mr. and Mrs. Henry Hachmeister, and Jody, Pecatonica

Mr. Phil Hanson, Rockford

Mr. William Keeton, Harvey

Mr. J. C. Kornbrust, East Moline

Mr. and Mrs. Leo R. Kramper, St. Libory

Mr. Howard McAnly, Rochelle

Mr. and Mrs. Donald Maronde, Stillman Valley

Mr. and Mrs. John Modica, Chicago

Mr. and Mrs. Michael Modica, and three children, Chicago

Delece Norcott, Chicago

Mr. Fred Quick, Aurora

Mr. and Mrs. Virgil F. Scarbrough, Quincy

Mr. and Mrs. Fred Schneider, Yorkville

Mr. and Mrs. James Sims, Thompsonville

Mr. Ronald K. Stephenson, Sparta

Mr. Swanie Swanson, Sandwich

Mr. A. C. Thomson, Burlington

Mr. and Mrs. Charles B. Wade, Morrisonville

Mr. Henry J. Wiegand, Goodfield

Mr. and Mrs. Bob Wuebbels, New Memphis

INDIANA—32

Mr. Jim Bayman, South Whitley

Mr. Leo M. Boatwright, Columbia City



Col. John L. Cummins (left) receives plaque in recognition of his contribution to the National Auctioneers Association and the profession of auctioneering. President Jim Messersmith made the presentation of this and an identical award to Ernest Freund, pictured at the left on the right hand page. Both these men have served in the office

Mr. and Mrs. Jim Buckley, Shelbyville
 Mr. and Mrs. Bill Cooke, Griffith
 Mr. Everett E. Corn, Fairmount
 Mr. Roy L. Crume, Kokomo
 Mr. Tom Dunlevy, Jeffersonville
 Mr. and Mrs. Harvey C. Lambright,
 LaGrange
 Mr. and Mrs. Cecil Meier, and daughter,
 Madison
 Mr. and Mrs. D. D. Meyer, and three
 children, Vincennes
 Mr. and Mrs. Ernest Niemeyer, and
 daughter, and guest, Lowell
 Mr. and Mrs. Noble Ratts, Whitestown
 Dr. R. L. Reppert, Decatur
 Mr. J. Wilbur Duff Robbins, Indianapolis
 Mr. and Mrs. Romaine Sherman, Goshen
 Mr. Donald M. Sohn, Evansville
 Mr. and Mrs. Paul Taylor, Mariah Hill
IOWA—40
 Mr. and Mrs. Lennis Bloomquist,
 Pocahontas
 Mr. and Mrs. Warren Collins, Jesup

Mr. and Mrs. James Donnelly, Ft. Dodge
 Mr. and Mrs. Leland Dudley, Hampton
 Mr. and Mrs. Lyle Erickson, Cresco
 Mr. and Mrs. J. R. Hoyer, and two child-
 ren, Hillsboro
 Mr. Leon E. Joy, Ames
 Mr. and Mrs. Irving Leonard, Elkader
 Mr. and Mrs. Bob Mallinger, and daugh-
 ter, Sigourney
 Mr. Fred Neumeister, Dubuque
 Mr. and Mrs. Kenneth Mozena, Dubuque
 Mr. and Mrs. Clarence Prange, Charles
 City
 Mr. and Mrs. Wendell R. Ritchie,
 Marathon
 Mr. and Mrs. John Swartzendruber,
 Wayland
 Mr. Ray E. Sweeney, Waukon
 Mr. and Mrs. Earl Thies, and two child-
 ren, Ames
 Mr. and Mrs. Harold H. Van Syoc, and
 Sandy, New London
 Mr. Howard W. Vos, New Sharon



of President of the National Auctioneers Association in addition to long spans on the Board of Directors, varied committee assignments. Their generosity of time and talent is an illustration of how the NAA has been built. Cummins lives at Cynthiana, Ky., while Freund is a resident of Fond du Lac, Wis.

Mr. and Mrs. Bob Winegarden,
Pocahontas

KANSAS—14

Mr. and Mrs. Dick Brewer, and Cindy,
Mt. Hope

Mr. and Mrs. W. O. Harris, and son,
Wetmore

Mr. and Mrs. Fred Sherlock, St. Francis

Mr. and Mrs. Earl Whitehurst, three
children, and guest, Emporia

KENTUCKY—29

Mr. and Mrs. Adrian Atherton, Hodgen-
ville

Mr. and Mrs. J. H. "Jake" Barnard, Jr.,
Bowling Green

Mr. and Mrs. J. O. Briggs and son,
Stanton

Mr. John P. O'Connor, Owensboro

Mr. and Mrs. W. L. Crowder, and daugh-
ter, Bowling Green

Mr. John Cummins, Cynthiana

Mr. and Mrs. Wayne Kessler, and son,
Campbellsville

Mr. and Mrs. C. Roger Lewis, Morehead

Mr. and Mrs. Clarence Proffitt, Lamb

Mr. and Mrs. Rex Proffitt, Tompkinsville

Mr. and Mrs. Charles H. Switzer, and
two children, Cynthiana

MARYLAND—2

Mr. and Mrs. George Wittstadt,
Cambridge

MASSACHUSETTS—4

Mr. and Mrs. Charles Cornell, Lukesville

Mr. and Mrs. Phil Goldstein, Boston

MICHIGAN—14

Mr. Jim Brannan, and two guests,
Boyer City

Mr. and Mrs. Frank Gates, and son,
Litchfield

Mr. John M. Glassman, Eau Claire

Mr. and Mrs. Sherry Olin, and two child-

Mr. and Mrs. William Podell, and two
children, Grand Rapids

Mr. Doug Van Hill, Zeeland

Mr. Gary Van Hill, Zeeland

Mr. Garth W. Wilber, Bronson

MINNESOTA—8

Mr. Dale Butman, Pipestone
 Mr. and Mrs. Orlin Cordes, Red Wing
 Mr. Milo Fodness, Kenneth
 Mr. Alvin Kohner, Winona
 Mr. and Mrs. Maynard Knutson,
 Waterville
 Mr. Orville Schroeder, Caledonia

MISSISSIPPI—3

Mr. and Mrs. Toxey T. Fortinberry,
 Water Valley
 Mr. Lew Henderson, Gulfport

MISSOURI—14

Mr. and Mrs. H. Willard Arnaman, and
 son, Unionville
 Mr. and Mrs. Ken Barnicle, Ellisville
 Mr. Bob Broyles, Trenton
 Mr. Hugh V. Campbell, Chillicothe
 Mr. and Mrs. Dean Cates, and daughter,
 Kearney
 Mrs. Leona Drake, Baring
 Mr. Irv Landolt, Defiance
 Mr. Rod Phillips, Chillicothe
 Mr. Tony Thornton, Springfield

MONTANA—7

Mr. and Mrs. Frank Bass, Lewistown
 Mr. and Mrs. W. J. Bill Hagen, Billings
 Mr. Fritz Hoppe, Shelby
 Mr. and Mrs. R. J. Thomas, Billings

NEBRASKA—45

Mr. and Mrs. Albert Christensen, and
 two children, Pawnee City
 Mr. and Mrs. Mack P. Cosgrove, Omaha
 Mr. and Mrs. Vance Dunivan,
 Meadow Grove
 Mr. and Mrs. Dean Fleming, three child-
 ren, and Mrs. Mabel Fleming,
 Atkinson
 Mr. and Mrs. Pete Fowlkes, and daughter,
 Newman Grove
 Mr. Bernard Hart, Lincoln
 Mr. and Mrs. Albert Helzer, Cairo
 Mr. and Mrs. Duane Jensen, and three
 children, Newman Grove
 Mr. Dick Kane, Wisner
 Jan Merritt, Lincoln
 Mr. and Mrs. Virgil Olson, Grand Island
 Mr. and Mrs. Glenn Schwarz, and two
 children, Grand Island
 Mr. and Mrs. Jim Walker, Omaha
 Mr. and Mrs. Mylen Wegener, and four
 children, Cornlea
 Mr. William Wirges, Elgin
 Mr. Rex Young, and two nieces,
 Plattsmouth

NEW MEXICO—2

Mr. and Mrs. John A. Overton,
 Albuquerque

NEW YORK—26

Mr. and Mrs. Raymond Allen, and two
 children, Niverville
 Mr. and Mrs. Paul Calkins, and four
 children, Peru
 Mr. and Mrs. Doyt McGinnis and daugh-
 ter, Nedrow
 Mr. and Mrs. Pete Murray, and son,
 Ballston Lake
 Mr. and Mrs. T. Edison Ogden, Syracuse
 Mr. Harold Spoor, Baldwinsville
 Mr. and Mrs. David Tracy, Pavilion
 Mr. and Mrs. Morris Weinstein,
 Middletown
 Mr. and Mrs. Alfred V. Zogg, Jr., and
 daughter, McGraw

NORTH CAROLINA—8

Mr. Billy Dunn, Maxton
 Mr. and Mrs. G. T. Gilbert, Lincolnton
 Mr. and Mrs. W. Craig Lawing and
 daughter, Charlotte
 Mr. and Mrs. Kenneth W. Teague,
 Burlington

NORTH DAKOTA—15

Mr. and Mrs. Norman Aldinger,
 Cleveland
 Mr. and Mrs. Lester Lien and daughter,
 Harvey
 Mr. Bob Penfield, and Bert, Bowman
 Mr. and Mrs. Wilbert Kroh, Bismarck
 Mr. Dick Saunders, Hettinger
 Mr. and Mrs. Jim Smykowski, Cayuga
 Mr. and Mrs. Robert Steffes, Arthur
 Mr. Ed Wagner, Bismarck

OHIO—50

Mr. and Mrs. Dick Babb, Wilmington
 Mr. Cloyce C. Bradford, Worthington
 Mr. and Mrs. Newt Dilgard, Ashland
 Mr. and Mrs. R. E. Featheringham,
 Ashville
 Mr. and Mrs. Ford Good, Seville
 Mr. and Mrs. Andy Hasapis, and five
 children, Canal Fulton
 Mr. and Mrs. Wayne Hynus, Somerset
 Mr. and Mrs. Russell T. Kiko and son,
 Canton
 Mr. and Mrs. John Kireta, and two child-
 ren, Damascus
 Mr. and Mrs. Mearl Maidment, Bowling
 Green
 Mr. and Mrs. Bill McNamee, Kenton
 Mr. and Mrs. Hugh F. Murphy, Ada
 Mr. and Mrs. Dick Pfarr, Marysville
 Mr. and Mrs. Albert L. Rankin, Alger
 Mr. and Mrs. Neil Robinson, Mansfield
 Mr. and Mrs. Roger Rumbaugh,
 Homerville
 Mr. and Mrs. Don W. Standen, and son,
 N. Ridgeville

Mr. Jim Wagner, and four children,
Lorain

OKLAHOMA—10

Mr. Roy F. Georgia, Oklahoma City
Mr. and Mrs. B. L. Hickman, Oklahoma
City

Mr. and Mrs. Jerry F. Kudlac, Yukon
Mr. and Mrs. Melvin L. Rippetoe, Tulsa
Mr. and Mrs. Ronald Sutton, Shawnee
Mr. Ed Vierheller, Claremore

OREGON—1

Mr. Charles Morrison, Grants Pass

PENNSYLVANIA—26

Mr. Mervin W. Adams, Millersburg
Mr. William Boes, North Apollo
Mrs. Margaret Berry, West Newton
Mr. and Mrs. Henry Brooks, Wilkes Barre
Mrs. Selina Burrows, New Wilmington
Mr. and Mrs. George N. Deibert, and son,
Klingerstown

Mr. John T. Ensminger, Harrisburg
Mr. and Mrs. Clay C. Hess, Collegeville
Mr. Ralph W. Horst, Marion
Mr. and Mrs. Richard J. Moyer,
Spring City

Mr. Raymond H. Patterson, Eighty Four
Mr. and Mrs. Larry R. Reed, Falls Creek
Mr. and Mrs. Wylie S. Rittenhouse, and
two children, Uniontown

Mr. and Mrs. Pete Stewart, and two
children, Armagh

SOUTH CAROLINA—5

Mr. and Mrs. Curtis E. Cunningham,
Greenwood

Mr. Lloyd Meekin, Dillon
Mr. Fred Mullis, Lancaster
Mr. Sherrill Mullis, Lancaster

SOUTH DAKOTA—7

Mr. and Mrs. Les Goeman, and four
children, Lennox

Mr. Earl Penfield, Lemmon

TENNESSEE—34

Mr. and Mrs. Clive Anderson, Nashville
Mr. and Mrs. Lloyd Bradley and son,
Sevierville

Mr. and Mrs. Myers "Feller" Brown,
Madison

Mr. and Mrs. Bill Collier, and son,
Waverly

Mr. and Mrs. E. B. Fulkerson, Jonesboro
Mr. and Mrs. Ernest D. Hill,
Hendersonville

Mr. and Mrs. E. H. Lawson, and daughter,
Kingsport

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

Mr. and Mrs. Fred S. Ramsey and daugh-
ter, Madison

Mr. Jim Stevens, Nashville
Mr. Raymond E. Taggart, Memphis

TEXAS—4

Mr. and Mrs. Grover Howell, and two
children, Seagoville

VERMONT—2

Mr. and Mrs. Walter Flatow,
Waterbury Center

VIRGINIA—16

Mr. and Mrs. W. R. Cox, Richmond
Mr. and Mrs. Morris Fannon, and two
children, Pennington Gap

Mr. and Mrs. Clarence Marshall,
Hillsville

Mr. John E. Sutphin, Newport

Mr. and Mrs. Ronald Tull, Annandale

Mr. and Mrs. J. D. Vaughan, Keysville

Mr. and Mrs. W. E. Vaughan, two child-
ren, Keysville

WASHINGTON—14

Mr. and Mrs. Gerald Abhold, Renton

Mr. and Mrs. Ray S. Brock, Burbank

Mr. and Mrs. Bud Chapman, Seattle

Mr. Bob Heaverlo, Yakima

Mr. Bill Johnson, Seattle

Mr. and Mrs. Arthur A. Lee, Bellevue

Mr. and Mrs. Robert F. Losey Sr., and
two grandchildren, Renton

WEST VIRGINIA—6

Mr. and Mrs. Cleo L. Johnson, Fairmont

Mr. and Mrs. Jim McCutcheon, and two
children, Parkersburg

WISCONSIN—141

Mr. and Mrs. Jim Appleman, and three
children, Cashton

Mr. Chester K. Bell, Platteville

Mr. Ronald Bodart, Seymour

Mr. and Mrs. William K. Bodell,
Hazel Green

Mr. and Mrs. Robert Brandau, and three
children, Wilton

Mr. and Mrs. Lester M. Bue, Beloit

Mr. and Mrs. Norm Christensen,
Franksville

Mr. and Mrs. Earl F. Clauer, Mineral
Point

Mr. and Mrs. Paul Conrad, Westby

Mr. and Mrs. Earl Culp, Madison

Mr. and Mrs. Arthur Doede, Rosholt

Mr. Marlyn Doede, Rosholt

Mr. and Mrs. Joseph Donahoe and five
children, Darlington

Mr. and Mrs. James F. Esch, Shawano

Mr. and Mrs. Bud Fandrich, and three
children, Portage

Mr. and Mrs. Ernest C. Freund,
Fond du Lac

Mr. and Mrs. John L. Freund, Omro

Mr. and Mrs. Harold Gavin, and two
children, Baraboo

Mr. and Mrs. Dean George, Evansville

Mr. Paul George, Evansville



CLASS 1970 NATIONAL AUCTION INSTITUTE

Bryan, Texas

FIRST ROW: Larry Dunbar, Texas; Randall Faseler, Texas; Jack Baird, Texas; Jim Watson, Texas; Danny Wright, Ga.; Billy Tramel, La.; Eldon Yeager, Texas; Jack Seaton, Mo.; Gary Seaton, Kan.; R. H. Farnsworth, Texas; Walter S. Britten, Texas; Instructor.

SECOND ROW: Larry Massey, Miss.; Johnny Stulir, Texas; Ed Phillips, Texas; Lynn Faseler, Texas; Denise Drymalla, Texas; Mary Nell Britten, Texas; Gerald McAlpin, Miss.; Denver Barker, Texas; Fred Miller, Texas; Walter Millger, Ga.; G. H. Shaw, La.; Instructor.

THIRD ROW: Arthur Riedel, Texas; Don Wallace, Ala.; Anson Lockwood, Texas; Bill Vernadore, Texas; Ed Renfro, Texas; James Whittington, Miss.; Ronny Gibbs, Fla.; Eddie Jeffers, N. M.; Gail Ingram, Texas; Instructor.

FOURTH ROW: Richard Sodek, Texas; Tom Callahan, Tenn.; Tom Royals, La.; Buddy Lane, Texas; Melvin Young, Texas; Church Hay, Texas; Ronny Heiligman, Texas; John Adams, Texas.

Mr. and Mrs. Ray Gevelinger,
Dodgeville
Mr. and Mrs. Joseph Greene, Jr., Beloit
Mr. and Mrs. Jim Heike, and three
children, Mondovi
Mr. and Mrs. Walter C. Heise, and
daughter, Oconto
Mr. and Mrs. Neil C. Hilgenberg,
Shawano
Mr. Robert W. Hoffmann, Milwaukee
Mr. and Mrs. Wayne Huntzicker, Cashton
Mr. and Mrs. Bill Jones, Pickett
Mr. and Mrs. Foy Kneisel, Friendship
Mr. and Mrs. Arnold Kohlmetz,
Watertown
Mr. and Mrs. Ernie Kueffner, and three
children, Hartford
Mr. and Mrs. Don Lloyd, Oshkosh
Mr. and Mrs. E. J. McNamara, and two
children, Lancaster
Mr. John Monday, and Cindy, Madison
Mr. and Mrs. Terry Monroe, Muscoda
Mr. Neil E. Nelson, Westby
Mr. and Mrs. James O'Brien, Eden
Mr. and Mrs. Pat O'Brien, Eden
Mr. and Mrs. John H. Paffel, Comstock
Mr. and Mrs. K. M. Paulson, Suring
Mr. and Mrs. Gerald Pearson,
Plainfield
Mr. and Mrs. Donald J. Poller, Platteville
Mr. Eugene Pourchot, Oxford
Mr. and Mrs. Jack Reynolds, and two
children, Dodgeville
Mr. and Mrs. Lloyd Riek, and son,
Woodville
Mr. Pat Riley, Waupaca
Mr. and Mrs. Ray Ryan, Janesville
Mr. Gene Schmit, Grafton
Mr. Russell C. Schroeder, La Crosse
Mr. and Mrs. Walter C. Schroeder, and
three children, Ft. Atkinson
Mr. and Mrs. John Spies, Waterloo
Mr. Keith M. Stroud, Milwaukee
Mr. and Mrs. C. M. Sturgul, Shawano
Mr. Julius Temkin, Beaver Dam
Mr. and Mrs. LeRoy Teske, Berlin
Mr. and Mrs. Victor V. Voight,
Reedsville
Mr. and Mrs. Jerry Wilkinson, Muscoda
Mr. and Mrs. Everett L. Yoap, and three
children, Pound
Mr. and Mrs. Leonard Yoap, Pound
Mr. and Mrs. Walter A. Zeck, and son,
Eau Claire

CANADA—4

Mr. Ross H. Kemp, and son Jeff,
Stratford, Ontario
Mr. and Mrs. Dennis Streberg,
Camrose, Alberta

North Carolina Group Elects New Officers

By **BILLY DUNN**, Secretary

Charlotte's Holiday Inn was the site of the annual convention of the Auctioneers Association of North Carolina, June 27-28. Registration opened at 2:00 P.M. and a Board of Directors meeting convened at 2:30 P.M.

A banquet was held at 7:30 P.M. the first day with Rep. Jim Beatty, of Charlotte, as guest speaker. Mr. Beatty gave a most informative talk on the working of the House of Representatives at the State Capitol in Raleigh. In the Fun Auction that followed, Mr. Beatty sold his necktie for \$6.00.

On the second day, all auctioneers and their wives enjoyed Luncheon together with a business meeting following. Donald Cox, Paw Creek, was elected President; G. T. Gilbert, Lincolnton, 1st Vice President; John Sutton, Salisbury, 2nd Vice President; and Billy Dunn, Maxton, Secretary-Treasurer.

Open House At New Auction Facilities

July 13 marked the formal opening of J. L. "Lew" Henderson's place of business at Gulfport, Miss. Although he had operated under the same trade name, The Auction House, for the past eight years the operation now takes place in a newly decorated, air-conditioned building.

Gulfport's mayor, Philip Shaw, was on hand to cut the ribbon and 260 prospective customers visited the new facilities and viewed the antiques that were on display. These items had been consigned by Col. C. B. Arnette, Murfreesboro, Tenn., and were sold the following evening in the first sale in the new establishment. The auction was very successful, bringing more than \$9,000.

Henderson was the first president of the Mississippi Auctioneers Association. He is a graduate of the Missouri Auction School and a member of the National Auctioneers Association.

Special guest auctioneer at the opening auction was Col. Liston Shows, current President of the Mississippi Auctioneers Association.



The Ladies Auxiliary



Irene Erickson, Cresco, Ia., (right) receives the gavel signifying leadership from Virginia Brewer, Mt. Hope, Kas.

Dear Ladies,

Another successful convention is now a pleasant memory. Again, I say "thank you" to the Wisconsin auctioneers and their ladies, who did such a terrific job in planning activities for the entire family. Words can't begin to express my appreciation of the work Mora Freund, Janet Teske, Verna Lloyd, and all the Wisconsin ladies did in coordinating the tours, the very lovely Ladies Luncheon, beautiful table decorations, and being available to take care of any need that arose. It takes a tremendous amount of cooperative effort by every member to put on a successful conven-

tion for so many people, and this was quite evident in Milwaukee this year.

We were delighted to have our daughter, Cindy, and her husband, Larry McCaskill, with us this year to share in the fun. Dick and I always look forward to renewing friendships with those we have met over the many years that we have attended, as well as meeting and becoming acquainted with those of you who have never attended a National Convention before.

Those of us who attended the Past Presidents' Brunch at Watt's Tea Shop had such an enjoyable time visiting, and we sincerely missed you who were unable to be present.

It was a real honor to serve as President of the Ladies Auxiliary to the NAA, and thanks to you all for your wonderful cooperation and help during this past year. I hope you will extend the same courtesy to our new President, Irene Erickson.

Sincerely,
Virginia Brewer

Dear Friends:

I feel very honored to have been elected as president of the Ladies Auxiliary. I also feel very inadequate, but, with your help, I am sure we will have a very good year. When I attended my first convention in 1952, and joined the Auxiliary, the last thing in my mind, I am sure, was that I would ever be president of this wonderful organization.

It was wonderful to see so many of you at Milwaukee and I wish to say a big, big, "Thank you" to everyone who had any part in making this convention such a wonderful event. I especially wish to thank the Ladies' Chairman, Mora Freund, and her Co-Chairman, Janet Teske, and all the Wisconsin ladies for arranging such a wonderful program for the ladies and children. This took a lot of cooperation and long hours of work. Those of you who were unable to attend this year, start making plans NOW for next year's convention in Nebraska.

The Auxiliary, at their Board of Directors meeting, voted to donate an additional \$150.00 toward the NAA Building Fund, and, God willing, we will have our new building by convention time next year.

I am going to ask a favor of you gals for this coming year. Please, when you have a spare minute write a line for The Auctioneer magazine. A line of greeting, a good hint or recipe, a news item, etc. Let's make our "Ladies Pages" really "pages of interest" for everyone this year.

Thanks again to all of you and if I can be of assistance to any of you at any time feel free to contact me.

Sincerely,
Irene Erickson
NAA Auxiliary President

Old prosecutors never die. They just lose their appeal.

**More
Convention
News
and
Pictures
Next Month**

**THE LADIES AUXILIARY TO THE
NATIONAL AUCTIONEERS ASS'N.
OFFICERS 1970-1971**

PRESIDENT:

Mrs. Lyle (Irene) Erickson
Cresco, Iowa

1ST VICE PRESIDENT:

Mrs. Grover (Willie) Howell
Seagoville, Texas

2ND VICE PRESIDENT:

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

SECRETARY-TREASURER

Mrs. Dean (Jean) Fleming
Atkinson, Nebr.

HISTORIAN:

Mrs. Sherry (Elinor) Olin
Sparta, Mich.

DIRECTORS:

(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

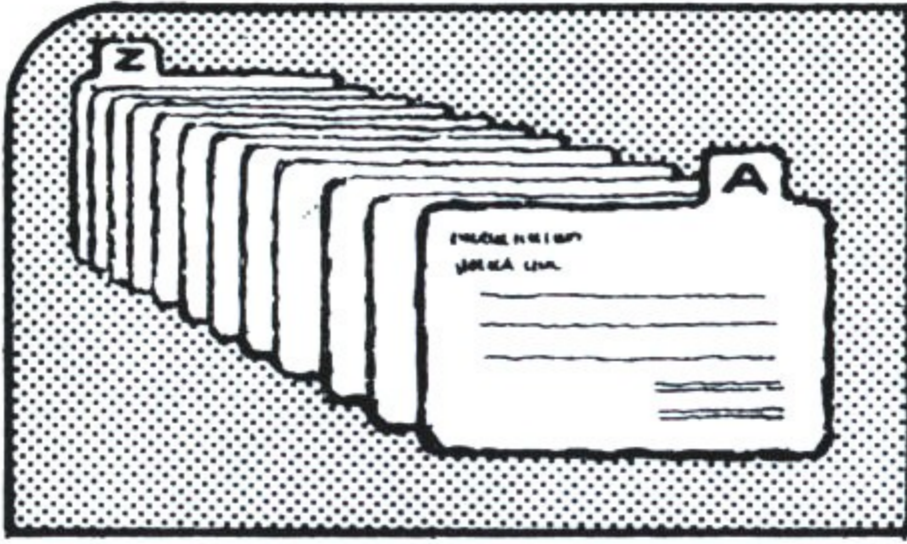
Mrs. J. W. (Ann) Donahoe,
Darlington, Wisc.

(TERMS EXPIRES 1971)

Mrs. Dick (Kay) DeWees,
Prairie Village, Kansas

Mrs. Bob (Winona) Penfield,
Bowman, N. D.

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



Membership

Memberships processed June 16 through August 15th:

- * Darrell Cummings, Ohio
- * Tommy Palmer, Nebraska
- * Irvin H. Connell, Kentucky
- * Lee Gaston, Kentucky
- Aleck Gribbins, Kentucky
- * P. E. "Rocky" Wilder, New Mexico
- Bobby Carleton, Missouri
- Robert Arnold, Missouri
- J. C. Harper, Jr., Texas
- Fred Williams, Arkansas
- Earl Youngren, New Mexico
- * Arthur Bennett, Quebec
- Morris Gardner, Montana
- * Lee Hestekin, Montana
- Paul Schultes, Montana
- * Wallace Westermarck, Montana
- * Meredith Hill, Indiana
- Gardner Morrill, Maine
- George Morrill, Maine
- Hugo Ward, Idaho
- David Scholl, Iowa
- Harold Corderman, New York
- D. Frank Crim, Virginia
- Robert Langley, New York
- * Elizabeth Bowles, California
- Del Strommen, Montana
- * Mike A. Newton, Alaska
- * Jedd R. Van Kampen, Utah
- * V. R. Bevercombe, British Columbia
- * Larry Axler, California
- * Wendall R. Portman, California
- * David V. Brauer, Washington
- Pat Riley, Wisconsin
- Robert Brandau, Wisconsin
- Arold Peterson, Wisconsin
- Myrle Lloyd, Wisconsin
- John Spies, Wisconsin
- Lloyd Riek, Wisconsin
- Arnold Kohlmetz, Wisconsin
- Marlyn Doede, Wisconsin
- Art Doede, Wisconsin
- Russell Schroeder, Wisconsin
- Wayne Huntzicker, Wisconsin
- Peter Faith, Wisconsin
- Foy Kneisel, Wisconsin
- Jacob Posthuma, Wisconsin
- Lee Hyde, Wisconsin
- Roy Oberreich, Wisconsin
- Ernest Freund, Wisconsin
- Richard Freund, Wisconsin
- Neil Nelson, Wisconsin
- Gerald Pearson, Wisconsin
- Eugene Frederick, Illinois
- * Tom Frederick, Wisconsin
- Eldon Schraepfer, Wisconsin
- Larry Brandel, Wisconsin
- * Hope L. Waldecker, Wisconsin
- Pat O'Brien, Wisconsin
- Merton Dobberke, Wisconsin
- Ernie Kueffner, Wisconsin
- Ernie Kueffner, Jr., Wisconsin
- Lester Bue, Wisconsin
- Don Lloyd, Wisconsin
- LeRoy Teske, Wisconsin
- Bill Jones, Wisconsin
- John Monday, Wisconsin
- James Esch, Wisconsin
- Gerald Wilkinson, Wisconsin
- Harold Gavin, Wisconsin
- Ray Gevelinger, Wisconsin
- Dean George, Wisconsin
- Paul George, Wisconsin
- Joe Donahoe, Wisconsin
- Victor Voight, Wisconsin
- Walter Zeck, Wisconsin
- James Heike, Wisconsin
- * Joe Schreiber, Wisconsin
- Julius Temkin, Wisconsin
- Phil Majerus, Wisconsin
- Charles Fandrich, Wisconsin
- Earl Clauer, Wisconsin
- Jim O'Brien, Wisconsin
- James Appleman, Wisconsin
- Ed McNamara, Wisconsin
- Joseph Greene, Jr., Wisconsin
- Joseph F. Dugan, Wisconsin
- John H. Paffel, Wisconsin
- * Don Teasdale, Wisconsin
- * Rodney E. Behnke, Wisconsin
- A. L. Splettstozer, Wisconsin
- William Bodell, Wisconsin
- George Felten, Wisconsin
- * Donald D. Zimbelman, Montana
- * Howard Raser, Montana
- * Ken Huber, Illinois
- * Wilma F. Wilkins, Florida
- * Owen Taylor, Massachusetts
- * Stephen T. Webster, Maryland
- Bill Johnson, Washington
- Byron Rogers, Kentucky
- Ed H. Broline, Texas
- Jack E. May, West Virginia
- Jesse W. Aringdale, California
- * Don Dirks, Nebraska

Let There Be No Doubt!



who is in charge of the sale!

The fall season is now here and we have received our winter hats and are ready to start shipping. Take a look at your present hat. Does it do you justice? If not get your order in today. Nothing sets you off better than a nice hat.

For the benefit of all the new members this "Auctioneer" hat is of the finest felt and is Silver Belly in Color (light gray) with red satin lining and the National Auctioneers emblem in the top (inside) with "Auctioneer" stamped in the sweat band. They come with 2" – 2-3/8" brims. We also have the "Auctioneer" hat in summer straw with the same brim widths.

Since we first started supplying the "Auctioneer" hats the prices to us have increased three times, but we will continue to sell them at the original price until January 1, 1970, after which time we will be compelled to raise the price.

Get your order in now and please state size, brim width and who will wear the hat as we put the name of the owner in the sweat band.

FELT OR STRAW – \$11.95 plus 4% Sales Tax

COLONEL W. CRAIG LAWING

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

Telephone: Area Code 704/ Office 399-6372

Home 399-3260

* Charles L. Stigen, Minnesota
 Marcel Reisch, Minnesota
 * Jack Murray, Kansas
 * Lynn Huffman, Kansas
 George F. Van Deree, New Jersey
 Walter Wiegmann, Indiana
 Charles Macy, Kansas
 * James Pennypacker, Pennsylvania
 Richard Schroyer, Jr., Pennsylvania
 Clair Kerns, Pennsylvania
 Jim Hush, Kansas
 Wilbur Jacobs, Ohio
 Robert Harvey, Tennessee
 Ben E. Lewis, Tennessee
 John P. Lewis, Tennessee
 Darrell Murray, Tennessee
 Eugene Kirsch, Arkansas
 F. E. Springer, Oklahoma
 * Roger Allen, Illinois
 Laird N. Glover, Indiana
 Jim Walker, Nebraska
 * William Keeton, Illinois
 * David F. Stegall, North Carolina
 Joe F. Johnson, North Carolina
 * Bo Bo Reinhardt, South Carolina
 Donald Cox, North Carolina
 James Gavin, Wisconsin
 * Verne T. Bradenburg, Wisconsin
 * Vernon B. Schlieff, Louisiana
 * John C. Reddiconto, New York
 L. M. Sweet, Florida
 John R. Potts, New Jersey
 Dale Brown, Arkansas
 Ray Wright, Kentucky
 * K. A. "Jake" Lieber, New York
 Alvin Willis, Arkansas
 * Earl Davis, Kentucky
 Chuck Jacobs, Iowa
 B. D. Shearer, North Carolina
 Eugene S. Hopper, California
 * Gene Willhite, Missouri
 * Stanley Mashack, Wisconsin
 William Wirges, Nebraska
 * Ralph R. Losinno, New York
 Wayne Ediger, Minnesota
 Bob Koty, New Jersey
 Carol J. Honnold, Illinois
 L. R. Ketcherside, Kansas
 Norman Wilder, Tennessee
 Pack Porter, Tennessee
 Ray Sims, Missouri
 E. C. Jenkins, California
 Ward Reesman, Nebraska
 Lyle E. Knotts, Nebraska
 E. A. Camfield, Nebraska
 * Raymond Sandlin, Kentucky
 Ralph E. Smith, Kansas
 Victor Bagley, Jr., Missouri
 Doyle Dawson, Nebraska
 Terry Bentler, Nebraska

Bill Blank, Nebraska
 William Hamilton, Nebraska
 Marvin Spitsnogle, Nebraska
 A. L. "Pug" Horn, Nebraska
 Avery Forke, Nebraska
 Don Forke, Nebraska
 Harry Galusha, Nebraska
 Bernard Baragary, Kansas
 Harold Siegel, Nebraska
 Henry Neuhaus, Nebraska
 * Richard Galusha, Nebraska
 Elmer Galusha, Nebraska
 Sidney White, New Jersey
 Leo Bishard, Kansas
 Don Gooden, Kansas
 J. W. Shapley, Indiana
 Mike Gordon, Illinois
 Lavern Scarborough, Nebraska
 V. R. Shimerka, Nebraska
 Al Cunningham, Nebraska
 Ernest Weller, Nebraska
 Earl S. Bliss, Illinois
 Meredith Richwine, Indiana
 James Giller, Illinois
 Herman Rabe, Kansas
 John F. Brown, Missouri
 G. H. Shaw, Louisiana
 Barr Harris, Maryland
 Harold Asbury, Indiana
 J. F. Sanmann, Indiana
 Roland Reppert, Indiana
 Homer Snyder, Maryland
 Gaylen Toms, Michigan
 Dean Ellner, Kansas
 Henry Bergen, Nebraska
 J. P. King, Alabama
 B. C. Mitchell, California
 Thomas Caldwell, California
 Bob Stanley, California
 Sanford Hughes, Kansas
 Bud Butts, Kansas
 Donald Dain, Kansas
 Lon Frieden, Missouri
 Johnny Sutton, North Carolina
 * Lloyd Arnett, Ohio
 Tom O'Farrell, Maryland
 H. Earl Wright, Florida
 Paul Perry, Arizona
 Marvin Larsen, Nebraska
 Leo Rychecky, Nebraska
 Allan Norris, Nebraska
 E. Allan Nixon, New Jersey
 Jewett Fulkerson, Missouri
 Irvin Landolt, Missouri
 John Overton, New Mexico
 Jerry Goeman, Nebraska
 Roy Brooks, III, New Jersey
 Carl Tebo, Indiana
 Donald Godwin, Kansas
 Don Legere, Kansas

Stanley Stout, Kansas
 Donald Maronde, Illinois
 George Nichols, New York
 William Dippel, Idaho
 Howard Kichline, Georgia
 John O'Fallon, Illinois
 * Everett Fidler, Ohio
 * Jack Dillard, Texas
 Murry Spinner, California
 Charles D. Rudd, Florida
 Herbert Sukrow, Nebraska
 Don Strotheide, Nebraska
 Carl H. Shaw, Maine
 Milton J. Woody, Kansas
 E. R. Harrison, Kansas
 George Morse, Kansas
 James Werth, Kansas
 George Wittstadt, Maryland
 Norman Levy, Michigan
 Donald Maloney, New York
 William Maloney, New York
 John W. Doane, Indiana
 R. C. Miller, Indiana
 Tom Flesher, Indiana
 Mel Liechty, Indiana
 Floyd Fletcher, Indiana
 Bill Sweeney, Illinois
 Bill Decker, Illinois
 Donald Wolf, Illinois
 Robert Mallory, Illinois
 * Nevlyn Christeon, Illinois
 Charles Knapp, Illinois
 George Borum, Illinois
 W. P. Drake, Illinois
 Sproull Dempsey, Georgia
 Emil Iwanski, Illinois
 Clair Clark, Minnesota
 William Tutt, California
 Oliver Chase, Massachusetts
 Milton J. Wershow, California
 E. B. Fulkerson, Tennessee
 Fulton Beasley, Tennessee
 Haskell Ayers, Tennessee
 George H. Kelley, Tennessee
 Hazel R. Phillips, Tennessee
 Clay Metz, Tennessee
 Buford Evans, Tennessee
 Beeler Thompson, Tennessee
 Billy H. Howell, Tennessee
 Ralph Masengill, Tennessee
 E. H. Lawson, Tennessee
 Warren Easter, Tennessee
 John F. McLean, Tennessee
 M. C. Bowers, Tennessee
 Sam Furrow, Tennessee
 Dan E. Caffey, Tennessee
 Ben W. Gary, Tennessee
 Hubert D. Songer, Tennessee
 James H. Richardson, Tennessee
 James B. Stiner, Tennessee



Col. F. E. "Red" Springer, Red Oak, Okla., displays his award for winning first place in an auctioneers contest held in connection with the Oklahoma State Auctioneers Convention during the summer.

C. B. Arnette, Tennessee
 William H. Collier, Tennessee
 John Edd Blalock, Tennessee
 Myers "Feller" Brown, Tennessee
 Dewey G. Hurley, Tennessee
 Hoyt T. Walker, Tennessee
 A. A. Robinson, Tennessee
 Eugene Harris, Tennessee
 Clive Anderson, Sr., Tennessee
 George Miller, Jr., Tennessee
 C. B. McCarter, Tennessee
 Fred "Doc" McCarter, Tennessee
 Frank Walden, Tennessee
 Jim Stevens, Tennessee
 R. P. "Bob" Keller, Tennessee
 * F. L. Satterfield, Tennessee
 * Alexander MacDonald, Tennessee
 * Roy C. Orr, Tennessee
 * John E. Gillum, Tennessee
 H. C. Jessee, Tennessee
 Floyd T. Maden, Tennessee
 Oliver A. Smith, Jr., Tennessee
 William A. Parks, Jr., Tennessee
 Joe Hawkins, Tennessee
 Fred R. Hobbs, Tennessee
 J. Paul Richardson, Tennessee
 J. Robert Hood, Tennessee
 Billy Hobbs, Tennessee
 Jerry Cash, Tennessee
 M. C. Miller, Jr., Tennessee
 Gale D. Copeland, Tennessee
 Paul L. Burger, Tennessee
 David E. Patterson, Tennessee

James C. Durham, Tennessee
 David O. Hardin, Tennessee
 Don O. King, Tennessee
 Roy Douglas Hobbs, Tennessee
 Carl A. Hobbs, Tennessee
 Ernest D. Hill, Tennessee
 Richard W. Bethea, Tennessee
 Robert Kuykendall, Tennessee
 Hugh Howell, Jr., Tennessee
 Ottis Kemp, Tennessee
 William C. Jones, Tennessee
 Tom Dement, Tennessee
 Rubert Ainley, Tennessee
 John "Skeets" Eskridge, Tennessee
 Johnny Holland, Tennessee
 Bill Jackson, Tennessee
 H. Jack Stewart, Tennessee
 Kenneth Saunders, Tennessee
 James Matthews, Tennessee
 Bryan L. Swilley, Tennessee
 Charles Sherritze, Tennessee
 Therold Richardson, Tennessee
 Robert L. Freeman, Tennessee
 J. R. "Dick" Freeman, Tennessee
 J. Carl Vance, Tennessee
 Jerry Kiddy, Tennessee
 Charles Glenn Webb, Tennessee
 J. R. Rutledge, Tennessee
 Clayton Rutledge, Tennessee
 William Lynch, Tennessee
 Albert J. Durham, Tennessee
 Lawrence M. Range, Tennessee
 Hugh B. Key, Tennessee
 George E. Thomason, Tennessee
 C. O. Rainwater, Tennessee
 Loy C. Tillotson, South Dakota
 Dick Payne, South Dakota
 Marion Wooten, South Carolina
 B. L. "Lee" Hickman, Oklahoma
 Roy F. Georgia, Oklahoma
 * Jessie Copeland, Tennessee
 James Rodgers, Massachusetts
 Patricia Smalley, Massachusetts
 Frank Onischuk, Massachusetts
 Ralph Hughes, Jr., New Jersey
 Dale Rawdin, Illinois
 F. H. Pelate, Illinois
 Howard Harris, Jr., New Jersey
 Jim Hill, Florida
 George Kittrell, Florida
 Kenneth LaBadie, Michigan
 H. V. Schwalbe, Louisiana
 Robert Pasnokot, Missouri
 Johnny George, Georgia
 Jerry Dicken, Missouri
 Dennis L. Wilson, Kansas
 Cliff Gorrell, Ohio
 F. B. Gorrell, Ohio
 David Botello, California
 L. H. "Bing" Carter, Kansas

Victor Nash, California
 Edward Potter, Oregon
 * Gene Densmore, Michigan
 * Neil Hilgenberg, Wisconsin
 C. M. Sturgul, Wisconsin
 Fritz Koeller, Wisconsin
 * Guy Thomas, Michigan
 Gaylon Souvignier, South Dakota
 Vernon McCracken, Missouri
 Robert Bishop, Florida
 * Edward McConnell, Massachusetts
 Jacob Arnold, Kansas
 Larry Dealey, Ohio
 E. L. Harding, Missouri
 Paul Bastin, West Virginia
 Joseph Sedmera, Florida
 LeRoy Alons, North Carolina
 Roy Sanch, Michigan
 Vance Dunivan, Nebraska
 Charles Tharp, Nebraska
 Frank Tharp, Nebraska
 Rex Anderson, Nebraska
 Willis Woodring, Nebraska
 Charles Corkle, Nebraska
 James Cohen, Virginia
 David S. Wright, Maryland
 * Benjamin Garcia, West Virginia
 * Jack G. Charlesworth, Georgia
 Larry Gonser, Michigan
 Cliff Mitchell, Minnesota
 Florence Cornell, Massachusetts
 J. C. Kornburst, Illinois
 F. E. Fitzgerald, North Dakota
 Bill Yoder, Indiana
 William Brock, Oklahoma
 Craig Wilcox, New York
 J. Linehan Pinckney, South Carolina
 * Robert Hoffman, Wisconsin
 Arthur Mahnke, Wyoming
 R. A. "Dick" Mader, Wyoming
 Gary Woodring, Nebraska
 Bill Sheets, West Virginia
 Herman Hart, Ohio
 Frank E. Durbin, Kansas
 Terry Duggins, Missouri
 George Mann, Missouri
 Marion Stickle, New Jersey
 James Stickle, New Jersey
 Donald Sohn, Indiana
 Thomas E. Taylor, Ohio
 James Cushing, Illinois
 Francis Haley, South Dakota
 Paul Smith Pickens, West Virginia
 Max Bixler, Oklahoma
 Donald Babbitt, Minnesota
 Ralph Zimmerman, Maryland
 Harry Kerns, Ohio
 E. D. Ridenour, Ohio
 W. Craig Lawing, North Carolina
 Tom Matthews, Maryland



A new year ahead and a new leader! Jim Messersmith, Jerome, Ida., (right) presents gavel to the 1970-71 leader, Dean Fleming, Atkinson, Nebr.

Joe Skeen, Illinois
 Albert Camire, Jr., Oklahoma
 David S. Weinstein, New York
 Ken Atkinson, Oklahoma
 William Emerson, New York
 Wayne Pike, Minnesota
 W. Hugh Ownby, Virginia
 Hubert Chambers, Virginia
 Fred Bate, Georgia
 Philip Costin, Florida
 Harry Eiler, Nebraska
 Bill McNamee, Ohio
 Joseph W. Champagne, Jr.,
 Rhode Island
 George H. Shields, Jr., Virginia
 Howard E. Philips, Tennessee
 J. B. Woodin, Tennessee
 L. Paul Monks, Tennessee
 L. Clyde White, Tennessee
 Delmus Trent, Tennessee
 John Louis Jones, Tennessee
 Charles L. Miller, Tennessee
 G. S. Gordon, Tennessee
 Bill Daniel, Tennessee

Duane Wilder, Tennessee
 Cecil Hurst, Tennessee
 Charles W. Clements, Tennessee
 R. H. Goetsch, Oklahoma
 Crawford McFetridge, New York
 Willis Groen, Washington
 Arnold Wilson, Ohio
 Keith Reid, Illinois
 Robert Sigler, Ohio
 Robert Cooper, Florida
 Edward Pekarovich, Jr., Illinois
 Samuel Mannis, California
 Glenn Jones, Oklahoma
 Carson Fast, Ohio
 Richard Bagley, Ohio
 Stephen Cardelli, Maine
 Marvin Mayers, Kansas
 Leonard Heidrick, Kansas
 Clifford Reese, Kansas
 Ted Augustine, Kansas
 Billy C. Butts, Michigan
 Edward King, Ohio
 Milton Crosby, Connecticut
 Frank Wine, West Virginia

Grant I. Harding, Maryland
 Clay Powell, Oklahoma
 Russell E. Clark, New Jersey
 Willie Reese, Michigan
 Charles Coulter, California
 Lewis Trimble, California
 James E. Mozeley, North Carolina
 Donald Mox, Ohio
 Donald Tynatishon, New York
 Wayne Casteel, Oklahoma
 Gordon Reid, Massachusetts
 * Harold Walker, Pennsylvania
 W. M. Ciez, Pennsylvania
 Harry Davis, Pennsylvania
 David Weaver, Pennsylvania
 Roy Fair, Pennsylvania
 George Paich, Pennsylvania
 Quinton S. Canon, Pennsylvania
 * Norbert Richter, Illinois
 * Howard W. Schwenn, South Dakota
 Charlie Bennett, Missouri
 Lee Stewart, Arkansas
 Van L. Smith, Ohio
 Harold Hilliard, Illinois
 Orval Free, Oklahoma
 G. W. Croddy, Indiana
 Buster Hewkin, Missouri
 Donald Kent, New York
 Chris B. Dawson, Ohio
 Norvel T. Reed, Jr., New York
 Dick I. Boyd, Oregon
 John Kasten, Illinois
 Jack Perry, New York
 Mennell Mullins, New Mexico
 R. C. Westbrook, Wyoming
 Vernell Qualm, South Dakota
 Brent Wilber, Michigan
 Mildred Alexander, Kansas
 S. G. Meyer, South Dakota
 * M. K. Bowling, California
 A. C. Echols, Jr., Virginia
 Si Williams, Idaho
 J. O. Sowers, Kansas
 * Eldora Irene Sowers, Kansas
 Johnny Koske, Florida
 John Banbury, Kansas
 Jerry Kemp, Florida
 Raymond Kreves, Ohio
 Charles Furr, Virginia
 Robert Gerhart, Michigan
 Robert Burkheimer, Maryland
 Donald Day, Ohio
 Leo Brown, Oklahoma
 J. Kent Pfaff, North Carolina
 Richard Nelson, Illinois
 B. Everett Johnson, Minnesota
 Duane Oberlin, Indiana
 George K. Dukes, North Carolina
 David Stenberg, South Dakota
 Lorne M. Best, Michigan

M. H. Calhoun, Ohio
 Ronald Reed, New York
 Freeman Smith, Alabama
 Norman Kirkbride, New Jersey
 Gloria Frazee, New Jersey
 Lewis C. Dell, Florida
 Lane Hyett, Illinois
 W. O. Harris, Kansas
 Jack White, Missouri
 Orren J. Brittingham, Maryland
 Harold Talley, California
 Homer Stephens, Ontario
 Tom E. Hays, Ontario
 Earl Chumbley, Tennessee
 Margie Chumbley, Tennessee
 Charles M. Jessee, Tennessee
 Wayne Holly, Tennessee
 Leon Richardson, Tennessee
 William L. Suddarth, Tennessee
 John W. Rigsbee, New York
 Warren H. Waldrep, Georgia
 Elwood G. Heller, New Jersey
 Dick Kues, Illinois
 John Pinelli, New Jersey
 * Jerry Nucholls, Sr., Missouri
 Jason Gardner, Ontario
 R. H. Jagers, Nebraska
 Donald Furrer, Indiana
 O. E. Carpenter, Kansas
 Forest Witthar, Oregon
 Byron Carpenter, Kansas
 James Turbeville, Kentucky
 C. E. Middleton, California
 A. C. Dunning, Illinois
 Henry Hachmeister, Illinois
 John Modica, Illinois
 Mike Modica, Illinois
 Fred Quick, Illinois
 Fred Schneider, Illinois
 Charles Wade, Illinois
 Frank Gates, Michigan
 * Emery Henn, Minnesota
 * Darlene McGinnis, New York
 Pete Murray, New York
 Alfred Zogg, Jr., New York
 G. T. Gilbert, North Carolina
 Kenneth Teague, North Carolina
 Richard Saunders, North Dakota
 * William Jesset, Ohio
 Jerry Kudlac, Oklahoma
 Ron Sutton, Oklahoma
 * Raymond Taggart, Tennessee
 Morris Fannon, Virginia
 Arthur Lee, Washington
 Jim McCutcheon, West Virginia
 * Walter Schroeder, Wisconsin
 Everett Yoap, Wisconsin
 Leonard Yoap, Wisconsin
 Virgil Scarbrough, Illinois
 Ford Good, Ohio

CHOICE FEEDERS

CALVES - COWS - LAMBS

3,500 - 5,000 Sheep & Lambs **EVERY**
1,500 - 2,000 Cattle & Calves **WEEK**

—Special Sheep Sales—

Every Friday & Saturday - Aug. thru Dec.

HEAVY FEEDER SALES

Monday, Sept. 14th, 11:00 A.M.—BOWMAN

Friday, Sept. 18th, 11:00 A.M.—HETTINGER

Special Calf and Yearling Sales Every Monday
Special Sheep Sales every Saturday
Horse Sales last Saturday of every month, 7:00 P.M.
—THESE SPECIALS AT BOWMAN—

NORTH DAKOTA'S FIRST GRADED FEEDER

CATTLE SALE

Friday, Oct. 30th—ALL BREEDS—Hettinger, N. D.

**HETTINGER AUCTION
MARKET, INC.
Sales every Friday
Ph. 567-2560 or 567-4247
HETTINGER, N. D.**

**HOME BASE AUCTION
MARKET, INC.
Sales every Monday and Saturday
Ph. 523-2931 Day or Nite
BOWMAN, N. D.**

BOB PENFIELD - DICK SAUNDERS

Owners and Operators

Raymond W. Allen, New York
 * Bill Dunn, Missouri
 * John Wert, Idaho
 * Anson Lockwood, Texas
 Lynn Walters, Oregon
 Floyd Dougherty, Michigan
 Robert Vaughan, Kansas
 * Carroll Cannon, Georgia
 William Blain, Ohio
 Kenny Smith, Ohio
 J. Martin Haywood, North Carolina
 David Williams, Sr., Georgia
 Crawford Carroll, Delaware
 Cliff Batchelder, California
 Bob Fink, Ohio
 William Kent, New York
 Carl Wattenbarger, Tennessee
 Dwight Miller, Indiana
 Tom Reese, Virginia
 Roy Hill, Minnesota
 Philip Wells, Jr., Illinois
 W. C. Smith, Jr., South Carolina
 Jack Sheets, Kansas
 Walter Price, Indiana
 Ron Ploeg, Washington
 Richard Groves, Illinois
 Sigmond Shore, Illinois
 Harold Lacy, Washington
 Jack Fritts, Missouri
 Tom Whittaker, Vermont
 Herb Bambeck, Ohio
 Donald Porter, Indiana
 George Bollinger, Maryland
 William Vosburgh, Jr., New York
 Earl Pigg, Indiana
 Emerson Lehman, Indiana
 Lawrence Feduccia, Louisiana
 L. H. Jewell, Ohio
 Douglas Schuur, Michigan
 Jack Bowles, Florida
 Arnold Fast, Kansas
 Jim Hollinger, Kansas
 Clair Martin, Maryland
 C. Garth Semple, Ohio
 Forest Boling, Indiana
 William Cloes, Washington
 Dave Kessler, Ohio
 Stan Haworth, Virginia
 Roy Boyer, Jr., Nebraska
 Arlie C. Weddington, Tennessee
 * Ralph Collier, Tennessee
 Bob Winton, Tennessee
 J. Newt Billings, Tennessee
 Wilson Woods, West Virginia
 Carl V. Stahl, Ohio
 Claude Elkins, Ohio
 Gene Navalesi, New Mexico
 * John Plumstead, New York
 Wayne Willett, Kansas
 Dale Rush, North Carolina

Bernie Bishop, Tennessee
 James Godbee, Oklahoma
 Paul S. Hilton, Virginia
 Willard Barnes, Kansas
 Merlin Woodruff, Ohio
 Wilbur S. Brock, West Virginia
 Jimmie McPhearson, Oklahoma
 * Roy A. Guarr, Alabama
 H. Orville Davis, Massachusetts
 * William Smith, Florida
 * Tolman Udell Meyers, Indiana
 George Warren, Kansas
 Richard Stene, South Dakota
 Joe McGill, Nebraska
 Roger Lee Towner, Indiana
 Ted Counts, Virginia
 Paul Robinson, Ohio
 R. E. Baxla, Florida
 Martin J. Ford, Washington
 Christopher Adams, New York
 Lester Johnson, Michigan
 Melvin Penning, Illinois
 Dick Yager, Wyoming
 Dwight Dutton, Ohio
 Richard Kiko, Ohio
 Jon Cook, Virginia
 Brady Allman, West Virginia
 * Robert Baber, Ohio
 Bob Crockett, Ontario
 Verlon Freeze, Tennessee

* Denotes new membership

Ohio Ladies Enjoy A Good Summer Meeting

The Ohio auctioneers and their ladies enjoyed another very fine state sponsored meeting at one of Ohio's outstanding beauty spots—Atwood Lodge, near Delroy, on June 13-14. The first evening was spent in dancing and the renewal of old friendships. A buffet lunch was served.

The Ladies Auxiliary meeting on Sunday morning was attended by 35 members and guests. Mrs. Ruth Lebo, North Canton, Ohio, demonstrated how ceramics were made and decorated. She also had a number of pieces of her handiwork on display.

At noon the ladies joined their husbands for Luncheon and heard the guest speaker, Mr. Fred Knauf, a Dale Carnegie instructor. A number signified their intentions of attending the National Convention in Milwaukee.

Mrs. Roger Rumbaugh
Secretary

Building In Progress !!!

August 13, 1970, was an historic day for auctioneers and the profession of auctioneering. It was on that date the first shovel of dirt was turned for the new building that will house the National Auctioneers Association.

At their meeting in Milwaukee, the Board of Directors gave their approval to proceed with the construction. As this is being written the contractors are already busy at work with an anticipated completion by the end of the year.

Our cover picture, this month, shows NAA Secretary, Bernard Hart, Building Committee Chairman, Bob Penfield, and NAA President, Dean Fleming, turning the first earth. Pictures in the center section of this issue further illustrate the impressive ground-breaking ceremonies.

Following is a list of those who were present for this history making event:

Henry Buss, First President of Nebraska Auctioneers Ass'n, Columbus, Nebr.

Mrs. Henry Buss, Secretary-Treasurer, Ladies Auxiliary to the Nebraska Auctioneers Ass'n, Columbus, Nebr.

Dick Childs, Manager, Cornhusker Hotel, Lincoln, Nebr.

Dominick Costello, Farm Director, Radio Station KFOR, Lincoln, Nebr.

Dean Fleming, President, National Auctioneers Ass'n, Atkinson, Nebr.

Mrs. Dean Fleming, Secretary-Treasurer, Ladies Auxiliary to the NAA, Atkinson, Nebr.

Marvin Grubaugh, immediate past president, Nebraska Auctioneers Ass'n, Rising City, Nebr.

Bernard Hart, Secretary, National Auctioneers Association, Lincoln, Nebr.

Mrs. Bernard Hart, President, Ladies Auxiliary to the Nebraska Auctioneers Association.

Edward T. Hart, Auctioneer, Lincoln, Nebr.

Eames Irvin, Vice President, First National Bank, Lincoln, Nebr.

Norman D. Juds, General Building Contractor, Lincoln, Nebr.

Glenn Kreuzscher, Farm Editor, The Lincoln Star, Lincoln, Nebr.

Jan Merritt, Secretary, NAA office, Lincoln, Nebr.

Ralph Nelson, Mayor's Office, Lincoln,

Nebr.

Francie Rasmussen Ostermeier, Bridgeport, Nebr.

Bob Penfield, Chairman, NAA Building Committee, Bowman, N.D.

Bert Penfield, Auctioneer, Bowman, N.D.

Henry Rasmussen, Treasurer, National Auctioneers Ass'n, St. Paul, Nebr.

John T. Ryan, President, Nebraska Auctioneers Ass'n, Greeley, Nebr.

Richard Saunders, Auctioneer, Hettinger, N.D., and son, Dick.

Wendell Severin, Secretary, Red Poll Cattle Club of America, Lincoln, Nebr.

Bob Snow, Public Relations Director, Chamber of Commerce, Lincoln, Nebr.

Fritz Vierck, Architect, Lincoln, Nebr.

Jim Walker, Auctioneer, Omaha, Nebr.

Walt Yetter, Convention Manager, Chamber of Commerce, Lincoln, Nebr.

Rex Young, Nebraska's oldest active auctioneer, Plattsmouth, Nebr.

\$330,000 For Hotel In Georgia Auction

The 254 room Manger Hotel of Savannah, Georgia, has been sold by Joseph P. Day Realty, Inc., the well known nationwide auction firm headquartered in New York City to Mills B. Lane, Jr., president of the Citizens and Southern National Bank headquartered in Atlanta, Georgia, for \$330,000.

The 10 story hotel on Johnson Square has been a Savannah landmark since 1912. The Manger Hotel Chain acquired the hotel in 1954 and after extensively remodeling it have operated it until the present.

Reportedly the name of the hotel will be changed to the Savannah Town House and it is believed that future plans call for converting the upper floors to apartments.

Pennsylvania Market Men Elect President

HERSHEY, Pa. — William Runkle of Silver Springs Livestock Market, Inc., was elected president of the Pennsylvania Livestock Markets Association during its recent annual meeting here.



Dean Fleming and Bernard Hart (backs to camera) as Fleming greets those present for the ground-breaking ceremonies.



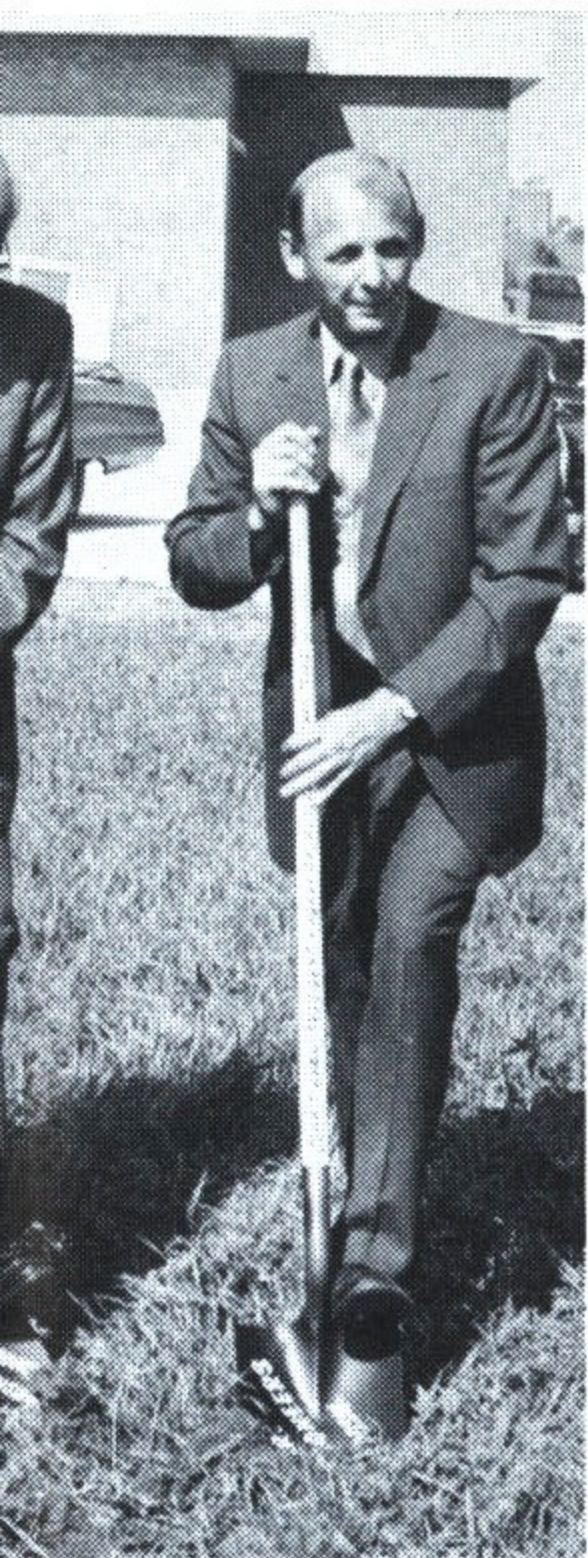
City dignitaries get Mr. Nelson of the M hitect, Vierck, and assisting with the d



Lower picture is Fleming, Nelson and Ryan, each turning a shovel of dirt.



Lower photo, left to right: Ryan and Grubaugh.



...t into the act with
...ayor's office, arc-
...contractor, Juds,
...digging.



From the left: Ryan, Childs, Yetter, Irvin, Grubaugh, Snow and Vierck. For their titles, see page 27.



Hart, Penfield, Rasmussen, Fleming,



John T. Ryan, President, and Henry Rasmussen, Secretary-Treasurer, of the Nebraska Auctioneers Association, furnished the shovels for that "first turn of earth." (lower picture) The shovels will be permanently stored in the new building.

Building Fund Notes

Excitement over the reality of our new office building prevailed at the Milwaukee meeting and approximately \$20,000 more money was subscribed to the Building Fund. It was during this meeting that the Board of Directors approved plans and construction contracts and gave the green light to the actual construction.

Important additions to the Fund included \$2,000 to the Tom Berry Memorial Fund, the Michigan Auctioneers Association's gift of \$1,001.00, topped the next day by their sister state of Indiana, with \$1,010. New York State added another \$500.00 to the \$500.00 already contributed and many individuals added to their previous pledges.

Many new names were added to the roster that will appear on the bronze plaque inside the building. Starting the ball rolling on new donors came when Bob Penfield announced that Ray Schnell and Sons, Dickirson, N.D., indicated by telephone that they wished to be among the "Founders". A similar telegram was read by Grover Howell from Miller & Miller, Ft. Worth, Tex. Others in the audience, who had not previously made their pledges known, helped to fill the blackboard on the speakers platform.

Approximately \$15,000 is still needed, so if you want to be included in this great project you still have the opportunity. Send your checks or pledges before the year's end and be a part of this historic undertaking.

Reppert Memorial Fund

During the Milwaukee Convention, a group of close friends of the late Col. Fred Reppert, Decatur, Ind., established a Memorial Fund, to be a part of the financing of the National Auctioneers Association headquarters building. All persons wishing to contribute to this Fund, in memory of the world famous auctioneer, who died in 1945, may do so. Send your checks to: National Auctioneers Association, 3277 Holdrege St., Lincoln, Nebr. 68503, and designate "Col. Fred Reppert Memorial."

A bore is anyone who tells you all his problems when you want to tell him yours.

Appreciation

After getting home from a wonderful convention I would like to look back just a little. I think it would be wonderful to be able to take part in the dedication of our building.

It would also be nice to do this in behalf of so many Charter Members that have passed on who were strong believers. And to those that believe we should go ahead or perish. Here, I would like to thank the National members that stood up to be counted to build the Tom Berry Memorial Fund from \$1500 to \$2000.

When this building is finished and dedicated it will be another step on the ladder that our Founders set up to advance the Auction Business to a profession. It has been a very slow and hard climb, but, if every member gets behind the Association instead of in the middle, our Association will, in the near future, attain the top rung on this ladder.

God Willing Let It Be Soon,
Margaret Berry,

P. S. Thanks to the Wisconsin Association for everything.

Vietnam Service Club Has Unusual Auction

A most unusual auction was conducted July 5th, in Cu Chi, South Vietnam, by NAA member Rex A. Curtis. Curtis hails from Hot Springs, Ark. The site of the auction was the Ilikai East Service Club and was attended by servicemen who used poker chips as money.

Prior to the auction a series of bingo games were conducted with the winner of each game being awarded poker chips as prizes. At the conclusion of the bingo games, numerous items such as radios, towels, socks, stereo tapes, etc., that servicemen in the field could use were brought on the block and sold.

A large crowd was on hand for the auction and as soon as the chanting was heard over the public address system the building quickly became filled to overflowing. Curtis has been a member of the NAA since 1966.

BUILDER



A. O. MAAS

After receiving the June 1970 issue of **THE AUCTIONEER** and reading "Building Fund Notes" on page 8, I realized I did not want to miss the opportunity to share in this great building project. Enclosed you will find my check in the amount of \$500.00.

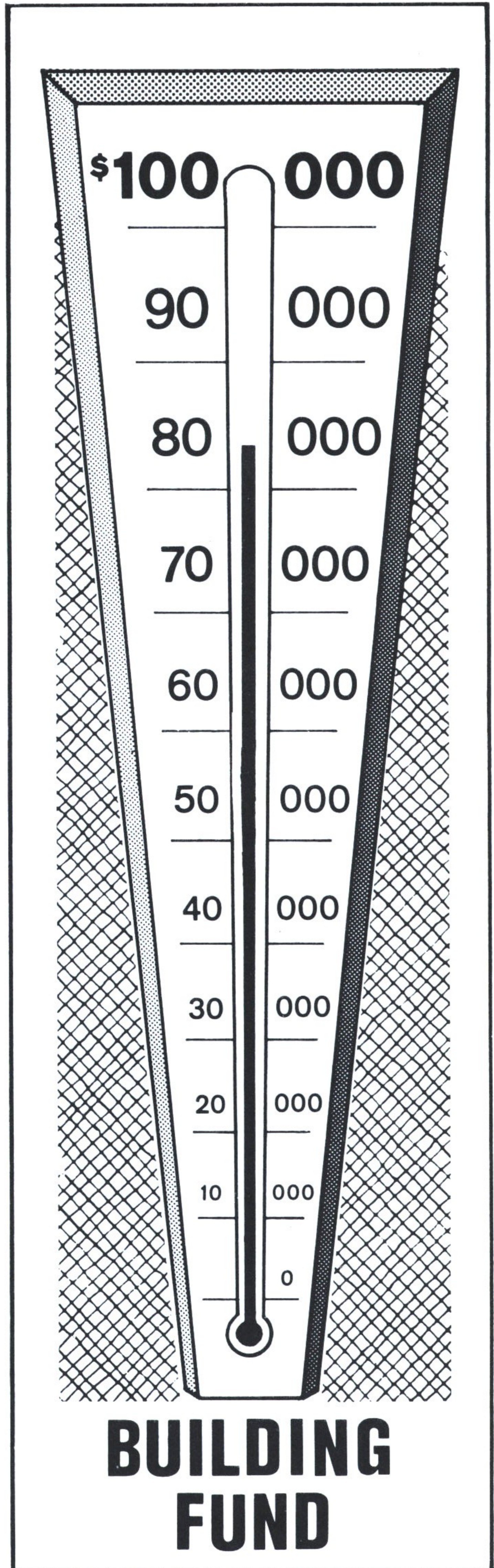
After graduating from the Jones Auction School, in Chicago, I have covered a five state area, selling all types of sales. I am a full time auctioneer with no side-lines. I have been a member of the National Auctioneers Association since 1958 and have been reading **THE AUCTIONEER** since 1952.

You may rest assured I will be in Lincoln when this great and important building is dedicated.

Albert O. Maas
Millville, Minn.

The dilapidated old car wheezed up to the toll gate, chugged a couple of times, and stalled. Vainly the agitated woman driver tried to start it again. Impatiently the toll collector told her, "Fifty cents, Ma'am."

"Sold!" snapped the woman, getting out of the car and walking away.





Pop's Ponderings

Let Us Go Forward With Faith and Unity

By COL. POP HESS

Your writer has not enjoyed the summer season in many ways. We, here in the Hess Home, have had both dark and bright days. Our Mom Hess is about as she has been the past months with the best care and service we can obtain. Many thanks to so many who have mailed us cards and it has done much to help us hold on to hope for her comfort. The 10th of this month marked the end of one full year of her illness and it has caused many doubtful hours of unrest and it has been a long 12 months.

To start off our publication of "The Auctioneer" from this September issue through July, 1971, the progress of our Annual meeting and Convention will be reviewed in the pages of this issue. One can proudly say "Well Done" by the Association management. The words, PROGRESS AND EXPANSION, are very outstanding. Our monthly issues will bring to our NAA readers the progress of our NAA, the program compiled and readiness for full construction.

While through our health troubles here at home, I spent my Convention Days in my home office with my ear to the ground to pick up the movements in Milwaukee. Was happy to know our Ohio Auctioneer President, Col. Ford Good, was in attendance and got to me a nice report upon his return. I invited him to come to my headquarters so I could **just spank** him for asking not to be on the ballot for Director. However, he explained his good reasons, and felt through these personal reasons he would not be able to fully serve the office. And talk about busy state auctioneer presidents, he is the chap who took the bull by the horns and sold our Ohio State Fair the date of August 31 would be all Ohio Auctioneers Day at 1970 Ohio State Fair, with an Ohio All State Auctioneer Contest. As of this writing there have been over thirty applicants listed and on the date this September issue is being mailed that

great Ohio event will be history.

Your writer expects to have a full report in our coming October issue. I am hoping and expect to be at the full day's event from early A.M. to the close, to witness a program I often dreamed of but never tried to make it go. However, regardless who the Grand Champion of Ohio auctioneers will be, I will proclaim that the Ohio 1970 President of the Ohio Auctioneer's Association will come down as THE Ohio President of the Ohio A.A. as Grand Champion President of this large State Association.

Yes, in Unity There Is Strength (if not full unity) let the dissenters roost in their own comfort, while progress goes on in their State and National Association.

Now, the Great Day will be the National at Lincoln in 1971, yes, also the dedication of the National Auctioneers Association new home for the future. Built and completed by progressive auctioneers who have Unity, FAITH IN THE SERVICE OF JOHN Q. PUBLIC, public sale auctioneer. Yes, the Auctioneer Shrine will glisten in the Nebraska sunshine for today's and tomorrow's auctioneers.

Antiques In Illinois Sell at Good Prices

In an auction of a household at Brussels, Ill., a carnival glass pitcher and six glasses brought \$100; an oval table, \$127.50; a child's 12 in. stove, \$102.50; and a set of six cane seated chairs, \$42.00 each. The auction represented three generations of accumulation, lasted from 10:00 A.M. until 5:30 P.M., and brought \$5,600.

Auctioneers were H. "Doc" Grizzle, Carrollton, Ill., and Omar Portwood, Eldred, Ill. These gentlemen report a very active sale season with auctions on sixteen consecutive Saturdays and the month of August filled well in advance.

OMAHA

Merchandise Mart

WHOLESALE DISTRIBUTORS

LARGE SELECTION OF:

RADIOS, TOYS, POWER TOOLS, HAND TOOLS, HOUSEWARES, SMALL APPLIANCES, GIFTWARE, SEWING MACHINES, PHONOGRAPHS, TAPE-RECORDERS, COOKWARE, PLUS A FULL LINE OF NAME BRAND WATCHES.

SPECIAL CONSIDERATION TO AUCTIONEERS ! !

HERE ARE JUST A FEW ITEMS

HELBROS & WALTHAM WATCHES	From \$11.67
AM RADIO ac/dc line cord 5"x7"x2½"	7.46
AM-FM RADIO ac/dc slide rule tuning	11.45
DRILL BIT SET 29 pc. w/index W. German	7.25
PHOTO ALBUM magnetic-holds 200 pics	24.00 dz.
CABLE w/junction box-12-2 all copper	8.24
ELECTRIC POWER DRILL - 3/8	7.95

—MANY PROMOTIONAL ITEMS ON HAND—

Call Collect For Gary Woodring or "John G."

OMAHA MERCHANDISE MART INC.

3222 So. 24th Street

Omaha, Nebraska 68108

Phone (402) 341-3398

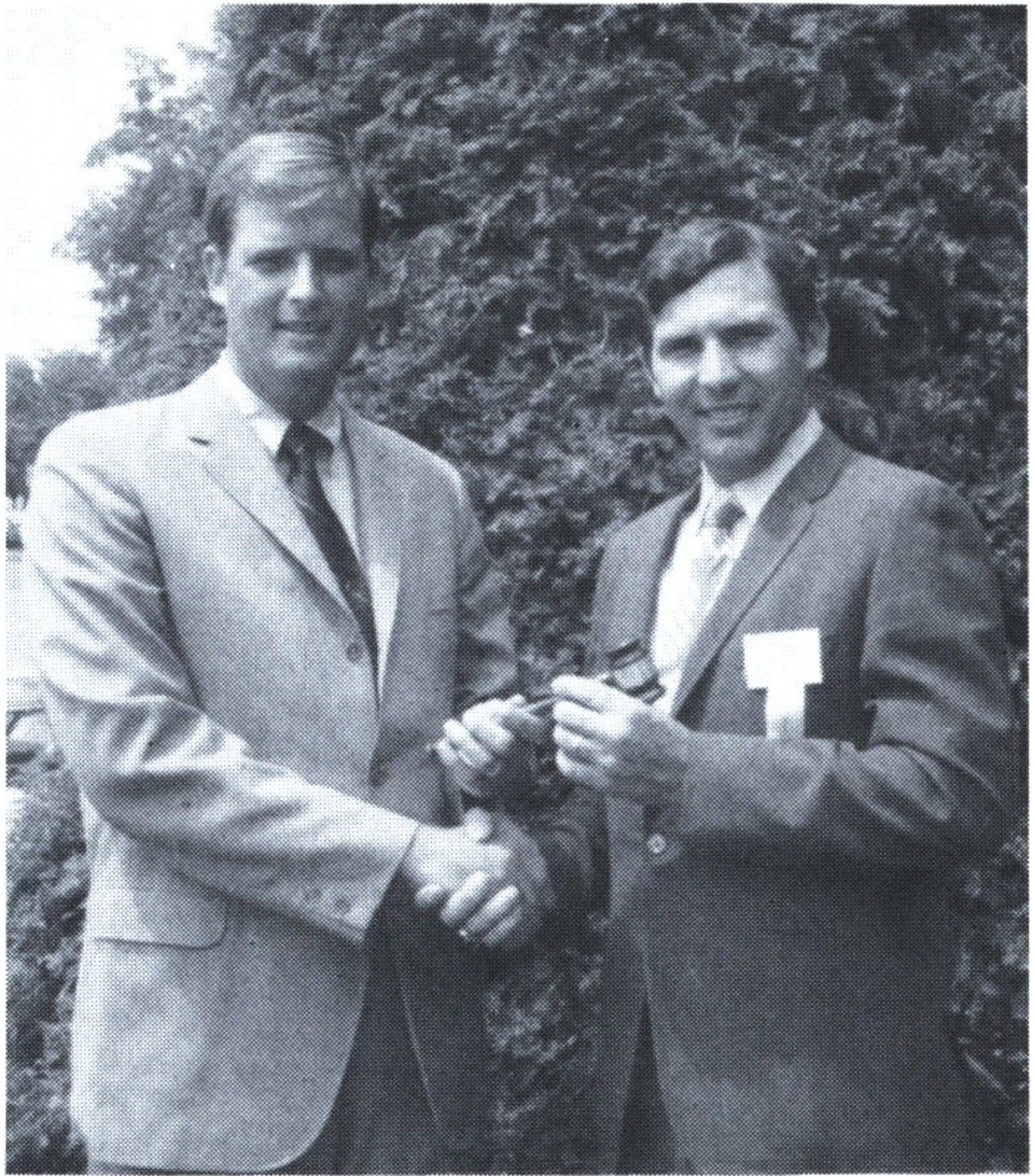
Tennessee Auctioneers In 12th Annual Convention

By E. B. FULKERSON, Secretary

Tennessee Auctioneers Association conventions continue to draw large attendances with 117 registering at the 12th Annual Convention, at Mt. View Hotel, Gatlinburg, Tenn. The usual President's Get Acquainted Party was held from 4:00 to 5:00 P.M. in the Lobby of the Hotel. The evening was climaxed by the annual banquet. Colonel A. A. Robinson, Knoxville, Convention Chairman, was introduced by President Sam Furrow.

Our guests from Kentucky were recognized and given a hearty welcome; they were Col. C. Roger Lewis, Col. Rex Proffitt, Col. Buck Crowder, and Col. Wayne Kessler. Col. Kessler gave a demonstration of how he sells tobacco. Col. Proffitt demonstrated the art of selling feeder calves, assisted by Col. Crowder and Col. Lewis. Col. C. Roger Lewis, President of the Kentucky Auctioneers Association, entertained the group with his wit and humor.

Col. Bruce Mullen, from the state of



Retiring President of the Tennessee Auctioneers Association, Col. Sam Furrow, Knoxville, presents the gavel to president elect, Col. Myers E. "Feller" Brown, Madison, on the lawn of the Mt. View Hotel, Gatlinburg, at the recent annual T.A.A. Convention.

Washington, was guest entertainer of the association. Bruce is a country and western singer and is a recording artist with Dot Labels. He has performed throughout the United States and is now doing radio work with two radio stations in South Carolina.

Col. Buford Evans, Lawrenceburg, Chairman of the Nominating Committee presented the following slate of officers for nomination; they were elected by a unanimous vote. President, Col. Myers E. "Feller" Brown, Madison; 1st Vice President, Col. E. H. Lawson, Kingsport; 2nd Vice President, Col. Guy Kelley, Waynesboro; 3rd Vice President, Col. Larry R. Anderson, Camden; Secretary-Treasurer, Col. E. B. Fulkerson, Jonesboro. Directors are: Col. Sam Furrow, Knoxville, and Col. James H. Richard-



Guest entertainer at the Tennessee Auctioneers Association's 12th Annual Convention, Gatlinburg, Tenn., was Country and Western Singer and Recording Artist, Bruce Mullen, Pasco, Washington. Bruce is recording with Dot Labels and is working in radio in South Carolina.

son, Rogersville.

Col. Bill Collier, Waverly, was awarded a new auctioneer's hat for soliciting four new members within the last three months.

The banquet festivities were closed by the presentation of the President's Gavel to the retiring President, Col. Sam Furrow, Knoxville, by Col. Hoyt T. Walker, Nashville.

The Officers and Directors enjoyed breakfast together in the Dogwood Room, Monday at 8:00 A.M. The convention was officially opened at 9:00 A.M. Invocation was given by Col. Dan Caffey, Lawrenceburg; President Furrow gave an address of welcome to those present.

Col. James H. Richardson made a talk on Auction Profession Ethics. Mr. Tate Carty, Attorney at Law, Knoxville, gave a lengthy talk with questions and answers on Auctioneers and their Legal Responsibilities. Col. M. G. Miller, Jr., Knoxville, narrated on, "A Look at the Tennessee Auctioneer Commission."

The afternoon session reconvened at 1:05 P.M. with Mr. Lee Kribbs of the East Tennessee Planning Commission explaining the State Planning Commission Code and its function.

Col. Jim Stevens, Nashville, was in charge of the affirmation of the new officers and directors. President elect, Col. Feller Brown, Madison, gave his acceptance speech and appointed committees for the coming year. At this time the Fall Meeting date and location were announced to be Monday, December 7, 1970, at the Holiday Inn, North on I-65 at Trinity Lane, in Nashville, Tenn.

The afternoon session adjourned at 2:30 P.M. and all auctioneers and their families moved to the front lawn of the Mt. View Hotel where a Fun Auction was held with Col. Ben W. Gary, Spring Hill, and Col. E. H. Lawson, Kingsport, in charge.

New Jersey Auctioneer Honored With Dinner

George Van Deree, veteran auctioneer of Pompton Plains, N. J., was the recipient of a dinner in his honor upon his announcement that he and his family were moving to Florida. The dinner was sponsored by friends in appreciation for Van Deree's many deeds in behalf of

his community.

As chairman of the high school band drive, Van Deree was influential in raising \$50,000. He sent the band to Scandinavia in 1968. He has been honored by many service clubs and was named Citizen of the Year by the local American Legion Post, last March.

He is a past president of the Chamber of Commerce and Rotary Club and has held responsible positions in many civic organizations. He is a member of the New Jersey Society of Auctioneers and the National Auctioneers Association.

Atlanta Auto Auction Selects Charlesworth

Jack G. Charlesworth has been appointed general manager of the new multi-million dollar Atlanta Auto Auction, located at Red Oak, Ga. Manheim Services Corporation, a division of Cox Broadcasting Company, is the auction's builder and owner.

Charlesworth has been associated with the automobile business for the past 21 years. Prior to his Atlanta appointment, he served as assistant manager of Used Fleet Vehicles for Chevrolet. Prior to that he was National Used Car Manager for American Motors Corporation.

J. G. Charlesworth It was here that he inaugurated the concept of selling buy-back American Motors cars through established auto auctions.

In November, 1966, Charlesworth and the Manheim Auto Auction successfully held the first open auction sale of reconditioned buy-back autos. This practice has been enlarged upon since that time and other manufacturers have followed the same course of action. For his promotion of the use of established wholesale auto auctions, Charlesworth was the first man named to the "Hall of Fame" by the National Auto Auction Association.

Charlesworth is a graduate of the Reisch Auction College, a member of the NAA, and was one of the speakers at the 1967 National Auctioneers Convention, in Chicago.



Minnesota Auctioneers Enjoy Great Meeting

Minnesota auctioneers enjoyed one of their best conventions at St. Paul's Northernaire Motel, June 28-29. A representative group gathered the first evening for the annual early bird roundup and enjoyed a session of fellowship.

Monday saw a full day's program that concluded with a Banquet Dinner and an interesting address by Glenn Long, Vice President of the Union Stock Yards in So. St. Paul. He described how the auction method of selling was penetrating the terminal markets. In addition to cattle, hogs and sheep, special dairy cattle and horse auctions are held at the So. St. Paul facilities.

Other discussions during the day included advertising and promotion and the subject of commissions. Bernard Hart described the NAA Building Program and the progress of the Fund Raising drive.

A spirited Fun Auction added to the treasury of the Minnesota State Auctioneers Association and provided quite a display of auctioneering talents.

Orville Schroeder, Caledonia, was elected President for the coming year, and Milo Fodness, Kenneth, was elected Vice President. Dale Butman, Pipestone, was re-elected Secretary-Treasurer. Named to three year terms on the Board of Directors were: Don Henry, Foley; Audrey Knutson, Minneapolis, and John Byrne, Lakeville.

Retiring President, Don Babbitt, Conger, and convention chairmen, Gilbert Marty, No. St. Paul, and Archie Cloud, Marine-on-St. Croix, are to be commended for the fine job in planning, arranging and conducting the convention.

A special treat for the ladies was a tour of Hamms Brewery, sponsored by the Mrs. JCs of Maplewood.

Fishdick Benefit Sales Exceed Million Dollars

Col. John R. Fishdick, Eagle River, Wis., is no doubt the greatest fund raiser in the auction business. An auction, July 11, held on the lawn of the Ely Memorial Church, in Eagle River, placed him past the "million-dollar" mark in raising funds for worthy causes.

Col. Fishdick donates his services at

these auctions but his services include far more than the calling of the bids. His experience in these type auctions enable him to guide the organization of the sale from beginning to end and this extra effort has added greatly to the success of the events.

In telling of his work with worthy organizations, Col. Fishdick says, "I think I have added something to the stature, integrity and standing in the eyes of the public of our profession. My motto: Use your talents to the best—if only the good birds sang the woods would be a quiet place."

Highway Land Auction Brings "Great" Results

SIOUX FALLS, SOUTH DAKOTA—Auctioneers have been known to sell most anything at any price, and land sales are nothing new to many of them.

But their value was realized nearly three-fold this June when a parcel of land with an assessed valuation of \$4500 was sold for \$13,000 via the auctioneers tongue. Auctioneers Dick Payne of Yankton, and Les Goeman of Lennox, were called upon to do the "selling" job.

South Dakota Highway Commissioner



Dave Stenberg

While it is not the Commissions policy to go with an auctioneer on all land sales, it is used frequently and all used vehicles are sold by auctioneering. Results have been excellent.

Jim Hopkins of the South Dakota Department of Highways Right of Way division said "State law provides for sale of land by sealed bid or auction. We believe that auctioneering is the fairest of these methods to the bidder."

Stenberg commented that by using the auction system the State Highway Department had received excellent prices

for land and vehicles "more, than if the sealed bid method" had been used.

While auctioneering of land in South Dakota by the Department of Highways may not prove a cure-all for land sales, it does prove several things, Stenberg said.

That by verbal competitive bidding proper prices can be had in land sales. That in South Dakota sales by auction are a way of life for many persons. And everybody enjoys a good sale, including the South Dakota Department of Highways.

EDITOR'S NOTE — Dave Stenberg of Colman, S. D., has been an auctioneer for nine years. He is a graduate of National Auction Institute and a member of the National Auctioneers Association.

Messersmith Addresses Alberta Convention

Jim Messersmith, President of the National Auctioneers Association, was the guest speaker at the Annual Convention of the Alberta Auctioneers Association, in June. This marks the first time an NAA officer has been invited to address an auctioneers' meeting outside the United States.

New officers elected by the Alberta group were: Roy Campbell, Rycroft, President; John B. Allen, Viking, Vice President; and Mick Fluker, St. Paul, Elgin Brown, Daysland, Bud Haynes, Red Deer, and George Raffan, Three Hills, Directors.

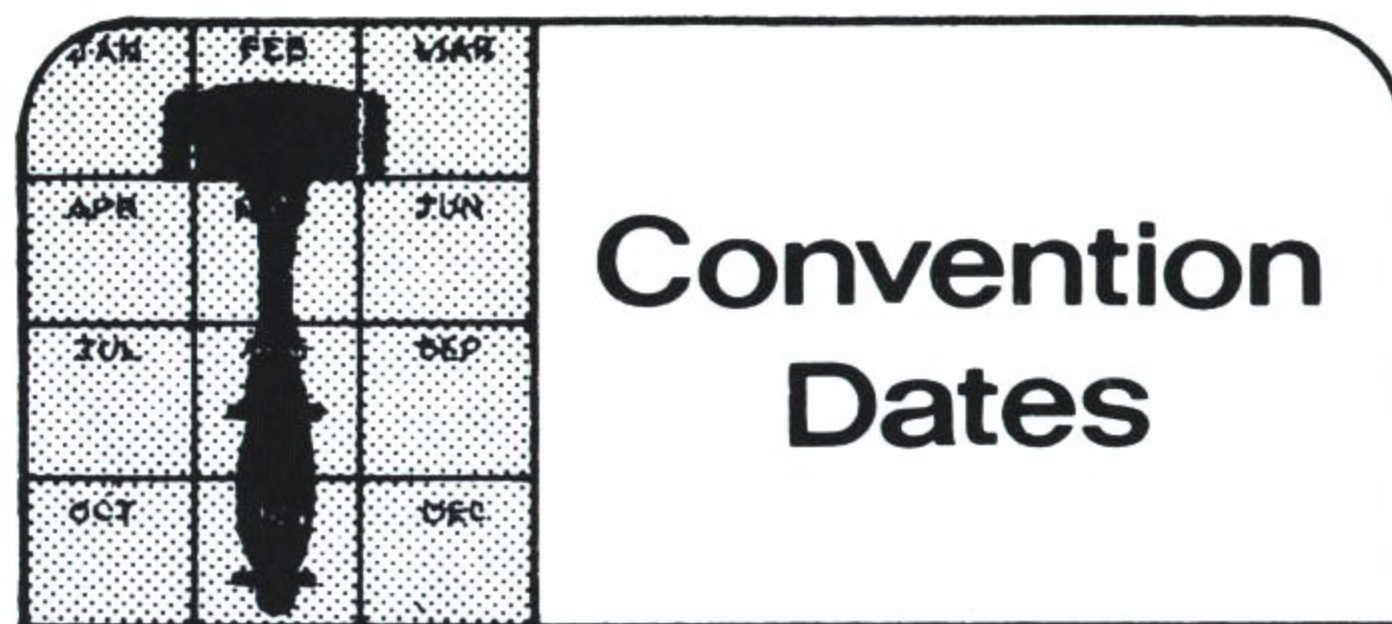
It was voted to hold the 1971 convention at Grande Prairie, June 18-19.

New York Auctioneer Dies at Age of 75

Clifford W. King, veteran auctioneer of Clay, N. Y., died following a short illness, at the Veterans Administration Hospital. He was 75 years old at the time of his passing.

Mr. King was a Charter Member of the New York State Auctioneers Association and the Central New York Auctioneers' Area Group. He was a former member of the National Auctioneers Association and a veteran of World War I.

A contribution has been made to the NAA Building Fund in Mr. King's name by the Central New York Auctioneer Area Group.



Oct. 24-26—Illinois Auctioneers Association, American Legion Bldg., Bloomington.

Dec. 7—Tennessee Auctioneers Association, Holiday Inn, North, Nashville

Jan. 15—Michigan Auctioneers Association, Lansing

Apr. 4-5—Kentucky Auctioneers Association, Seelbach Hotel, Louisville.

May 2—Nebraska Auctioneers Association, Hotel Yancey, Grand Island.

June 11-12—South Dakota Auctioneers Association, Watertown.

July 22-24—N.A.A. National Convention, Cornhusker Hotel, Lincoln, Nebraska.

Doyt McGinnis Heads New York Auctioneers

Doyt McGinnis, Nedrow, was elected President of the New York State Auctioneers Association at the group's Annual Meeting. Morris Weinstein, Middletown, was elected Vice President; Leon D. Moody, Syracuse, Secretary; and Arnold Johanson, Schuylerville, Treasurer.

Elected to the Board of Directors were William Kent, Bergen; Donald Martin, Ballston Spa; Boyd Resseguie, Tully; D. Jones; D. Gantz; and Vincent Kennelley, Fairport.

The Fun Auction included items furnished by the Missouri Auction School which brought \$177.00. This amount was included in the \$500.00 it was voted to donate to the NAA Building Fund.

Two women were discussing their husbands.

Said one: "I'm more and more convinced that my husband married me for my money."

Replied the other: "Then you have the satisfaction of knowing that he's not as stupid as he looks!"



Head table at the Grand Banquet, 1970 National Convention, Milwaukee.

Goldstein Sells Large Conn. Benefit Auction

Col. Phil Goldstein is a proud man. He is proud he lives in Boston, he is proud of his many auctions even though he says they are all small ones, he is proud of the National Auctioneers As-



COL. PHIL GOLDSTEIN

sociation and he is proud to be a member of the NAA Board of Directors. As an auctioneer, Col. Phil has enjoyed a practice that is and has been the goal and the envy of many. When one picks up a Boston newspaper and looks at the auction ads he will see many with the familiar heading, "Phil Sells Again."

But Phil Goldstein is known and respected outside his favorite Boston area. During the summer, THE HARTFORD (Conn.) COURANT devoted more than a full page to Phil's ability and generosity. He conducted a fabulous auction for the Central Connecticut Communities Cultural, Civic and Charitable Corporation, a benevolent organization familiarly known as the 7 Cs. Some 200 items went under Col. Phil's gavel and very few sold under the \$100 figure.

Phil says it feels good to help people whether it is in your town or someone else's town.

A Pennsylvania attorney is noticed by the press for delivering his own baby. The way the world is now, a smart infant won't cry without seeing an attorney first.

Without profits, our system cannot be maintained, any more than a man can survive without oxygen. Breathing is not an objective of life, but without it, no other objectives are conceivable. So it is with profit for a business. Without it, the business dies and takes with it any possibility of improving man's state of affairs.

—Lamot du Pont Copeland

Auto Auction Operators To Convene Sept. 24-26

Members of the National Auto Auction Association will hold their annual convention at the Diplomat Hotel, Hollywood, Fla., Sept. 24-26. Auto auction operators and their personnel from all over the U.S. and Canada are expected to attend as well as representatives of the automobile manufacturers, leasing and fleet administrators and others interested in the marketing of used automobiles.

Growth in volume of wholesale auto auctions has been next to fabulous the past decade and the 1970s are expected to produce a phenomenal growth in the industry. Auto auction facilities have also improved and grown during the past ten years until today there are several units that represent an investment of a million dollars or more.

Deaf Participated In Unique Type Auction

Perhaps the first auction of its kind was held at West Milton, Ohio, July 31. This was an auction where those who were deaf could bid and buy as well as anyone else.

Pre-sale advertising invited the deaf to attend and promised an interpreter. With the interpreter standing beside the auctioneer and relaying the amount of the bid in sign language the auction progressed in a satisfactory manner. Those who could not hear the auctioneer waved their paddles to signify their offers for the merchandise.

The auction was held at Leaning Pine Auction Co., owned by auctioneer Wilbur Jacobs, a member of the NAA. Assisting in the conduct of the sale was apprentice auctioneer, Tim Chapman.



Western College Of Auctioneering

Pictured on the opposite page are members of the graduating class of Western College of Auctioneering, Billings, Montana, class of June, 1970; left to right.

FRONT ROW: Instructors, Jack Ellis, Roundup, Mont.; Gene Gabel, Bob Thomas, Mike Coolidge, Bill Hagen, all of Billings.

FIRST ROW: E. V. Wing, Red Bluff, Calif.; Earl Davis, Irvington, Ky.; Patrick O'Neil, Lakeview, Ore.; Celia Dopfer, Grants Pass, Ore.; Elizabeth Bowles, Visalia, Calif.; Perry Crenshaw, Oxford, Fla.; Del Strommen, Vandalia, Mont.

SECOND ROW: William Barton, Paul's Valley, Okla.; Tony Portman, Sacramento, Calif.; Colin Bass, Lewistown, Mont.; Charles Heisner, LaGrande, Ore.; Roger Evans, Elizabeth, Colo.; Richard Escott, Bellevue, Wash.; H. A. Morrison, Grand Forks, No. Dak.; Kent Winebarger, Macdoel, Calif.; V. R. Bevercombe, Yuma, Ariz.; Ray Medearis, Sturgis, So. Dak.

THIRD ROW: Dan Halligan, Billings; Ken Yuly, Minot, No. Dak.; Richard Horn, Red Deer, Alberta, Canada; Eldred Hamm, Thompson, Manitoba, Canada; Clayton Morrison, Akra, No. Dak.; Howard Munsell, Longmont, Colo.; Thomas Rendahl, Minot, No. Dak.; Mike Newton, Spenard, Alaska.

BACK ROW: Terrence Thompson, Clarinda, Ia.; Wayne Barber, Alida, Sask., Canada; Cliff Trexler, Victor, Mont.; Michael Illian, Mount Shasta, Calif.; Ronnie Davison, Bradyville, Ia.; Jedd Van Kampen, Ogden, Utah; Ron Berndt, Dickinson, No. Dak.; Eliot Strommen, Vandalia, Mont.; Dan Rose, Medicine Hat, Alberta, Canada; Fred Wacker, Roundup, Mont.; Larry Axler, Brawley, Calif.; Ken Sackett, Newcastle, Wyo.; Dave Brauer, Seattle, Wash.

THE PUZZLE

Two small boys were visiting the art museum when suddenly they came upon the statue of Rodin's 'Thinker'.

"I wonder what he's thinking about?" said one youngster.

"Oh, replied the other youngster, "he's probably trying to remember where he left his clothes."



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

3277 Holdrege St., Lincoln, Nebraska 68503



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

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

ALABAMA

Col. J. M. Casey—Albertville
Col. Ed T. Hyde—Talladega
Col. J. P. King—Gadsden
Col. Ronald L. Pankey—Horton
Col. M. S. Pennington—Huntsville
Col. Freeman Smith—Bryant

ARIZONA

Col. Richard Coleman—Tucson
Col. Leroy Longberry—Phoenix
Col. Thomas B. McCowan—Phoenix
Col. Lorenz (Larry) Willman—Mesa

ARKANSAS

Col. T. J. Allred—Dover
Col. Dan S. Baldwin, Jr.—Little Rock
Col. B. J. Barnett—Little Rock
Col. Leon Brinkley—Paragould
Col. Dalton J. Dailey—Little Rock
Col. J. C. Dyer—Nashville
Col. J. W. "Bill" Fogg—Mountain Home
Col. Kenneth G. Grady—Newport
Col. R. E. Harris—Fayetteville
Col. Virgil Irwin—W. Memphis
Col. A. A. Johnson—Jonesboro
Col. Ira N. Johnson—Mulberry
Col. Paul Kelly—Batesville
Col. Joe Mahan—Little Rock
Col. Paul Robbins—Manila
Col. Bud Robinson—Pine Bluff
Col. Dale Steggs—N. Little Rock
Col. Lee Stewart—Fayetteville
Col. B. R. Tucker—Little Rock
Col. John B. Tucker—Little Rock
Col. Glenn Vaught—N. Little Rock
Col. Fred Williams—Hot Springs
Col. James E. Wilson—Hot Springs

Col. Brady L. Wooley—Little Rock

CALIFORNIA

Col. Cliff Batchelder—Sebastopol
Col. Murl Bernard—Riverside
Col. Sanford J. Blau—San Bernardino
Col. David Botello—Los Angeles
Col. Linville Burleson—Paramount
Col. Tom Caldwell—Ontario
Col. Keith Cullum—Pomona
Col. Marsh Dozar—Los Angeles
Col. Melvin H. Ellis—Napa
Col. Michael Hoch—San Bernardino
Col. James Gibson—Hayward
Col. W. C. "Bill" Gier—Los Molinos
Col. Harold Hartzell—Chino
Col. Harold Henry—Rosemead
Col. Douglas J. Holmberg—Mojave
Col. Frank Hollenbeck II—Pacifica
Col. Rudy Larkin—W. Covina
Col. William Lefty—Fresno
Col. James Martin—Elk Grove
Col. Harold Massey—Woodland
Col. Jack Palmer—Newport Beach
Col. Ray Roberson—Napa
Col. David Sawyer—Arleta
Col. Morris Schwartz—Hollywood
Col. Otto Seeberger—San Diego
Col. Eugene D. Smith—Bakesfield
Col. Robert G. Smith—San Diego
Col. Murray Spinner—Gardena
Col. R. E. "Bob" Stanley—Corona
Col. Harold Talley—Rialto
Col. William Tutt—Red Bluff

COLORADO

Col. Ernie Austin—Greeley
Col. Charles Cumberlin—Greeley
Col. Robert L. Cross—Ft. Collins
Col. Jim Dale—Kersey
Col. Herman W. Hauschildt—Denver
Col. Dick Heberlin—Burlington
Col. Byron E. Mangan—Berthoud
Col. Thomas L. Peach—Eagle
Col. Fred J. Ramaker—Denver
Col. C. E. Ken Reed—Ft. Morgan

Col. E. W. Robbins—Gunnison
Col. Howard Roland—Grand Junction
Col. C. W. Rosval—Denver
Col. E. W. Fritz Rundell—Salida
Col. J. Lee Sears—Ft. Lupton
Col. Howard Shults—Wheat Ridge
Col. Reuben J. Stroh—Loveland
Col. E. W. Van Berg—Sterling
Col. Troil Welton—Wray
Col. Jim Wingate—Ft. Collins
Col. Joe Yearous—Weldona

CONNECTICUT

Col. Tolbert A. Breed—Windsor
Col. C. R. Cone, Jr.—N. Franklin
Col. Milton R. Crosby—Sharon
Col. Patrick Crowe—Trumbull
Col. Robert F. Gemme—Hartford
Col. Steve Koltuniak—Canton
Col. Joseph Pari—Hamden
Col. Richard K. Mather—Granby
Col. Wesley Sager, Jr.—Trumbull
Col. Al Tirella—Hartford

DELAWARE

Col. Crawford Carroll—Dover
Col. Riley Jefferson—Lincoln

DISTRICT OF COLUMBIA

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

FLORIDA

Col. R. E. Baxla—Lakeland
Col. R. K. Beebe—W. Palm Beach
Col. Robert Bishop—So. Daytona
Blvd. Auction Bazaar—Sarasota
Col. Robert D. Cooper—Tallevast
Col. Phil Costin—Hallandale
Col. Lewis C. Dell—Sanford
Col. Martin E. Higgenbotham—Lakeland
Col. Jim Hill—Daytona Beach
Col. Sidney P. Hough, Tallahassee
Col. Bernard Jellema—Pompano Beach
Col. Jerry W. Kemp—Winter Park
Col. J. R. Koske—Palm Bay
Col. Thomas A. Scarance, Miami
Col. Joseph F. Sedmera—Lakeland
Col. Vince Simmons—Lakeland
Col. Donald J. Smith—Largo
Col. P. Frank Stuart—St. Petersburg
Col. J. Wayne Taylor—Miami
Col. Brooks Thornton—Pensacola

GEORGIA

Col. Jim Bennett—Waycross
Col. George E. Collins—Decatur
Col. Joe Ellis—Murrayville
Col. Donald E. Perry—Warner Robins
Col. Watson Reynolds—Ellenwood
Col. R. A. Waldrep—Gainesville

HAWAII

Col. Frank Gwinn—Kailua
Col. Louis L. Stambler—Honolulu

IDAHO

Col. Irvin Eilers—Kimberly
Col. Jim Messersmith—Jerome
Col. Charlie Phelps—Ashton
Col. Kaye A. Wall—Twin Falls
Col. Hugo Ward—Emmett
Col. John Wert—Wendell
Col. Si Williams—Caldwell

ILLINOIS

Col. Edward H. Ahrens—Staunton
American Auction Associates—Chicago
Col. Ralph H. Bain—Grayslake
Col. H. S. Beeney—Peoria
Edward Bilbruck, Inc.—Chicago
Col. Franklin E. Bohn—Elkhart
Col. Wes Chapman—Seneca
Col. Nevlyn Christeon—Riverside
Col. Gordon Clingan—Danville
Col. Jim Clingan—Collison
Col. George W. Cravens—Williamsville
Col. M. A. "Milt" Cully—Des Plaines
Col. Dale Danner—Grayslake
Col. Dan Danner—Grayslake
Col. Timothy Danner—Grayslake
Col. John H. Dieken—Pecatonica
Col. W. P. "Bud" Drake—Decatur
Dunning's Auction Service—Elgin
Col. Mike Fahnders—Pekin
Col. Eugene Frederick—Harvard
Col. William L. Gaule—Chatham
Col. Michael M. Gordon—Chicago
Col. Henry Hachmeister—Pecatonica
Col. O. W. Hadley—Lake Zurich
Col. Phil Hanson—Rockford
Col. Marcellus Hartman—Waterloo
Col. Don Hayden—Decatur
Col. Lane R. Hyett—Aledo
Col. Emil Iwanski—Chicago
Col. William Keeton—Chicago
Col. Charles F. Knapp—Cissna Park
Col. J. C. Kornbrust—E. Moline
Col. A. R. McGowen—Palos Heights
Col. William Magee—O'Fallon
Col. J. Hughey Martin—Colchester
Col. Otis Maxwell—Genoa
Col. W. Virge Meador—Fairfield
Col. John Modica—Chicago
Col. Michael Modica—Chicago
Col. John O'Fallon—Hartford
Col. E. L. "Butch" Olson—Morris
Col. Lyle Paddick & Son—Oblong
Col. Frank Pelate—Dupou
Col. Melvin R. Penning—Forreston
Col. Fred G. Quick—Aurora
Col. James Read—Maple Park
Col. Keith Reid—Albion

Col. Orison R. Seibert—Belleville
Col. Fred H. Schneider—Yorkville
Col. Carl Steck—Maquon
Col. J. H. "Swanie" Swanson—Sandwich
Col. Herman J. Welch—Downers Grove

INDIANA

Col. John E. Anderson—Lafayette
Col. Jim Bayman—So. Whitley
Col. James A. Buckley—Shelbyville
Col. Ray Clark—Dyer
Col. Bill Cooke—Griffith
Col. G. W. Croddy—Madison
Col. John W. Doane—Mt. Vernon
Col. T. M. Dunlevy—Jeffersonville
Col. Don Furrer—Rensselaer
Col. Leo Grindley—Ft. Wayne
Col. Bob L. Harrison—Monticello
Col. Harvey Lambright—LaGrange
Col. Orville Laughlin—Evansville
Col. Winford J. Lewis—LaGrange
Col. Cecil Meier—Hanover
Col. Amon H. Miller—Evansville
Col. Marley E. Neal—Mooreville
Col. Niemeyer's Auction School—Lowell
Col. C. Eugene Phillips—Indianapolis
Col. L. W. "Bill" Porter—Brownsburg
Col. Walter G. Price—Indianapolis
Col. Kenneth Ratts—Gosport
Col. D. Noble Ratts—Whitestown
Col. Earl Ray—Tangier
Col. M. W. Reavis—Bloomington
Reppert School of Auctioneering
—Decatur
Col. Meredith Richwine—Brownsburg
Rossville Auction Exchange—Rossville
Col. Romaine Sherman—Goshen
Col. Donald M. Sohn—Evansville
Col. Noble Stokes, Jr.—Hagerstown
Col. Ferrell E. Taylor—Sellersburg
Col. Paul Taylor—Mariah Hill

IOWA

Col. Loren Albrecht—Wall Lake
Col. Bart Bielenberg—Schleswig
Col. Bill D. Gold—Hamburg
Col. Cliff McCarville—Carroll
Col. Paul A. Pauley—Harlan

KANSAS

Col. Mildred Alexander—Kansas City
Col. E. R. Harrison—Norton
Col. Jack D. Sheets—Wellington

KENTUCKY

Col. Adrian Atherton—Hoggenville
Col. E. E. Bach—Campton
Carter Realty Auction Co.—Scottsville
Col. Jack Colson—Ledbetter
Col. William Grissom—Glasgow
Col. Wayne Kessler—Campbellsville

Col. James R. Knott—Owensboro
Col. C. Roger Lewis—Morehead
Magers Realty & Auction Service
—Elizabethtown
Col. John P. O'Connor—Owensboro
Col. Ray E. Wright—Ashland

LOUISIANA

Col. Fred E. Fair—Shreveport
Col. Ray Wallace—Shreveport

MAINE

Col. Stephen D. Cardelli—Cape Elizabeth
Col. R. I. "Razor" Crosman—Corinna
Col. Gardner P. Morrill—Harrison
Col. George Morrill—Harrison

MARYLAND

Col. R. C. Burkheimer—Elkton
Col. Robert H. Campbell—Annapolis
Col. S. Braden King—Boonsboro
E. T. Newell & Co.—Baltimore
Col. Tom O'Farrell—Westminster
Col. Jack Reedy—Hampstead
Col. Homer Snyder—Hampstead

MASSACHUSETTS

Col. Henry A. Berman—Worcester
Col. Robert Chaffee—Monson
Col. Norman L. Chagnon—Worcester
Col. Florence Cornell—Lakeville
Col. H. Orville Davis—Foxboro
Col. Bert F. Dolan—Springfield
Col. Anthony Ferolito—Cambridge
Col. Phil Goldstein—Boston
Col. Abe Levin—Fitchburg
Col. Frank "Honest Chuck" Onischuk
—Westminster
Col. Leonard Sheinfeld—Boston
Col. John Shibley—Southwick
Col. Gordon Reid—Brimfield
Col. Edwin Welz—Pittsfield

MICHIGAN

Col. Gary Alexander—Flint
Col. Harold M. Bloom—Midland
Col. Jim Brannan—Boyne City
Col. Billy C. Butts—Benton Harbor
Col. Jerry Crain—Howell
Col. Marvin Freeze—Niles
Col. John M. Glassman—Eau Claire
Col. Freeman F. Glenn—Port Huron
Col. Eldon Hallmark—Hartford
Col. Fred Hullett—Detroit
Col. Robert McIntyre—Niles
Nelson's Auction School—Detroit
Col. David A. Norton—Coldwater
Col. Sherry Olin—Sparta
Col. William Podell—Grand Rapids
Col. Willie Reese—Edwardsburg
Col. Clyde Russell—Caledonia
Col. Douglas Schuur—Saline

Col. Tom Sparks—St. Joseph
Col. L. R. Spratt—Hillsdale
Col. Robert J. Wellman—Decatur
Col. Arthur Whitman—Milford
Col. Brent Wilber—Bronson
Col. Garth Wilber—Bronson
Col. Mike Young—St. Joseph

MINNESOTA

Col. Donald Babbitt—Conger
Col. Roy Hill—Anoka
Col. Audrey Knutson—Minneapolis

MISSISSIPPI

Col. S. E. Gelvin—Tunica
Col. Lew Henderson—Gulfport

MISSOURI

Col. G. A. Berger—Columbia
Col. Otis J. Hawthorne—St. Louis
Col. Buster Hewkin—Cuba
Missouri Auction School—Kansas City
Col. Wally Plueger—Seymour
Col. Jerry D. Popplewell—Amity
Col. Roy Slayton—Gladstone
Col. Ralph Ware—Puxico
Col. Jack White—Eldon

MONTANA

Col. Walter A. Brandt—Great Falls
Col. Earl W. Kinney—Billings
Col. Carl O. Westermarck—Shelby
Western College Auctioneering—Billings

NEBRASKA

Col. E. A. Camfield—North Platte
Col. Clyde Carnes—Aurora
Col. Mack P. Cosgrove—Omaha
Col. W. V. "Bus" Emrich—Norfolk
Col. Rod Gillespie—North Platte
Col. John W. Heist—Beatrice
Col. Russell E. Lydiatt—Ashland
Col. Grant R. Phillips—Wallace
Col. Henry Rasmussen—St. Paul
Col. Jim Walker—Omaha
Col. Don Werner—Thedford
Col. Rollo Wild—Riverdale
Col. Gary Woodring—Omaha
Col. Rex Young—Plattsmouth
Col. Don Zicht—Norfolk

NEVADA

Col. Robert Boyd—Reno

NEW HAMPSHIRE

Col. Victor A. Garrison—Exeter
Col. William Handley—Manchester
Col. Ray Houle—Center Conway
Col. U. Eric Johnson—Manchester
Col. Merle D. Straw, Jr.—Seabrook
Col. Edward G. Stevens—Rindge
Col. Paul W. Lawton—Chesterfield
Col. Robert Zanes—Laconia

NEW JERSEY

Col. Edward F. Barber—Williamstown
Col. Roy Brooks III—Sewell
Col. Fred R. Daniel—Neshanic Station
Col. Ralph S. Day—Leonia
Col. William S. Day—Mendham
Col. James Fawcett—Dumont
Col. George D. Hand—Englewood
Col. Elwood Heller—Somerville
Col. Esler Heller—New Egypt
Helping Hands Charity Auctions
—Bergen County
Col. James Hess—Ft. Dix
Col. Harold B. Jeffcott—Vincentown
Col. Bob Koty—Milford
Col. John R. Potts—Neshanic Station
Col. Moses P. Sharp—New Egypt
Col. Gerald Sterling—Berkeley Heights
Col. George F. VanDeree
—Pompton Plains
Col. Sidney White—Elizabeth

NEW MEXICO

Col. Elmer Bunker—Albuquerque
Col. Monroe Goree—Roswell
Col. Vance H. McMahon—Albuquerque
Col. James Priest—Clovis
The New Mexico Auctioneers
—Albuquerque
Col. John A. Overton
Col. Paul Rector
Col. Kenneth Schnoor
Col. Earl Youngren—Las Cruces

NEW YORK

Col. Roy Abbey—Angola
Col. Christopher Adams—Stony Brook
Col. Raymond W. Allen—Niverville
Col. Tim Anspach—Albany
Col. Richard W. Bronstein—Amherst
Col. Paul W. Calkins—Peru
Col. Clarence Foss—South Wales
Col. Robert J. Gallow—Bronx
Col. Victor Kent—Cuba
Col. William Kent—Bergen
Col. Dorothy Knapp—W. Nyack
Col. Robert Langley—Tully
Col. Marshall W. Lashway—Peru
Col. C. Prescott Lunt, Sr.—Ontario
Col. Bernard G. Lusk—Rochester
Col. George K. Lusk—Rochester
Col. Donald W. Maloney—Syracuse
Col. William Maloney—Syracuse
Col. Melvin J. Manasse—Whitney Point
Col. Donald Martin—Ballston Spa
Col. Crawford McFetridge—Penn Yan
Col. Doyt McGinnis—Nedrow
Col. Pamela Moore—Woodbourne
Col. William A. Moran—New York City
Col. Pete Murray—Ballston Lake

Col. T. Edison Ogden—Syracuse
 Col. Jack B. Perry—Wilson
 Col. Donald Quinion—Hudson
 Col. Ronald Reed—Sherman
 Col. Norvel T. Reed, Jr.—Sherman
 Col. Kenneth M. Rice—Hamburg
 Col. Peter J. Roussos—Cuddebackville
 Col. Ben Schwadron—Queens Village
 Col. Harold Spoor—Baldwinsville
 Col. David H. Tracy—Pavilion
 Col. Richard C. Tracy—Dansville
 Col. J. V. Trageser—Java Center
 Col. Lee Viningre—Grahamsville
 Col. Morris Weinstein—Middletown
 Col. Craig Wilcox—Bergen
 Col. Harris Wilcox—Bergen

NORTH CAROLINA

Col. Kenneth Aycock—Kenly
 Col. Jackie Ball—Marshall
 Col. Neil Bolton—Winston-Salem
 Col. E. Brooks Harris—Henderson
 Col. C. D. Carpenter—Conover
 Col. George K. Dukes—Winston-Salem
 Col. Billy Dunn—Maxton
 Col. Clinton Garner—Denton
 Col. Johnny Godley—Charlotte
 Col. E. Brooks Harris—Henderson
 Col. Homer E. Harden—Greensboro
 Col. J. Martin Haywood—Rockingham
 Col. Ben G. Hoffmeyer—Charlotte
 Col. Turner Kees—Hickory
 Col. W. Craig Lawing—Charlotte
 Col. Forrest A. Mendenhall
 —High Point
 Col. A. T. Morris—Durham
 Col. James E. Mozeley—Charlotte
 Col. Hugh Simpson—Union Mills
 Col. Joe Stockton—Lattimore
 Col. Johnnie Sutton—Salisbury
 Col. Kenneth W. Teague—Burlington
 Col. J. W. Walden—Monroe
 Col. H. M. Watson—Walkertown

NORTH DAKOTA

Col. Norman Aldinger—Cleveland
 Col. Edward Heinze, Jr.—Dazey
 Col. Larry Hubbard—Mandan
 Col. Wilbert Kroh—Bismarck
 Col. Lester Lein—Harvey
 Col. Bob Penfield—Bowman
 Col. Bud Rice—Tioga
 Col. Willard Schnell—Dickinson
 Col. Robert Steffes—Arthur

OHIO

Col. Robert Adkins—Ironton
 Col. Gary W. Cain—E. Springfield
 Darbyshire & Associates, Inc.,
 —Wilmington

Col. Chris B. Dawson—Waverly
 Col. Tom Deaton—Lebanon
 Col. Donald R. Florea—Milford
 Col. Herman L. Hart—Bristolville
 Hunter-Mayhugh Realty Co.—Hillsboro
 Col. Harry W. Kerns—Urbana
 Col. Richard T. Kiko—Canton
 Col. Edward King—Washington C. H.
 Knotts Auction School—Gallipolis
 Col. O. L. Lansaw—Middletown
 Leaning Pine Auction Co.—West Milton
 Col. Mearl Maidment—Bowling Green
 Col. James A. Marlowe, Sr.—Warren
 Col. Harley O'Day—Columbus
 Col. George Roman—Canfield
 Col. Don Standen—N. Ridgeville
 Col. Larry Standen—Elyria
 Col. Ralph VanderVlucht—Perrysburg
 Col. Harold Vaughn—Hamilton

OKLAHOMA

Col. Cecil Abernathy—Oklahoma City
 Col. Dick I. Boyd—Portland
 Able Auction & Realty—Lawton
 Col. Lewis W. Campbell—Wyandotte
 Col. V. K. Crowell—Oklahoma City
 Col. Eddie Douglas—Tonkawa
 Col. Orval Free—McAlester
 Col. Lee Hickman—Oklahoma City
 Col. Clyde Jones—Alva
 Col. Jerry Kudlac—Yukon
 Col. Evelyn Payne—Crescent
 Col. Jim Richards—Spencer
 Col. F. E. Springer—Red Oak
 Col. R. B. Thompson—Ralston
 Col. Ed Vierheller—Claremore

OREGON

Col. Harold E. Ball—Portland
 Col. Dick I. Boyd—Portland
 Col. Orland J. Brenner—Medford
 Gary Day Associates—Canby
 Col. Donald Heffelfinger—Portland
 Col. Donald F. Kennedy—Portland
 Col. Larry Lewin—Salem
 Col. Virgil R. Madsen—Junction City
 Col. C. A. Morrison—Grants Pass
 Col. Virgil Munion—Roseburg
 Col. Harold W. Morris, McMinnville
 Col. Eldon H. Shelley—Eugene
 Col. Lynn Walters—Clackamas
 Col. Forrest Witthar—Portland
 Col. Melvin Wood—Roseberg

PENNSYLVANIA

Mrs. Tom Berry—West Newton
 Q. R. Chaffee & Son—Towanda
 Col. H. L. Frye—Pleasant Unity
 Col. Jacob A. Gilbert—Wrightsville
 Col. Ralph W. Horst—Marion
 Col. Wylie S. Rittenhouse—Uniontown

RHODE ISLAND

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

SOUTH CAROLINA

Col. Lloyd Meekins—Dillon
Col. Archie Moody—Darlington
Col. George P. Pechilis—Columbia
Col. J. L. Pinckney—Orangeburg
Col. W. C. Smith, Jr.—Columbia

SOUTH DAKOTA

Col. Wild Bill Hickok—Hot Springs
Col. Richard W. Stene—Beresford

TENNESSEE

Col. Rubert Ainley—Dukedom
Col. Richard W. Bethea—Chattanooga
Col. David O. Hardin—Greenville
Col. J. Robert Hood—Lawrenceburg

TEXAS

Adams & Adams Auction Service
—Corpus Christi
Col. Walter S. Britten—Bryan
Col. Dub Bryant—Big Spring
Col. Arthur L. Bunnell—Marble Falls
Col. Phil Bunnell—Marble Falls
Col. Preston Bunnell—Marble Falls
Col. J. E. Conoly—Van Horn
Col. Jack Dillard—Waskom
Col. Paul Gaston—Taylor
Col. Grover Howell—Seagoville
Col. Henry A. Ismonde—Houston
Col. B. W. Jett—Ft. Worth
J. O. Lawlis Associates—Conroe
Col. Anson Lockwood—Seagoville
Col. Jack V. Ogle—Greenville
Col. Gene Rogan—Granbury
Col. David M. Sims—Houston
Col. Gene Smith—Campbell
Col. R. J. Smith—Lone Oak
Col. Henry R. Story—Brownwood
Col. E. W. Strahan—Houston
Col. W. J. Wendelin—Henderson
Col. John W. Wilson—Amarillo

VERMONT

Col. Walter Flatow—Waterbury Center
Col. Terry P. Lawton—Brattleboro

VIRGINIA

Col. W. F. Artrip, Jr.—Winchester
Col. C. W. "Buck" Bayne—Covington
Col. William Bozarth—Gloucester
Col. Willie T. Catlett—Lynchburg
Col. Richard Cox—Orange
Col. Harold Entsminger, Jr.—Roanoke
Col. Morris F. Fannon—Pennington Gap
Col. Harry D. Francis—Max Meadows
Col. David H. Gladstone—Norfolk

Col. C. D. Jordan—Bassett
Col. O. D. Jordan—Martinsville
Col. Melvin Lacey—Dry Fork
Lackey-Saunders Co.—Hampton
Col. Jack Peoples—Chesapeake
Col. Dick Price—McLean
Col. Tom W. Reese—Remington
Col. Maury Riganto—Norfolk
Col. J. E. Sutphin—Newport
Col. J. D. Vaughan—Keysville
Col. Roy Wheeler—Charlottesville

WASHINGTON

Col. Ray S. Brock—Pasco
Col. Juel L. Burling—Lynnwood
Burnham & Burnham—Thornton
Col. Bud Chapman—Seattle
Col. Bob Etherton—Seattle
Col. Al Gay—Seattle
Col. Bill Johnson—Seattle
Col. Arthur A. Lee—Bellevue
Col. Robert F. Losey, Sr.—Renton
Col. Orville Sherlock—Walla Walla
Col. Wes Wendt—Granger

WEST VIRGINIA

Col. Jim Alvis, Jr.—Rupert
Col. Wilbur S. Brock—New Haven
Col. Jasper L. Casto—Buffalo
Col. Ronald Dempsey—Anstead
Col. Leonard F. Eddy—Middlebourne
Col. O. B. Harris—Beckley
Col. James McCutcheon—Parkersburg
Col. A. G. "Dick" Miller—Ceredo
Col. Robert S. Michael—Morgantown
Col. B. G. Park—Paden City
Col. Bill Sheets—Buckhannon
Col. Walter Wiseman—Charleston
Col. R. C. "Rick" Woodard—Huntington
Col. Rodney Woods—West Liberty

WISCONSIN

Col. Jim Appleman—Cashton
Col. Lester M. Bue—Beloit
Col. Earl F. Clauer—Mineral Point
Col. James L. DeQuardo—Hubertus
Col. Jim Esch—Showano
Col. Peter Faith—Whitewater
Col. Tom Frederick—Walworth
Col. John Freund—Omro
Col. Harold Gavin—Baraboo
Col. Fred C. Gerlach—Brookfield
Col. Dean George—Evansville
Col. Paul George—Evansville
Col. W. C. Heise—Oconto
Col. Bill Jones—Pickett
Col. Foy Kneisel—Friendship
Col. Don Lloyd—Oshkosh
Col. Neil Nelson—Westby
Col. Walter Nowatske—Mukwango

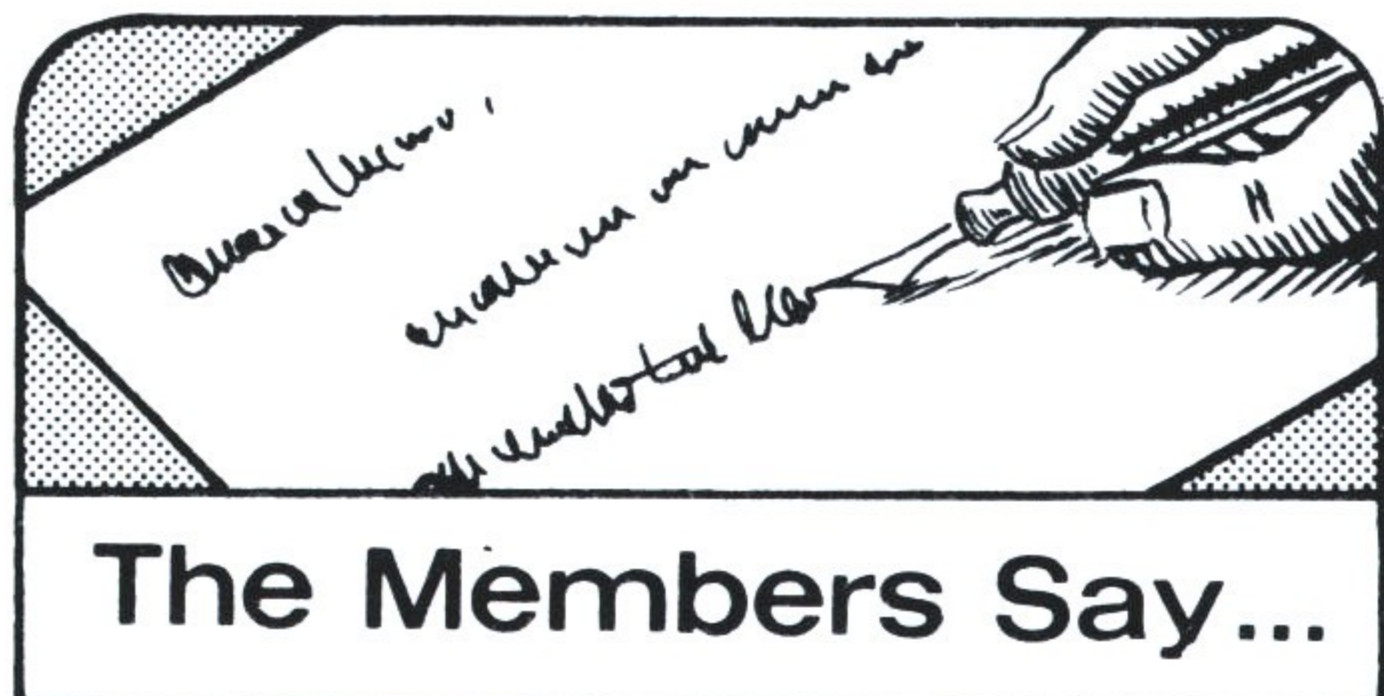
Col. Roy Obberich—Plymouth
 Col. Williard Olson—Delavan
 Col. John Paffel—Comstock
 Col. Gerald Pearson—Plainfield
 Col. Erwin L. Stewart—Durand
 Col. LeRoy Teske—Berlin
 Col. Howard Thompson—Evansville
 Col. Victor Voight—Reedsville

WYOMING

Col. Earl W. Conner—Kemmerer
 Col. Bob Force—Gillette

ELSEWHERE

Col. Charles Benovoy—Ottawa, Ont.
 Col. Bob Crockett—Kingston, Ont.
 Col. H. P. Higgins—Huntingdon, Quebec
 Col. Ross Kemp—Stratford, Ont.
 Ladies Auxiliary to the NAA



Dear Bernie:

Just a line or two to order a signature cut die and four bumper stickers. Looking back on the convention at Milwaukee, I can't for the life of me see how these fellows can year after year come up with the quality that they do. Anyone who attends these conventions with the yearn to learn cannot walk away without having bettered himself.

I was proud to have been elected as a Director and will sure do anything asked. Will see you in December in Lincoln.

Again, hats off to the Wisconsin Boys, especially that Joe Donahue and Ernie Freund. In my book they are two of the greatest. Also, want to let you know that our state convention this year will be held on Friday, January 15th, in Lansing.

If the check isn't enough let me know.

Yours,
 Garth Wilber,
 Bronson, Michigan

* * * * *

Dear Colonel:

Enclosed find check for my dues July 1, 1970 to 1971. I have thoroughly en-

joyed "The Auctioneer". Last year, when I rejoined the N.A.A., I was listed as a new member. I first joined in 1919 but had not paid dues for about ten years.

I have a one man business and can do only so much. I'll have my 83rd birthday on Nov. 10, 1970. If I keep on feeling as well as I do now, I'm good for over a hundred.

Very truly yours,
 D. Frank Crim
 Roanoke, Virginia

P.S. Sorry, that Col. Guy Pettit had to pass away.

* * * * *

Dear Mr. Hart:

Enclosed is check for 1970 membership dues.

I enjoy THE AUCTIONEER very much and am proud of our publication. I am sorry I will not be able to attend the National Convention at Milwaukee.

The very best of luck.

Yours truly,
 Bill Decker
 Milford, Ill.

* * * * *

Dear Jim:

I have been looking forward to coming to the Convention, but will not be able to make it this year. I am very disappointed but was unable to get anyone to come with me and the Doc advised me not to go alone.

I have attended 10 of the last 11 conventions and have enjoyed meeting with the many friends that I have made over the years. Give my respects to all that remember me. I will be looking forward to the Convention next year. Hope it will be near New Jersey.

If you are ever in the Philadelphia area give me a call as I am only 20 miles from there.

Best wishes for a continued success in all your efforts.

Watson Van Sciver
 Burlington, New Jersey

* * * * *

Dear Bernie:

Enclosed you will find check for "Booster Page". Sorry that again this year we will be missing the Convention.

We took a trip to Austria in April and May of this year. We took my Dad, who is 83 years old, back to where he was born. He left, Gols, Austria, 67 years ago and had never been back. He had one sister who he had never seen as she

was born after he left. Also had another sister and one brother living and many other relatives. We lived in the homes with these relatives which was quite an experience. We were treated almost like Royalty all over Austria. Their home is only six miles from the Hungarian border and the Russian guards and fence and only thirty miles or less from the Czech. border and the Communists.

To see and learn what these people go through and have gone through is something you don't forget. Or to visit one of their grocery stores and see what few things are available to them to buy, things Americans think they can't live without. We had a wonderful time but were so glad to get back. Think if everyone had been with us they would now be displaying those bumper stickers you see, "If you don't like America leave it".

I have been very busy this past year. Prices on livestock are still very high. We are having plenty of rain and every-

thing is looking good.

Hope this finds all of your family well,

Sincerely,
Bill Wendelin
Henderson, Texas

* * * * *

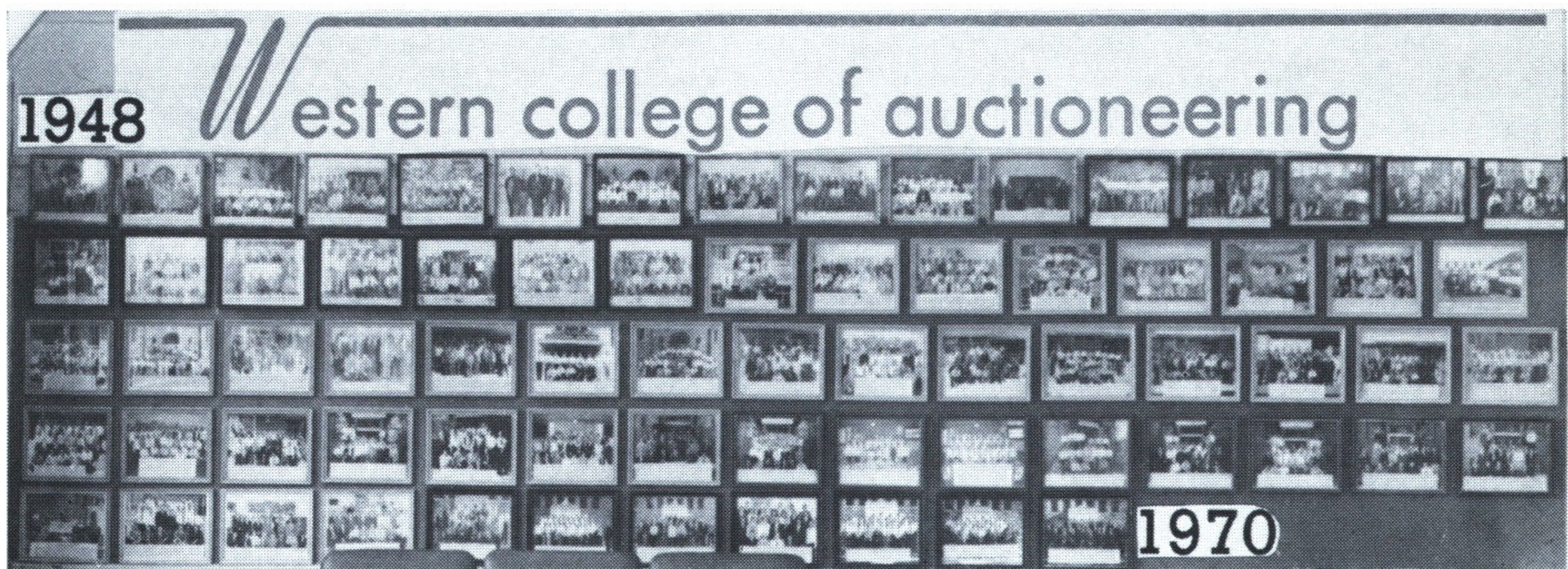
Dear Col. Hart;

Just a few lines to let you know that I really enjoyed the National Convention. I bought two pounds of cheese just before I left, and I'm still eating cheese. It is delicious.

Enclosed is check for \$100.00 which I pledged at the Convention toward the Building Fund. I'll try to give more later. I'm in the process of building on to my building, at the present time only 25' x 177' and I need more space, so money is short now.

Y'all come.

Yours truly,
Billy Dunn
Maxton, N. C.



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

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

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

14 Instructors assist you. Night and Day.

All classes limited to thirty men. You are an individual here, not a number.

Diploma issued if you qualify.

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

Write Today, to:

Box 1458, Billings, Montana

Auctioneering --- It Can't Be Beat

Here comes the plunder by C. B. McCarter, the old plowboy. We got home on Tuesday after the convention. We visited the great Reppert School of Auctioneering in Decatur, Indiana; we had to stop by the hospital in Decatur Sunday night. I had carbuncles on the back of my neck that made Sunday's 300 miles miserable, but the good doctors, medicine and shot eased the pain and they busted Monday night. With those miserable, thobbing carbuncles, I enjoyed the great convention in beautiful Milwaukee, Wis. and only missed about 15 minutes of all sessions and I begrudge that 15 minutes. This was beyond doubt the greatest convention ever. I think we should give the old faithful auctioneers more credit and give the young, that are willing to sacrifice and take some hardship for the greatest profession on earth, the auction business, the lift they deserve.

Just crossed the wide French Broad River from our beautiful 50 acre island where we are chopping corn. I often go to this peaceful island to concentrate on my sales. The deeper in the auction business we get, we seem to appreciate the old farmboy knowledge we learned from our farm experience more every day. We enjoyed the fine talks on agriculture, and the fine speech by Donald N. McDowell, looking 10 years ahead. My little wife complimented me before Lloyd Bradley and his wife, our happy guests. My beautiful, charming partner says, "I have heard you come over about the same on the outlook of the future." I thought I was a smart boy, but I didn't know I was that smart. I like the sign we saw in a nice restaurant, "It's what you learn after you think you know it all that really counts." There are so much to learn about our great Auction Profession that sometimes I feel I know so little.

Our Labor Day Sale looks like another bumper. We have about 175 lots this time. We want to try to break another record. The weather has been dry here; farmers are hurt. Dust on our new streets is now being settled by good

steady rain. Our good friend, Col. G. H. Shaw, called me from Alexandria, La. He has a Yorkshire hog sale in Limestone, Tenn. Seems he was mixed up about our license law, but we got everything worked out so the sale could go on and Col. Shaw could call the pedigree over by heart. He said he had a young auctioneer from Dyersburg, Tenn. to help him with his big sale. I would like to help him, but his sale is set on Labor Day same as our lot sale. The big family still remembers Col. Shaw when he had the old mountain boy locked up for having too many babies by one wife. This happened in Houston, Texas at our convention. The old Judge got high on the water from the big bottle, and I liked to have never got out of that dad-burn jail. Some of the children thought this was real; I began to think so too.

Bernie, you missed the best show of all. That big-footed, tall Kentucky auctioneer, Col. C. Roger Lewis, played the guitar in the cheese guest room at the Hotel Pfister. We sung some of the bluegrass music songs that would make your hair stick straight up. The little lady that sung the Auctioneer in the Talent Show sung; and also, the little lady that won first place did some mighty fancy yodeling. If those Kentucky auctioneers and pretty women thought I was good, they ought to hear me when I ain't got carbuncles on my neck. Well Bernie, I don't know why anyone would request me to write often to our little gold book, The Auctioneer, but several did. So here it is.

We have the very best relations on our Labor Day lot sale, and we will make good I know. Come and help me pay the \$600 I so freely gave to go on the building fund in behalf of the Tennessee Auctioneers Association. I'M sold on our new office building in this sputnik age. The old mountain boy will probably fly in 13 minutes from my old farm in Sevier County by the time the big computer machine can click out the latest information on auction. So I can go on with my space age sale of space

ships. Of course, I'm going to try to stay on the ground and sell real estate at auction the sound American way. Of course, I'd of liked for the big Center Office to have been in my town in Tennessee, but I'm just as proud its in the friendliest town I've ever been in where some of the world's best auctioneers were born, Lincoln, Nebraska. You know I spent 4 days almost dead in the fine hospital in Lincoln in 1962 convention. Thank the good Lord after two years rest, my old worn body functions pretty well now to have as many miles on my speedometer; but I sure got my valves ground at the Milwaukee convention especially from the deep-meaning speech Col. Wright made. Our whole 25 clan is now planning to attend the great convention in Lincoln in 1971. Auctioneers young and old, we just can't afford to miss so much learning and so much good everlasting friendships made at these friendly get togethers. My little wife likes me just a wee bit better everytime I take her and the younguns to a convention. All you young auctioneers try bringing your best partner, your little wife, and I'm sure you will say the same. Yes Bernie, our guest Mr. and Mrs. Lloyd Bradley and son, Johnny, really got a treat. These people are devout Christians, and they liked the clean way the convention was carried out. Let's continue to watch our speech and keep booze where it belongs so our guests will go back home speaking a good word for us auctioneers and our great American profession.

So long now. Lets hear from your part of the country. We like to read about you too. Remember Bernie, we learned at the convention that real es-

tate in the right location is good now and by 1975, it will be pure gold. We have in our family over 2,000 acres of Tenn. soil. We sell an acre and buy two more seems like. Tell Lou Stambler to load the boat with those delicious pineapples from Hawaii. It takes lots of food for the 25 clan of little and big McCarters. We'll be in Lincoln or bust, the good Lord willing.

The hottest mtn. auctioneer in Tenn. when the weather is 110
Your friend,
C. B. McCarter

P.S. The old worn 17 year old Scottie "Top" McCarter has his farm britches on and is calling bids to the tune of his 7 ton new mighty diesel tractor. Maybe he will learn the type soil as Dad did following the three mules and plow. The four Southern Plowboys are coming along good. One thing we learned in the Talent Show; Joe, the 5 year old, went to sleep and stole the show from big mouth Guy, Steve, and Chuck. That proves an auctioneer sometimes wins by keeping his big trap shut. The boys has to learn to be good losers in order to be a good winner. They won so easy last year they thought there was nothing to it this time. They will have a surprise for you at Lincoln. Who knows what.

**NATIONAL
AUCTION INSTITUTE**

**P.O. Drawer B
Bryan, Tex. 77801**

The School of Distinction

*Learn Auctioneering
At Home*

NELSON AUCTION SCHOOL

16800 Whitcomb
Detroit, Michigan 48235

Home Study Course \$57.50
(With Recordings)

555 Auction Sayings 3.00

Residential Classes Begin **SECOND MONDAY** of April; and September **EVERY YEAR!** *Send for FREE BROCHURE.*

Nationally Recognized School

**SUPERIOR SCHOOL OF
AUCTIONEERING**

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

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



MISSOURI AUCTION SCHOOL

KANSAS CITY, MISSOURI

CLASS OF JUNE, 1970

First row left to right: Verlin Green, Instructor, Kan.; Jack Reedy, Instructor, Md.; Ann Shelton, secretary; Delbert Winchester, Instructor, Okla.; Richard W. Dewees, President, Mo.; Gene Willhite, Mo.; R. E. Williams, Ky.; Charles Evenson, Instructor, Kan.

Second row left to right: Katherine Tharp, Ky.; Wilma Wilkins, Fl.; Harlan H. Veal, Ky.; Clarence Eberhart, Jr., Mi.; James Mullenberg, Wa.; Raymond R. Chavez, Ks.; Joe McCracken, Mo.; R. L. Wagner III, Tx.; Kenneth Teague, N. C.

Third row left to right: Jack Murray, Ok.; Joe Barnett, Mo.; Richard Miller, Md.; Owens Taylor, Ma.; Fred Farthing, Ks.; David Perryman, Ks.; Norb Richter, Il.; Roger Allen, Oh.; Rick Campbell, Nb.

Fourth row left to right: Lynn Huffman, Ks.; Rodney Beemer, Nb.; Roger Langenberg, Nb.; Larry Brasher, Ut.; William Jasper, Ky.; Ken Huber, Il.; Ned Ronson, Ca.; Bill Wentzell, N.J.; Thomas W.S. Ortner, Mo.; Paul N. Carrithers, Va.; Leslie J. Phipps, Ca.; John McConnell, Mi.; Stephen Webster, D.C.; Charles Atkinson, N.Y.

BUY BELOW WHOLESALE

"OUR PRICES CAN'T BE BEAT"

BEST In Service-Price-Quality

THE WINNER'S CIRCLE

WE ARE IN 1ST PLACE FOR THE LAST 20 YEARS
THE HOTTEST AND FASTEST SELLING ITEMS IN THE WORLD

WATCHES 'n JEWELRY

MEN'S GOLD WATCH W. EXPANSION BAND	Ea. \$ 3.00
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. \$ 5.00
Men's "Skin Diver" Watch with Calendar	Ea. \$ 6.50
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. \$10.00
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. \$10.00
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 Dress Watch with Cuff Links Set	Set \$ 4.50
Ladies' Watch with Jewelry Set	Set \$ 5.75
WALTHAM Ladies' Sport Watch w. Suede Band	Ea. \$12.00
HILTON 17-Jewel Men's Dress Watch w. Band	Ea. \$ 9.25
HILTON Ladies' 10 Diamond Dress Watch	Ea. \$25.00
Waltham 17-Jewel Men's Dress Watch with Band	Ea. \$12.00
Men's Deluxe DIGETIL Watch with Band	Ea. \$ 7.50
Men's Auto. Day-Date Dress Watch with Band	Ea. \$12.00
JAMES BOND 007 SPY WATCH WITH	
HOUR WINDOW	Ea. \$ 4.00
BRONCO WESTERN WATCH—for CHILDREN	Ea. \$ 4.00
Beautifully Boxed Pendants	Doz. \$ 1.75

Louis D'OR Perfume, Book of Charm, with Key Chain	Doz. \$ 7.80
Louis D'OR Perfume Rings—Ind. Boxed	Doz. \$18.00
Louis D'OR Perfume—\$20.00 Retail	Doz. \$ 5.90
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. \$15.00
CHARMANT French Cologne—Retail \$15.00	Doz. \$18.00
Glamorous FILIGREE Spray Perfume	Doz. \$ 5.90
2 pc. RUSSIAN LEATHER Cologne Set	Doz. \$15.00
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. \$24.00
Beautiful Spanish Guitar	Ea. \$10.00
Beautiful AURORA BOREALIS ACORN	
Necklace	Doz. \$ 5.90
Beautiful 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. \$ 6.50
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	\$ 4.80
Electric Corn Popper—with Glass Lid	Ea. \$ 2.90
Steam 'n Dry Iron—NAME BRAND	Ea. \$ 5.90
HAMILTON BEACH Electric Cordless Knife	Ea. \$ 5.00
Electric Mixer on Stand with Bowl	Ea. \$ 9.50
MIRRO Automatic Perk.—9 Cups	Ea. \$ 5.00
7-pc. Hard TEFLON-II Set—NAME BRAND	Set \$ 7.50
7-pc. Hard TEFLON-II Set—In Avocado Only	Set \$ 9.50
7-pc. Avocado ROYAL CHEF Alum. Cookware	Set \$ 7.00
49-pc. Cook-N-Serve Ensemble—Guaranteed for	
5 Yrs. Also Ovenproof	Set \$ 7.50
72-pc. Server Entertainment Set—A Bar Delight	Set \$ 7.50
41-pc. Set Colonial Prismcut. Hostess Ensemble	Set \$10.00
Lite-Up Mirror w. Travel Case—Just Turn On	Ea. \$ 4.25
Large Size—#20—United "Ivy Leaf" Clock	Ea. \$ 8.50
Beaut. Mahogany Dancing Doll Jewelry Chest	Ea. \$ 3.50
Musical Large Brown Jug	Ea. \$ 2.50
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 \$ 7.20
21-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$10.00
14-pc. Deluxe Carving Set—Pkd. in Deer Chest	Set \$ 7.50

TOOLS

50 Ft. Drop Cords—All Copper Wire	Doz. \$13.80
20-pc. Socket Wrench Set	Ea. \$ 1.75

3-pc. Adj. Wrench Set—6", 8", 10"	Set \$ 1.90
7" ELECTRIC SAW—Power House	Ea. \$16.50
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 Clip	Set \$ 3.25
6-pc. Comb. Box and Open End Wrench Set	Set \$ 3.25
26" MASTER HAND SAW	Doz. \$ 8.40
16-oz. Steel Hammer	Doz. \$ 6.25
19" Deluxe Tool Box with All Metal Tray	Ea. \$ 2.75
100 ft. Heavy Duty 14 Gauge Power Cable	Ea. \$ 4.50
100 ft. Heavy Duty 10 Gauge Power Cable	Ea. \$12.50
Deluxe Carded Wrench Key Chain—Hot Seller	Doz. \$ 3.50
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. \$ 5.75
Large Size AM/FM Radio Battery/Electric #2019	Ea. \$10.00
Beautiful KING ARTHUR Novelty Radio	Ea. \$12.00
Deluxe TONY-SONIC AM/FM—AC-DC Radio	Ea. \$ 9.00
Deluxe Radio-Phonograph Player—3 Speed	Ea. \$18.50
Deluxe 3 Band Police—AM/FM Radio	Ea. \$15.00
Beautiful Plush Poodle Radio—Ass't. Colors	Ea. \$ 5.00
Permanent Press Dress Shirt, Ass't. Sizes	Doz. \$18.00
Table Radio—AM/FM	Ea. \$12.00
Walkie Talkie Set—Solid State—Complete	Set \$ 9.00
4 Speaker AM/FM Mahogany Table Radio	Ea. \$24.00
Men's 2-pc. Deluxe Sweater Set	Per Set \$ 5.00
Automatic Needle Threader—Boxed	Gross \$ 8.50
Men's Windproof Lighters—Boxed	Doz. \$ 2.25

LAST MINUTE SPECIALS

45 Pc. Dinnerware Set—Unbreakable	Set \$ 4.80
Deluxe Beacon Blanket—72"x90"—Ass't. Colors	Ea. \$ 2.50
Men's Deluxe Tee Shirts—Top Quality	Doz. \$ 4.80
Cannon Towels—Giant Size	Doz. \$ 6.90
3-pc. Ladies' Luggage-Tote Bag Set	Set \$ 7.90
New Magic 10 Color Pen	Doz. \$ 5.90
Matching Umbrella and Bag Set	Doz. Sets \$13.00
Black and Decker 7/4" Electric Saw	Ea. \$21.00
8-Track Auto Stereo Tape Player with	
2 Speakers and Bracket—Complete Set	\$34.00
Arvin Clock Radio—AM/FM Deluxe Model	Ea. \$16.00
Battery Operated Casey Jones Train	Ea. \$ 2.50
4 Player Deluxe Badminton Set with Case	Set \$ 2.50
Large Hunting & Fishing Lantern with 6-volt	
Battery & Red Light	Per Set \$ 3.90
Old Fashion Large Size Kerosene Lamps	Doz. \$24.00
Giant Stained Glass Kerosene Lamp, Boxed	Ea. \$ 2.00
(10x50) Binoculars with Leather Carrying Case	Set \$16.80
8-pc. Deluxe Flash Camera Kit	Set \$ 3.75
24-Pc. INDIA Brass Candleholders—	
Tea & Tableware	Set \$15.00
3-Dimensional Large Ass't. Picture Scenes	Ea. \$ 4.80
PLAY-POKER SLOT MACHINE—DEALS A	
NEW HAND EVERY TIME YOU PULL THE	
HANDLE . . . FASTEST PITCH ITEM ON	
THE MARKET TODAY	Ea. \$ 3.00
Large Size Ass't. Plush Toys	Doz. \$18.00
BATTERY OPERATED LAUGHING BAG	Doz. \$24.00

Visit Our Showroom For 1,000's of Bargains

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

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

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

— YOUR FRIEND FOREVER —

SHELDON CORD PRODUCTS

3320 WEST LAWRENCE AVENUE

CHICAGO, ILLINOIS 60625

PHONE: (312) 267-6570

OPEN FROM 9 TO 6 SEVEN DAYS A WEEK



The Lighter Side...

CHAMPIONSHIP

"I remember my wedding day so distinctly," recalled the marketing executive to his sales manager. "I brought my bride home to the little house I had bought, carried her over the threshold and said, 'Honey, this is your world, and this is my world.'"

"And I suppose you both lived happily ever after," suggested the sales manager.

"Well, not exactly," he replied. "We've been fighting for the world's championship ever since."

SPECIALIST

As the two surgeons were leaving the operating room, one turned to the other and said, "That was a close one. An inch either way and I would have been out of my specialty."

INVESTMENT

Before boarding a plane, a man took out an accident policy for \$75,000, then on his way to the boarding gate stepped on a "weight and fortune" scale. The card dropped out, he looked at his weight, read his fortune, and rushed for a cab to go home. His fortune: "Your recent investment will soon pay off."

CYNIC

Eldest member of the town's planning committee quietly pointed out flaws in several super-ambitious plans set forth by the group's "big thinkers."

"Blast it, Henry," said one firmly, "do you have to throw cold water on everything?"

"Cold water," countered the old timer, "just naturally results when a lot of hot air gets on thin ice."

THOU SHALT NOT . . .

The mother was shocked when her 9-year-old came home and said his class had been studying the Ten Commandments, so now he knew what "to commit adultery" meant. Noting his mother's expression, he added, "Gee, I don't know what you're so upset about. It means putting sand in sugar."

HUSH MONEY

A kid down the street is trying to teach his dog to talk.

"If I can get old Rover to talk," he explains, "I know I can't get real rich by selling tickets to people who want to hear him."

"But," he continues, "I figure I can get a couple of million bucks from dog food manufacturers if I promise to keep him quiet."

DEMOCRACY

A kindergarten teacher was asked by one of her small charges whether the rabbit they were playing with was a boy or a girl. Not wanting to be drawn into a birds-and-bees discussion, she said she didn't know. Another youngster volunteered, "I know how we can find out." Bracing herself for the worst, the teacher almost reached to put her hand over his mouth. But he blurted out, "Let's take a vote!"

A BETTER IDEA

A recently ordained minister was explaining to his bishop why he resigned from his first charge.

"There were 34 girls, old maids and widows there — all eager to marry the pastor," he said.

"Not for me," replied the minister.

"Well," the bishop said, "you know there is safety in Numbers."

"I found safety in Exodus."

PRAYERS

Children have developed some mighty original prayers as a result of their misquoting what they have heard. The Lord's Prayer for one little girl includes the line: "And lead us not into Penn Station." A small boy has this version: "Howard be Thy name." And still another youngster offers: "Our Father who art in heaven, how did You know my name?"

The mind that does not welcome visitors will always have the "vacant" sign showing.

RAFFLE

"How about it, George? We're havin' a raffle for Widow Slocum. How about you buyin' a ticket?"

"I'd sure like to buy one," whined George, "but known' my wife, there's not a chance in a hundred that she'd let me keep her even if I won her."

AUCTION CLERKING SHEETS

Agreement Contracts
Settlement Contracts
Write for samples and prices
Burton Printing Co., Box 597,
Hastings, Nebr. 68901

Knotts

School Of Auctioneering
and Public Speaking

Home Office 1163 Sec. Ave.
Gallipolis, Ohio Phone 446-2917

Graduate Auctioneer

of Missouri Auction School, with two years experience in farm auctions and livestock Market auctions, wishes to work full-time with established auctioneer.

Member of Colorado & National Auctioneers Associations

LARRY D. LAND
Rt. 1, Box 269B
Brighton, Colo. 80601

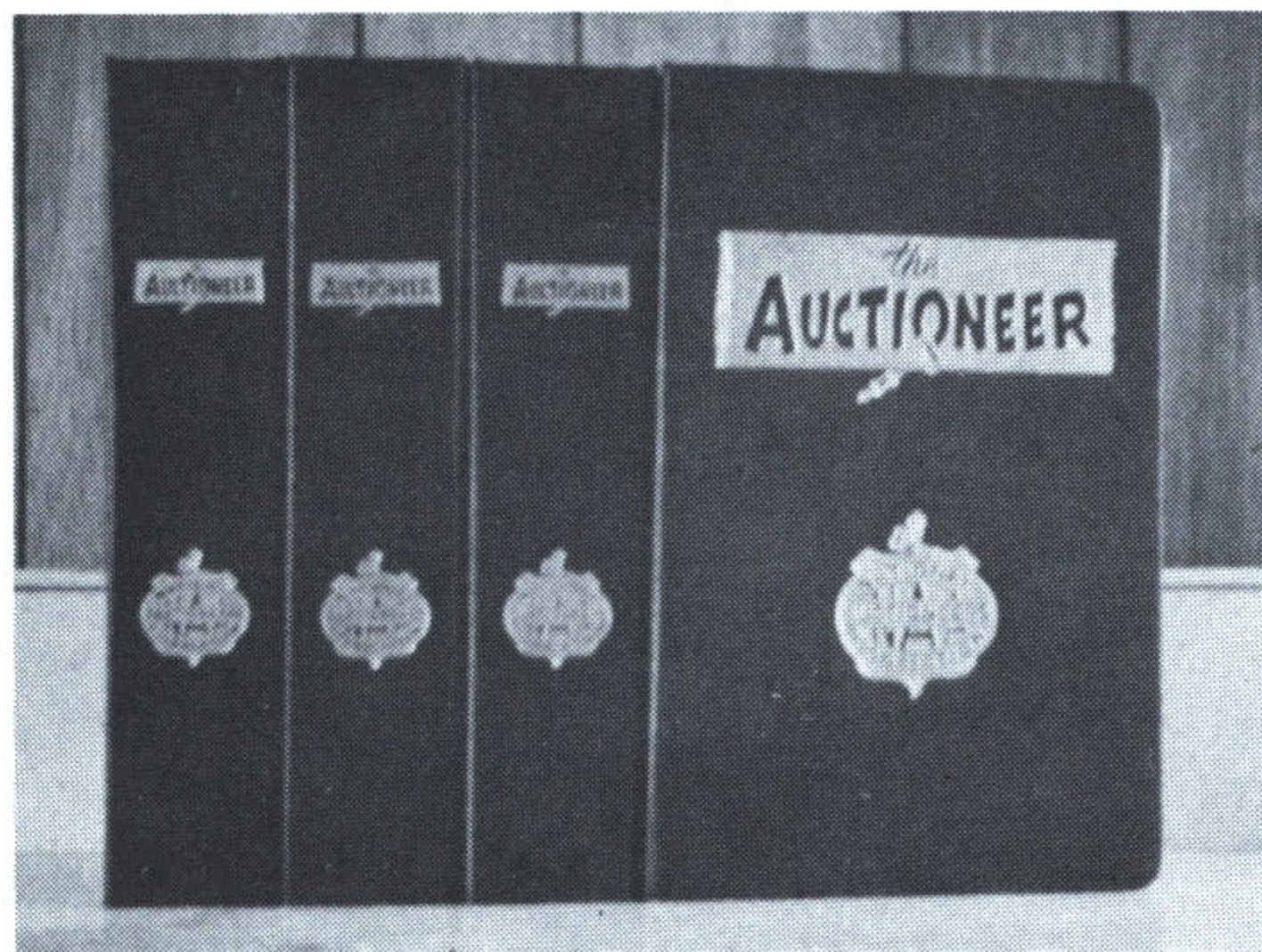
Be An Auctioneer

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

FREE CATALOG!

Missouri Auction School

424-43 Nichols Rd. Kansas City, Mo. 64112



Now
A Binder For
"The Auctioneer"
\$3.00 Postpaid

A beautiful maroon and gold binder that holds one year's issues of your favorite magazine, "The Auctioneer".

File and preserve your copies of your national trade journal. Attractive on your desk top or in your bookcase.

Send check or money order to:

THE AUCTIONEER

3277 Holdrege St.

Lincoln, Nebr. 68503

BUSINESS CARDS



- All orders processed & shipped in 48 hrs.
- Free delivery
- Free Card Case

Either emblem \$1.00 extra

\$6.00 per 1000
2 Color - \$8.00



CARDPRINT

701 Park Ave., Galion, Ohio 44833



AUCTIONEER INFO GUIDE

34 pages of information all auctioneers should have re auction chants, fill-ins, descriptions, jokes, closing bids, methods, reasons, photos, office policies, forms, etc. Price, \$2.50. FREE: Newest & best real estate & chattel contract samples included.
CLEM LONG, INC. 33 RIVERSIDE DR.
Dayton, Ohio 45405

BUSINESS CARDS



- All orders processed & shipped in 48 hrs.
- Free delivery
- Free Card Case

Either emblem \$1.00 extra

\$6.00 per 1000
2 Color - \$8.00



CARDPRINT

701 Park Ave., Galion, Ohio 44833

REPPERT SCHOOL OF AUCTIONEERING

Tuition \$200.00
For 3 Week Term

Also Home Study

Founded in 1921

Decatur, Indiana

Box 189 46733

ROY WHEELER

REALTY COMPANY

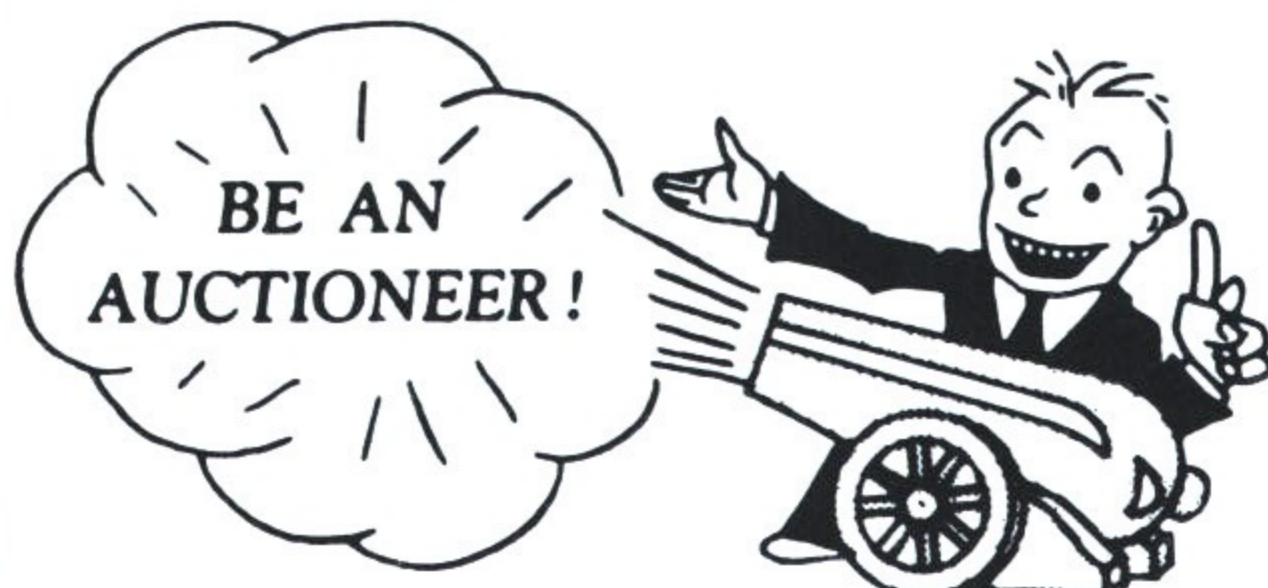
CHARLOTTESVILLE-VIRGINIA

401 EAST HIGH ST. ... PHONE 296-4171

ZIP CODE 22901

AREA CODE 703

WRITE General Material & Brochures



ENROLL TODAY!

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

WRITE FOR BROCHURE AND APPLICATION TODAY

MENDENHALL

School of AUCTIONEERING

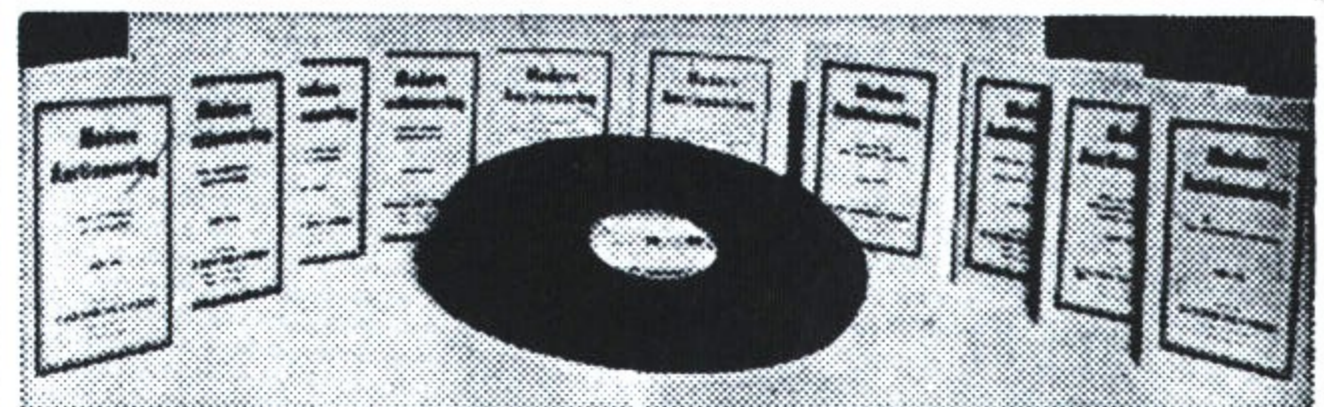
U. S. HWY. 29 & 70 W. (1-85)

PHONE (AC-919) 888-7165)

HIGH POINT, NORTH CAROLINA

AUCTION COLLEGE

TERM OPENS SOON
FREE CATALOG
WORLD'S LARGEST SCHOOL
13,000 Graduates—Over 37 Years



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

REISCH AUCTION COLLEGE
Mason City, N. Iowa 50401

Where The Nation's Leading
Auctioneers Teach You.



AUCTION SUPPLIES

WRITE FOR FREE SAMPLES

"CLERK-SAVER" CLERKING TICKETS—Form No. CT-12
Original and 2 copies on NCR paper (makes its own carbon copies) 8½x11" sheets perforated to make 12 tickets 1¼x4½". This is an extremely fast, easy, and accurate combination clerking and cashiering form. At the moment of the sale the clerk writes the item sold, the buyer, and the price. The clerk writes only these 3 words and the cashier never writes, rewrites, or copies a word. The buyer receives one copy as a paid receipt, and the seller and auctioneer each keep one. There is not duplication or posting errors. This one form replaces both the standard clerking sheets and cashiers statement. You'll like these.

9,000 Tickets (1/3 White, Pink & Card) . . . \$14.50
18,000 Tickets (1/3 White, Pink & Card) . . . 27.50
36,000 Tickets (1/3 White, Pink & Card) . . . 55.00

STANDARD CLERKING SHEETS . . . Form No. CLS-2
8½x11", 50 sheets per pad. Has column for lot number, description of item, quantity, purchase price, etc.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

STANDARD CASHIER'S STATEMENT . . Form No. CAS-1.
2 part, original for auctioneer and copy for buyer, 50 sets per pad, 5½x8½".
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

EQUIPMENT AUCTION TAGS . . . Form No. EAT 3-59.
3 part perforated tag with hole on top. Space to mark lot number on all 3 sections. 2½x5".
1,000 Tags \$9.75 5,000 Tags \$42.50

WIRES FOR EQUIPMENT AUCTION TAGS, 12" long.
1,000 Wires \$5.00 5,000 Wires \$22.50

BUYER CARDS . . . Form No. BC-69
For buyer's number and purchase notes. 3¼x7½" (fits in buyer's shirt pocket).
1,000 Cards \$7.50 2,500 \$17.50 5,000 \$32.50

FINAL SETTLEMENT FORMS . . . Form FS-69
8½x11", 50 sheets per pad. Space provided for total gross proceeds of sale less expenses and commissions to be paid by seller. Seller signs that he received net proceeds and guarantees to provide merchantable title to all items sold and deliver title to purchasers. Auctioneer keeps original and seller keeps the copy.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

BUYER'S REGISTRATION FORM . . . Form No. BR-69
8½x11", 50 sheets per pad. Space for buyer's number, name, address, phone number and other information.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

CONSIGNMENT CHECK-IN FORM . . . Form No. CC1-69.
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.
\$1.50 per pad, 10 pads @ \$1.25 ea., 20 or more @ \$1.00 ea.

**SAVE
50%**

RETURN THIS COUPON WITH YOUR FIRST ORDER
and we will mail you 3,600 CT-12 "Clerk-Saver" Clerking Tickets, one pad of Buyer Registration Forms, one pad of Final Settlement Forms and 1,000 shirt pocket size Buyer Cards for only \$10.
That's right—a \$20 value for only \$10. One to a customer please.

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



Missouri Auction School
424 NICHOLS ROAD KANSAS CITY, MO. 64112



AMPLI-VOX COMMANDO

Model S-610

- 25 watt solid-state megaphone
- Rugged outdoor hailer for distances up to half a mile
- Easy to handle—weighs 15 lbs.
- Flashlight battery powered

This super-portable, super-powerful outdoor public address system speaks with the voice of authority! It is convenient, it is rugged, and it is loud. You'll be heard, clearly and distinctly, across the street, across the field, or half a mile away!

The 25-watt all-transistor amplifier works on ordinary flashlight batteries. (Ten batteries will normally provide a full year's service.) The weatherproof horn speaker is especially designed for voice penetration. The noise-cancelling hand-held microphone provides excellent intelligibility.

The easy-to-use Commando never blocks your vision, never gets in your way. You can set it down, or carry it by the special gripper handle or the shoulder strap.

SPECIFICATIONS

Amplifier: All-transistor push-pull design, 25 watts (E.I.A. music power rating), 40 watts peak.

Frequency response: 30-15,000 Hz.

Control: On-Off - Volume.

2 Inputs: 105 db gain input for ceramic or dynamic microphone and auxiliary input for phono, tuner, tape recorder, etc. (requires 0.3 V for full output).

2 Outputs: 2 phone jack outputs for 4, 8, or 16 ohm speakers or recorder.

Power Source: Ten flashlight batteries, size "D"; 40 ma. idle current; 200 hours of operation. (AC Adapter available.)

Speaker: Weatherproof Implex horn, capable of handling full amplifier output.

Microphone: Noise-cancelling hand-held microphone, supplied with 8' coil cord, push-to-talk switch.

Weight: 15 lbs. with batteries.

Price: Complete system Perma-Power Model S-610 (less batteries). Net each \$129.95.

ACCESSORIES AVAILABLE: AC Adapter (Model S-1410) \$29.95.
Two speakers mounted on car top carrier (Model S-1210) \$89.95.



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

Missouri Auction School

424 NICHOLS ROAD KANSAS CITY, MO. 64112

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