

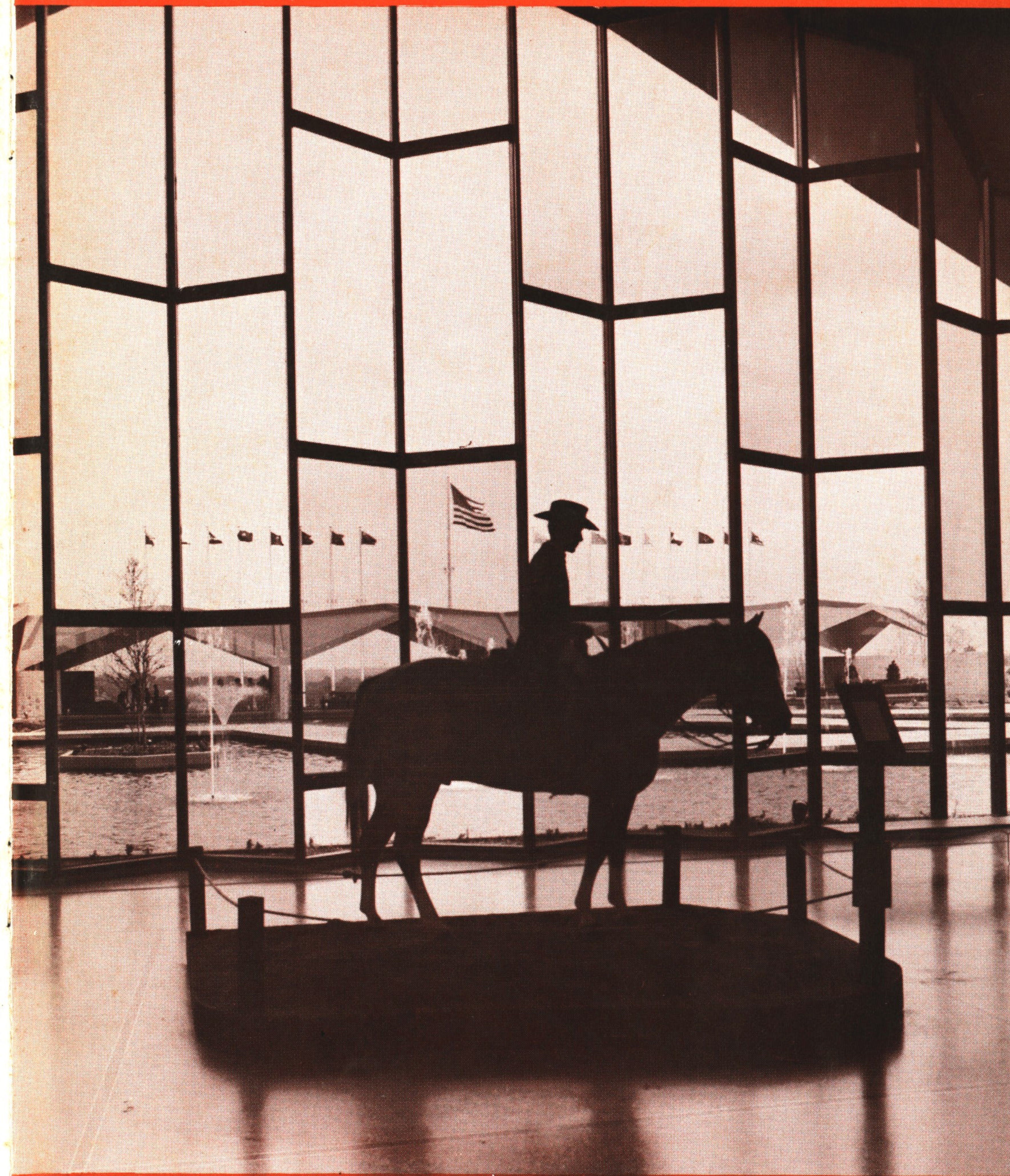
VOL. XIX

NO. 6

• JUNE

196

# THE **auCTIONeer**



NATIONAL COWBOY HALL OF FAME



# 41

## YEARS OF SERVICE

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JONESBORO, ARKANSAS 72401



# THE auctioneer

IS THE OFFICIAL PUBLICATION OF  
NATIONAL AUCTIONEERS ASSOCIATION

3277 HOLDREGE ST. LINCOLN, NEBRASKA 68503



## EDITOR

Bernard Hart, Lincoln, Nebraska

## 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.

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3277 Holdrege St.  
Lincoln, Nebr. 68503



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**NATIONAL AUCTIONEERS ASSOCIATION  
CONVENTION**

**The SHERATON-OKLAHOMA Hotel  
Oklahoma City, Oklahoma**

July 10-11-12-13, 1968

Convention Chairman—V. K. “Doc” Crowell

**P R O G R A M**

**Wednesday, July 10, 1968**

2:00 P.M. to 7:00 P.M. - Registration, Cotillion Lounge

3:00 P.M. - Board of Directors (NAA) Meeting

**NAA OFFICERS**

President: Ralph W. Horst ..... Marion, Pa.  
1st Vice President: Bob Penfield ..... Bowman, N. D.  
2nd Vice President: Jim Messersmith ..... Jerome, Idaho  
Secretary: Bernard Hart ..... Lincoln, Nebr.  
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Russell E. Kehr ..... Hanover, Pa.  
Russell Kiko ..... Canton, Ohio  
John A. Overton ..... Albuquerque, N. M.  
Fred Quick ..... Aurora, Illinois  
Fred Sherlock ..... St. Francis, Kansas  
Si Williams ..... Caldwell, Idaho  
Brad L. Wooley ..... Little Rock, Ark.

8:00 P.M.—Amateur Contest—Sons and Daughters of Auctioneers,  
Master of Ceremonies, in the “Oklahoma” Room.



## Thursday, July 11, 1968

- 8:00 A.M. to 5:00 P.M. - Registration - Cotillion Lounge
- 9:00 A.M. Breakfast - Oklahoma State Auctioneers Association—"Sunset" Room
- 10:00 A.M. Meeting of Auditing Committee—"Adriatic" Room North  
Meeting of Grievance Committee—"Adriatic" Room South  
Meeting of Resolutions Committee—"Oldtimers" Room North
- 12:00 Noon Luncheon—"Antique" and "Baroque" Rooms,  
Special Guest, Dewey Bartlett, Governor of Oklahoma  
Group singing of The Star Spangled Banner  
Pledge of Allegiance to the Flag  
Invocation—  
Introduction of Convention Chairman  
Greetings from Oklahoma State Auctioneers Assn.  
Welcome to Oklahoma . . . . .
- RECESS
- 2:00 P.M. Reconvene in "Florentine" Room  
President's Address—Col. Ralph W. Horst
- 2:30 P.M. "Building For The Future" . . . . Col. B. L. Wooley, Little Rock, Arkansas
- 3:00 P.M. "The American Way of Life" . . . . Calvin D. Johnson, Special Consultant  
on Public Affairs, NEW HOLLAND, Div. of SPERRY RAND CORP.
- 4:00 P.M. Special Business Meeting (Adoption of By-Laws)
- 4:30 P.M. ADJOURN
- 6:00 P.M. Buffalo Barbeque—"Antique" and "Baroque" Rooms
- 7:30 P.M. Fun Auction—"Florentine" Room

## Friday, July 12, 1968

- 8:30 A.M. to 5:00 P.M. - Continued Registration - Cotillion Lounge
- 9:30 A.M. CALL TO ORDER - "Antique" and "Baroque" Rooms  
"Bid Calling Seminar" . . . . . Col. Paul Calkins, Peru, N. Y., Leader
- 10:30 A.M. "Ring Men, Their Use and Duties". . Col. George Shults, Winchester, Okla.
- 11:00 A.M. "Auctions of New Furniture". . . . . Col. L. M. Boatwright, Marion, Ind.
- 11:30 A.M. "Furniture Auction Markets". . . . . Col. Russell Kehr, Hanover, Pa.
- 12:00 Noon RECESS
- 1:30 P.M. CALL TO ORDER—"Antique" and "Baroque" Rooms  
"Opening the Auction". . . . . Col. Warren Collins, Jesup, Iowa
- 2:00 P.M. "Registered Livestock Auctions and Their Future"  
. . . . . Col. Ray Sims, Belton, Missouri
- 2:30 P.M. "Livestock Auction Markets". . . . . Col. C. O. Emrich, Norfolk, Nebr.
- 3:00 P.M. "Selling Heavy Equipment". . . . . Col. L. H. Nelson, Jr., Amarillo, Texas
- 3:30 P.M. "Selling the Horse Auctions". . . . . Col. Ike Hamilton, West Monroe, La.
- 4:00 P.M. "Real Estate the Auction Way" . . . . Col. Delbert Winchester, Enid, Okla.







# National Convention Committee Members

## AUDITING COMMITTEE

E. B. Fulkerson, Jonesboro, Tenn., Chairman  
Paul W. Calkins, Peru, N. Y.  
Si Williams, Caldwell, Idaho  
John L. Cummins, Cynthiana, Ky.  
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Warren Collins, Jesup, Iowa  
Ken Barnicle, Ellisville, Mo.  
John Overton, Albuquerque, N. M.

## Our Cover

Fountains Spraying, Flags of the 17 participating western states waving in the evening breeze, the national cowboy Hall of Fame and Western Heritage Center stands as a monument to the birth of the west. Located in Oklahoma City on the Great Transcontinental Highway... Route 66, the cowboy Hall of Fame is aesthetically, artistically and functionally designed to portray and suggest the feeling of the real west.

## Auctioneer Elected

Harold B. Jeffcott, NAA member of Vincentown, N. J., has been elected president of the Burlington County Shrine Club. Election and installation took place at the annual dinner meeting of the 300 member Club, held at the Vincentown Grange Hall.



Bill Boyd and his Buckshots, popular Oklahoma musicians, will furnish music for Friday night's dance at the National Convention. There will be Western and Square Dancing. Dress for the day will be Western with the ladies wearing Gay '90's or Square Dresses.





The Edwards Indian Dance Troup will entertain at the National Convention in Oklahoma City, on Friday night, July 12. These native Oklahoma Indians are known for their talent as entertainers and are very much in demand in Oklahoma and the Southwest.



# Best Days of Your Lives Are Set For July 11-13

"The Best Days of Your Lives" was the title that feature writer Delece Norcott gave to her report of the 1967 National Convention. July 11-13 of the current year will be the best days spent by many auctioneers throughout the country.

From Miss Norcott's article in the September 1967 issue of "The Auctioneer", we quote: **"But above all, they brought the pride in their profession and family and the desire to share their ideas, plans and dreams. Long before the convention drew to a close, everyone expressed his eagerness for the 1968 convention and resolved to meet again at the Sheraton-Oklahoma Hotel in Oklahoma City. After all, these days are the best days of your professional lives."**

We hope every auctioneer who has never attended the convention of his profession will read and re-read the above quote. We can think of no better way to describe our National Convention in so brief a manner, yet convey the message so well.

In this issue we present the 1968 Convention Program. We are proud of the array of talent that has been assembled to discuss the various facets of the auction profession. These men, all highly successful in their respective fields, will share with you their ideas and methods.

Theme for this year's convention could well be "Auctions in the Future" as each program participant has been requested to voice his thoughts as to what tomorrow's demands of the auctioneer will be. As time allows, a brief question period will follow each participant's comments.

We are especially appealing to the auctioneers of the host state of Oklahoma. This issue of "The Auctioneer" is being mailed to every known auctioneer in Oklahoma. This is the first time a national auctioneer's convention has ever been held in the Southwest.

There is not an auctioneer in Oklahoma that can afford to miss this convention. This also applies to the entire United States but Oklahomans are having these "Best Days of Their Lives" brought to them whereas others are required to make additional effort to attend.

Bring your family to Oklahoma City, July 11-13. Meet auctioneers from all over America. Share your thoughts with them. You will return home a better auctioneer, a more enthusiastic auctioneer and your auction business will increase. Make July 11-12-13 **THE BEST DAYS OF YOUR LIVES.**

BERNARD HART

\* \* \* \* \*

## Oklahomans Plan For National Convention

Hosting the annual convention of the National Auctioneer's Association for the first time added to the interest and to the attendance at the annual meeting of the Oklahoma State Auctioneers Association, May 4-5. Several new members were present and some of the old timers who had not attended in recent years were back.

Col. Orval Free, McAlester, was elected to the office of President, succeeding Col. Wayne Castell, Lucien. Col. Cecil Abernathy, Oklahoma City, was elected 1st Vice President and Col. Bill Goss, Aline, 2nd Vice President.

Col. Clyde Jones, Alva, was elected Secretary-Treasurer, succeeding Col. V. K. Crowell, Oklahoma City. Members of the Board of Directors are: Col. Pat Cragg, Oklahoma City; Col. Ray Hinkle, Oklahoma City; Col. Ronald Sutton, Meeker, Okla.; and retiring President, Wayne Casteel.





## The Ladies Auxiliary

Dear Auxiliary Members and  
and Auctioneers' Wives:

Spring has arrived here in Ohio with its most welcome freshness and new growth produced by Nature. Also, we are experiencing our usual spring pickup in sales of all kinds-so it is both a beautiful time of the year and a busy one.

We surely hope that many of you are planning to take a busman's holiday July 11, 12, and 13 and attend the National Convention in Oklahoma City. Every convention it has been our privilege to attend has been both enjoyable and very worthwhile. Do plan your sale schedule so that you can have this time free-once you get in the convention habit, this will be a part of your summer you will look forward to every year. Those who can spare the time can plan a very nice trip to and from Oklahoma City-there are always provisions made for your children at the convention-and for those who can't, don't overlook flying-a wonderful way to go when your time is limited!

Gene is as usual selling a lot of real estate at auction along with the usual variety of other kinds of sales. In addition to his auction sales, Gene's firm also conducts the sale of real estate at private treaty as well as an insurance business. Then to add to the excitement and busyness this summer, Gene has again embarked on a political campaign. Having served in the Ohio House of Representatives, he is now the Democratic candidate in his district for State Senate to be elected in Ohio this fall-so you can see this summer promises to be an exciting one.

Our three oldest children have all graduated from college, are married, and well embarked on their own careers-Nelson and Bonnie in California, and Betty in Columbus, Ohio. Our two young boys are now ten and twelve and busily

pursuing Little League and Boy Scout activities.

Gene and I are looking forward to seeing many of you at Oklahoma City this summer!

EMILY SLAGLE  
Bucyrus, Ohio

## You All Come

This is the year for all good Auctioneer's wives to join the membership of the Ladies Auxiliary. We would love to have you and we need you. We hope this is the year, that, if you haven't done so before, you'll join our ranks. In this summer of 1968, with everyone in the U.S. buzzing about conventions, we hope that you'll take the time right now to start finalizing your plans to attend our very own convention, "The NAA Convention in Oklahoma City, July 11th, 12th, and 13th at the Sheraton-Oklahoma Hotel."

And all of you ladies that do come, please come up to the Auxiliary booth and say "Hi". Then make plans to join us in all of our activities. We would love to have all the ladies and their families with us.

For years, our own youngsters have looked forward to attending the Auctioneer's Convention. They would be so enthusiastic about seeing their friends from other years, and eager to have a good time with them again. This is what the Auxiliary wishes for everyone...that the ladies and children become friends with their counterparts from other sections of our great country. This is really great fun. We can be so proud of the way the program is always lined up so that everyone has been considered. Our own NAA Convention is in every way a "family vacation-convention combination".





**Charter Members of the Ladies Auxiliary to the Missouri State Auctioneers Association.**

If you aren't now a member of our Auxiliary, won't you please join us? We all have so much in common, and so much to learn from one another. You are truly missed if you don't come. Please do join us this year . . . we'll be looking for you.

**KAY DEWEES**

P.S. Of course we are all looking forward to seeing all the old NAA members. This is just a special plea to all the gals that so far haven't joined us. Let's all get together in Oklahoma City. "YOU ALL COME."

## University of Idaho Holds Benefit Sale

The University of Idaho, Moscow, held its Annual Campus Club benefit auction, March 19. Record proceeds were realized.

Approximately 500 people, including students and faculty, attended the auction which was conducted by W. A. Dillon, Moscow. All proceeds went to various National Mental and Health organizations.

● *IN UNITY THERE IS STRENGTH*

## Auxiliary Is Formed By Missouri Ladies

An Auxiliary organization was formed at the recent meeting of the Missouri State Auctioneers Association at Mexico, May 5. Mrs. Ken Barnicle, Ellisville, was named as first President of the organization.

Mrs. Dick Ireland, Mexico, was elected Vice-President; Mrs. Hugh Campbell, Chillicothe, Secretary-Treasurer; and Mrs. Guy Jageman, Independence, Reporter.

Elected to the Board of Directors were: Mrs. Tony Thornton, Springfield; Mrs. Dean Cates, Kearney, Mrs. John Wagster, Broseley, and Mrs. Olen Downs, Sedalia.

Others included in the Charter Membership roster are: Mrs. Reuben Brehe, Owensville; Mrs. Bob Broyles, Trenton; and Mrs. Wayne Ytell, Carthage.

**GERA JAGEMAN**

\*\*\*\*\*

No matter how long you nurse a grudge, it won't get better.





**1968 Officers of the North Dakota Auctioneer Association Auxiliary, seated from the left: Mrs. Harold Ellingson, Edgely; Mrs. Norman Aldinger, Cleveland; Mrs. Truman Kongsle, Herried, S.D. Standing: Mrs. Curt Johnson, Williston; Mrs. Lester Lein, Harvey; Mrs. Mel Schuler, Bismarck; Mrs. Bob Steffes, Arthur**

## Nebraska Auxiliary Helps Building Fund

The annual Nebraska Auctioneer's Auxiliary meeting was held Sunday, May 5, at the Pawnee Hotel in North Platte. President Arlyne Warner called the meeting to order and asked the members to introduce themselves and tell of their hobbies.

Reports of the Secretary and Treasurer were read from the Meeting of May 7, 1967, and the Board of Directors meeting of February 4, 1968.

Officers were elected as follows: President, Mrs. Alta McCoy, Arapahoe; 1st Vice President, Mrs. Elsie Grubaugh, Rising City; 2nd Vice President, Mrs. Beatrice Hart, Lincoln; Secretary-Treasurer, Mrs. Leona Buss, Columbus; Mrs. Charles Radil, Comstock; and Mrs. Don Jensen, Verdigre, were elected to the Board of Directors.

It was voted to contribute \$250.00 to the National Auctioneer's Association Building Fund.

Entertainment was furnished by Mrs.

Nellie Yost who presented the book review, "No Time On My Hands," and displayed her mother's beautiful hand stitched quilts. **MRS. HENRY BUSS**

## North Dakota Ladies Add To Building Fund

Although they are only in their 5th year as an organization, the NDAA auxiliary ladies get things done.

At this year's convention, they met before the Fun Auction and agreed to apply all of the proceeds to the NAA Building Fund. Each lady was to have brought at least two items to be sold. Some of the men even threw in a few items.

High selling item of the evening was a sweat-shirt donated by Dick Dewees, that brought \$15.00. Retiring president, Bob Steffes, was the buyer. Everybody in the room took a turn at selling an item, including a brother of one of the auctioneers and also a newspaper reporter that was there.

The sale grossed over \$190 and the



ladies rounded it off and presented a check for \$200 made out to the NAA Building Fund and presented to Bob Penfield for forwarding.

\* \* \* \*

You can't plow a field by turning it over in your mind.

"There's something about you that especially appeals to me," said Denny Blanc to the sweet young thing cuddled beside him.

"Oh, my goodness!" she exclaimed in surprise.

"Well, no," replied Denny, "not exactly that."

---

## LADIES AUXILIARY CONVENTION PROGRAM

### SHERATON OKLAHOMA HOTEL OKLAHOMA CITY, OKLAHOMA

July 10, 11, 12, 13, 1968

Auxiliary Chairman - Mrs. Louise Jones, Wapanuca, Oklahoma

Co-Chairman - Mrs. Gladys Free, McAlester, Oklahoma

Wednesday, July 10, 1968

3:00 PM	Registration - Foyer
4:00 PM	Officers & Directors Meeting - French Suite
8:00 PM	Amateur Contest - Oklahoma Room

Thursday, July 11, 1968

8:00 AM to 5:00 PM	Registration - Foyer
12:00 Noon	Luncheon - Antique-Baroque Rooms
6:00 PM	Chuck Wagon Dinner - Antique-Baroque Rooms
7:30 PM	Fun Auction - Florentine Room

Friday, July 13, 1968

8:30 AM	Registration - Foyer
12:00 Noon	Ladies Luncheon - Oklahoma Room
2:00 PM	Fashion Show - Business Meeting Everests Random Galleries Narrated by Margaret
8:00 PM	Indian Dancers - Florentine Room
9:00 PM	Western Dance

Saturday, July 14, 1968

8:00 AM	Breakfast for the New Officers & Directors Oriental Room
9:00 AM - 12:00 Noon	Bus Tour Lincoln Park Zoo Cowboy Hall of Fame
6:30 PM	Grand Banquet & Awards - Convention Ballroom
9:00 PM	Dancing





## Pop's Ponderings

For the first time in more than 15 years, Pop Hess has missed writing a column for "The Auctioneer." It isn't because he wanted to miss nor is it the wish of any of his readers.

Pop has been having some health problems. In a letter dated April 29, Pop informed us that he was in the local hospital but expected to be released soon. But our next note from him said he had been transferred to a hospital in Springfield, Ohio, where he could have the attention of a kidney specialist.

Letters may be addressed to: C. M.

Hess, 401 Ontario Ave., Bellefontaine, Ohio. Pop will enjoy hearing from you.

B. H.

A presstime report tells us that Pop Hess underwent surgery May 13. As of May 18, he apparently was progressing in fine shape and hoped to return to his home in another week.

### No Honesty

"There's no honesty these days," the woman cried. "My maid ran off with three of my best dresses—the lovely ones I smuggled through the customs after my trip to Paris."

## Be A Builder!!!

*The National Auctioneers Association is working toward an important project - OWNERSHIP OF ITS HOME. This is being financed through the donations of its members. Surely, every auctioneer is interested in this monument to the auction profession.*

*A Building Fund has been established. Add your name to this growing list of "BUILDERS" by sending your contribution now.*

*Send your remittance, designated "BUILDING FUND", to:*

**NATIONAL AUCTIONEERS ASSOCIATION**

3277 Holdrege Street, Lincoln, Nebraska 68503



## Attendance Good At Iowa Spring Meeting

Iowa auctioneers gathered at the Fort Des Moines Hotel in Des Moines, April 28, for their 19th Annual Spring Meeting. With cooperation from the weather man the attendance was good and several new members were added to the roster.

Registration began at 10:30 A.M. and at noon a Luncheon was enjoyed by all in attendance. Leon Joy of Ames, gave the Invocation.

Following the introduction of guest auctioneers and their families, a report was given by Earl Theis, Chairman of the Booth Committee. The Association has rented space at the Iowa State Fair and Col. Theis requested volunteer help during the days of the Fair.

Warren Collins, Jesup, winner of the 1967 auctioneer's contest and chairman of the 1968 event, urged all auctioneers to join in the event this fall. Letters will be distributed soon, describing the contest.

President Harold Van Syoc read a letter from Mike Bloomer, Glenwood. Mike expressed his regrets that he and his family could not attend the meeting as they were recuperating from injuries suffered in an auto accident some eight weeks previously. The Bloomer family sent their greetings and expressed their thanks to those who sent flowers and cards. They are planning to attend the fall meeting.

Dr. George E. LaMore, Jr., Director of Religious Life and Chairman of the Department of Religion and Philosophy at Iowa Wesleyan College, Mt. Union, Iowa, was guest speaker. His talk on his philosophy of the future was very interesting.

A magic act by Jerry Cuncannan and Becky, furnished by the Ralph Yarnow Entertainment Service of Des Moines, proved very entertaining.

Dorothy Bell of the advertising department of the Omaha World-Herald gave a short talk on advertising auction sales. Mrs. Jack Shadden, Tabor, Iowa, dis-

played her magnetic signs. Mrs. Shadden makes and sells these signs.

President, Harold Van Syoc, announced that the fall meeting will be held at the Burlington Hotel in Burlington, October 26-27.

LENNIS BLOOMQUIST,  
Secretary-Treasurer

## Head For Oklahoma, The Greatest Yet!!!

Those attending the National Auctioneer's Convention in Oklahoma City, July 11-13 can be assured beforehand that it will be one of the finest conventions this organization has ever presented. It also promises to be the best attended from the many letters we have received from members throughout the country. We are driving for an attendance of 700.

Friday, July 12, will be officially declared as "AUCTIONEER'S DAY" in Oklahoma, by proclamation.

Our Friday night entertainment will be typically "Western" with a very fine group of Indian Dancers and a Western Band. Dress of the day will be Western and/or Gay Nineties.

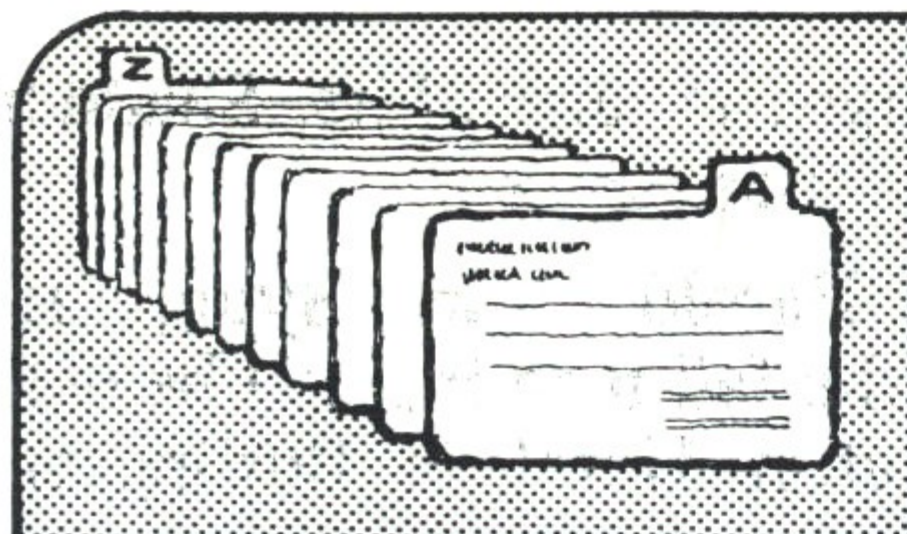
Thursday evening we will have a Buffalo Bar-B-Q, chuckwagon style, followed by the Fun Auction. Saturday night, following our Banquet, we will have a Social Hour and dancing with Al Jennings and his Dixieland Band furnishing the music. They play the type music you love to hear.

We will also have entertainment for the young folks. They will find many points of interest in Oklahoma City.

If you haven't send for your Hotel Reservations, do it today. Don't miss this great event.

V. K. "DOC" CROWELL  
Convention Chairman





# Membership

## *Memberships Processed*

*April 16th through May 15th.*

- Ron Kavanagh, California  
 O. J. Brenner, Oregon  
 Fred R. Daniel, New Jersey  
 \*Carmine Parrillo, New Jersey  
 Thomas Westrope, Colorado  
 W. F. Shepherd, Indiana  
 Walter Wiegman, Indiana  
 H. L. Holtzendorf, Texas  
 Bob Askew, Texas  
 \*Tom Kielman, Texas  
 Joe T. Presswood, Texas  
 J. D. Meridith, Arkansas  
 Dale L. Hofbauer, Illinois  
 Ronald I. Tull, Virginia  
 Arnold Oberdorf, Indiana  
 Gary V. Marchand, Colorado  
 Eugene D. Smith, California  
 Don E. Fisher, Ohio  
 Don C. Althen, Alberta  
 Arthur O. Robatzek, Saskatchewan  
 Richard Reynolds, Florida  
 Clifford A. Reynolds, West Virginia  
 Si Lockhart, Colorado  
 Leon Brinkley, Missouri  
 Dick Weaver, Washington  
 Jeanne Weaver, Washington  
 \*James Sims, Illinois  
 \*Fred Kaoud, Connecticut  
 Ronald L. Deihl, Illinois  
 Curtis J. Price, South Dakota  
 Willard Schnell, North Dakota  
 Roy G. Farless, Virginia  
 Henry R. Story, Texas  
 Ray Nelson, Washington  
 Howard Batterton, Arkansas  
 T. R. Holman, Arkansas  
 Fred Hiatt, Arkansas  
 Dale Brown, Arkansas  
 Dale G. Brown, Arkansas  
 \*Graddy S. Duncan, Arkansas  
 \*Earl A. Reynolds, Colorado  
 \*Carl P. Russell, Michigan  
 Rolland R. Hannam, Illinois  
 Robert E. Acton, Ohio  
 John L. Jackson, Illinois  
 Lewis W. Campbell, Oklahoma  
 \*Ronald Bodart, Wisconsin  
 Paul E. Clardy, Missouri  
 Delbert Holtzen, Missouri  
 \*Charles D. Jordan, Virginia  
 Kenneth G. Holze, Illinois  
 E. S. VanBerg, Colorado  
 Irvin H. Salzer, South Dakota  
 Wanda Cummings, Kentucky  
 \*Stuart Levy, Jr., Kentucky  
 \*Ed Sutherland, Kentucky  
 \*Jim Powell, Kentucky  
 \*Wayne Roberts, Kansas  
 A. G. "Dick" Miller, West Virginia  
 Dick Young, Ohio  
 \*Ronald S. Everett, Maine  
 Cecil Johnson, Texas  
 Mel Ellis, California  
 Gordon Bauer, Illinois  
 George Bittle, Oklahoma  
 Don Edwards, Texas  
 John F. Wagster, Missouri  
 \*Frank M. Gwinn, Hawaii  
 John S. Shelley, Ohio  
 \*Tom Sparks, Michigan  
 Valery C. Watts, Louisiana  
 James Martin, Massachusetts  
 Andre Hasapis, Ohio  
 \*Chet Guffey, Ohio  
 Virgil Madsen, Oregon  
 Dan B. Roth, Oregon  
 William Habhab, Indiana  
 Hank Summers, Washington  
 \*W. W. Kennedy, North Carolina  
 James O. Jones, Missouri  
 Dean C. Smith, Ohio  
 Hugh Simpson, North Carolina  
 Ross H. Kemp, Ontario  
 \*J. R. Lawliss, Texas  
 \*B. Dewey Gregg, Jr., Texas  
 \*E. W. Strahan, Texas  
 \*James A. Townsend, Florida  
 Jack Berg, California  
 Lloyd Anseth, North Dakota  
 \*Calvin Zedd, Virginia  
 \*Donald Davidson, Iowa



*Lamont Swanson, Iowa	Don Jensen, Nebraska
Jack Shadden, Iowa	Tom Johnson, Nebraska
Howard B. Johnson, Iowa	Duane Johnson, Nebraska
*Harlan H. Glandorf, Iowa	Jerry Kelley, Nebraska
Walter Ahrens, Nebraska	*Gerald Killion, Nebraska
Henry Buss, Nebraska	Lyle Knott, Nebraska
Maynard Bane, Kansas	Freddie Kolb, Nebraska
*Doug Best, Nebraska	Ralph Kuhr, Nebraska
Wilber Brell, Nebraska	Harold Kraupie, Nebraska
Henry H. Bergen, Nebraska	Edward Lightner, Nebraska
Clyde Carnes, Nebraska	Gene Lenhart, Nebraska
Les Cornwell, Nebraska	Elmer McClurg, Nebraska
Albert Christensen, Nebraska	Dallas McDuffee, Nebraska
Charles Corkle, Nebraska	Eugene Marshall, Nebraska
E. A. Canfield, Nebraska	Robin Marshall, Nebraska
R. E. Connealy, Nebraska	Marvin E. Montgomery, Nebraska
*Vance Dunwan, Nebraska	James H. Martin, Nebraska
Billy D. Day, Nebraska	Richard L. Montgomery, Nebraska
Franck D. Diercks, Nebraska	Dean C. Martin, Nebraska
Dick Dolan, Nebraska	Stacy McCoy, Nebraska
Fritz Engel, Nebraska	J. D. "Jake" McCoy, Nebraska
C. O. Emrich, Nebraska	*Merle Nelsen, Nebraska
Blaine Farrar, Nebraska	Leon S. Nelson, Nebraska
Don Foster, Nebraska	Henry Neuhaus, Nebraska
Dean Fleming, Nebraska	Darrel Olson, Nebraska
Ray Flanagan, Nebraska	Virgil Olson, Nebraska
Walter E. Frickey, Nebraska	Gerald W. Phillips, Nebraska
Walter (Pete) Fowlkes, Nebraska	R. F. Plate, Nebraska
Dick Grubaugh, Nebraska	C. H. Riley, Nebraska
C. C. Gannett, Nebraska	Ernest Roloff, Nebraska
J. R. Gillespie, Nebraska	Bill Rut, Nebraska
Marvin Grubaugh, Nebraska	August Runge, Jr., Nebraska
L. Dale Hanna, Nebraska	Charles Radil, Nebraska
Albert Helzer, Nebraska	John T. Ryan, Nebraska
Robert B. Hilty, Nebraska	Lavern Scarbough, Nebraska
Harold Hupp, Nebraska	Glenn Schwarz, Nebraska
Robert W. Isabell, Nebraska	Dick Shea, Nebraska

## NOTICE OF ANNUAL MEETING

The annual Membership Meeting of the National Auctioneers Association will be held Saturday, July 13, 1968, at the Sheraton-Oklahoma Hotel.

Meeting will be to elect the following Officers:

President

1st Vice President

2nd Vice President

and four (4) Directors for a term of three years.

Also, any other business as may be presented by the Board of Directors.



## NOTICE OF SPECIAL MEETING

A Special Meeting of the Membership of the National Auctioneers Association will be held Thursday, July 11, 1968, at the Sheraton-Oklahoma Hotel, Oklahoma City, Oklahoma. Time of the Meeting will be at the close of the regular afternoon program (between 4:00 P.M. and 5:00 P.M.).

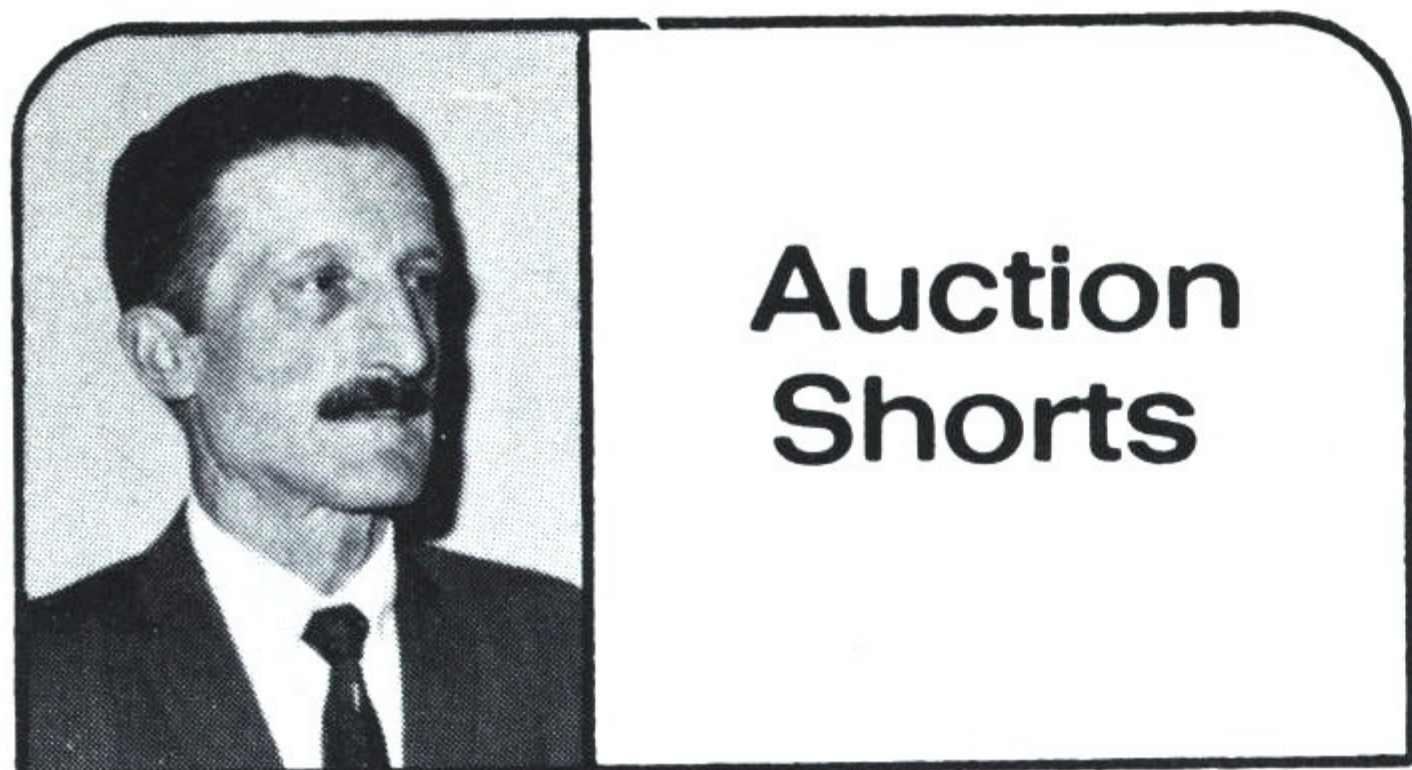
Purpose of the Meeting is the ratification of the By-Laws that were approved by the Board of Directors, July 19, 1967. Said By-Laws were printed in the October, 1967, issue of "The Auctioneer" and additional copies can be secured upon request from the Office of the Secretary.

- |   |   |
|---|---|
| <b>Fred Sherlock, Kansas</b>              | <b>*Joseph Kework, New Jersey</b>       |
| <b>Ray Stern, Nebraska</b>                | <b>*John F. Brown, Missouri</b>         |
| <b>John T. Stivers, Nebraska</b>          | <b>E. L. Olson, Illinois</b>            |
| <b>Mac Wondra, Nebraska</b>               | <b>Wayne Wonnacott, Michigan</b>        |
| <b>Ronnie Woodward, Nebraska</b>          | <b>Keyes F. Carson, Texas</b>           |
| <b>Don E. Werner, Nebraska</b>            | <b>Dennis Streberg, Canada</b>          |
| <b>Leo Wolf, Nebraska</b>                 | <b>Henry Brooks, Pennsylvania</b>       |
| <b>Ernie Weller, Nebraska</b>             | <b>R. B. Chaffee, Pennsylvania</b>      |
| <b>Mylon Wegener, Nebraska</b>            | <b>Q. R. Chaffee, Pennsylvania</b>      |
| <b>W. J. Wirges, Nebraska</b>             | <b>William Cook, Pennsylvania</b>       |
| <b>Mike Morrow, Texas</b>                 | <b>Eugene Derr, Pennsylvania</b>        |
| <b>Roy L. Butler, Georgia</b>             | <b>Lloyd Force, Pennsylvania</b>        |
| <b>Joseph Kazmierzak, Indiana</b>         | <b>Max Fraley, Pennsylvania</b>         |
| <b>Jack S. Gray, Kentucky</b>             | <b>Vern Cotton, Pennsylvania</b>        |
| <b>Henry W. Howes, New York</b>           | <b>Maude Posten, Pennsylvania</b>       |
| <b>Gardner Morrill, Maine</b>             | <b>Wayne Posten, Pennsylvania</b>       |
| <b>*George Morrill, Maine</b>             | <b>Howard Robertson, Pennsylvania</b>   |
| <b>Ralph Costello, Indiana</b>            | <b>Jake Spencer, Pennsylvania</b>       |
| <b>*John Huntington, Kansas</b>           | <b>Ted Steuben, Pennsylvania</b>        |
| <b>Merle D. Straw, Jr., New Hampshire</b> | <b>Donold Tynatishon, New York</b>      |
| <b>Larry McMechan, Ohio</b>               | <b>James Beaven, Pennsylvania</b>       |
| <b>Robert T. Johnson, Indiana</b>         | <b>Harold Shaffner, Pennsylvania</b>    |
| <b>Richard Mead, New York</b>             | <b>Lester Weaver, Pennsylvania</b>      |
| <b>Billy R. Turnbow, Oklahoma</b>         | <b>Clyde Wolgemuth, Pennsylvania</b>    |
| <b>*Nelson L. Mewes, Illinois</b>         | <b>*Charles Bachman, Pennsylvania</b>   |
| <b>Virgil Irwin, Arkansas</b>             | <b>*Jim Boswell, Pennsylvania</b>       |
| <b>Jimmie Irwin, Arkansas</b>             | <b>Clay Hess, Pennsylvania</b>          |
| <b>Jack Harris, Arkansas</b>              | <b>*Alexander Smith, Pennsylvania</b>   |
| <b>*Jack C. Whitsitt, Arkansas</b>        | <b>Ralph Horst, Pennsylvania</b>        |
| <b>*Ed Nangle, Arkansas</b>               | <b>*Charles McGarvey, Pennsylvania</b>  |
| <b>Herbert Sukrow, Nebraska</b>           | <b>C. C. Wagner, Pennsylvania</b>       |
| <b>Neil Bolton, North Carolina</b>        | <b>Harry Wimer, Pennsylvania</b>        |
| <b>L. G. Schloatman, Wyoming</b>          | <b>Elmer Kist, Pennsylvania</b>         |
| <b>Dan J. Fuller, Nebraska</b>            | <b>Marvin Smale, Pennsylvania</b>       |
| <b>Mack P. Cosgrove, Nebraska</b>         | <b>Herman Green, Pennsylvania</b>       |
| <b>Clarence W. Burkett, Michigan</b>      | <b>Howard Heinly, Pennsylvania</b>      |
| <b>Dan Smith, Ohio</b>                    | <b>*Gary Linsted, Ohio</b>              |
| <b>Don Hayden, Illinois</b>               | <b>*Howard Campbell, Pennsylvania</b>   |
| <b>Elden Schomp, Nebraska</b>             | <b>William Ciez, Pennsylvania</b>       |
| <b>Roy Abbey, New York</b>                | <b>H. L. Bollenbacker, Pennsylvania</b> |
| <b>Thomas M. Watson, Kentucky</b>         | <b>John Fry, Pennsylvania</b>           |
| <b>*Harry Strauss, New Jersey</b>         | <b>Thomas Girvin, Pennsylvania</b>      |



Robert Godshall, Pennsylvania  
 Harlan Gundy, Pennsylvania  
 Omar Landis, Pennsylvania  
 Henry Leid, Pennsylvania  
 Paul Z. Martin, Pennsylvania  
 Vernon Martin, Pennsylvania  
 Robert Martin, Pennsylvania  
 Kenneth Miller, Pennsylvania  
 Richard Moyer, Pennsylvania  
 Elmer Murry, Pennsylvania

\* Indicates New Member



Yes, it is corn planting time in Nebraska now and as we drive highways and crossroads this is surely in evidence from early morning to late at night.

I particularly enjoyed Pop Hess's comments about the presidential election during his boyhood days. I also recall a situation when I was in the 4th or 5th grade in a small country school, when a boy a couple years older than myself ridiculed the candidate my father was supporting. The results, a good old school boy fight, yours truly getting the short end.

The Nebraska Auctioneer's Association Convention for 1968 is now history and I am sure it will be history not to be forgotten for a long time.

There will be other reference to our Convention in this Issue, so will refer to only a couple of highlights.

One item of importance was the presentation of a set of proposed Standards for Auctioneers and to coincide with the code of ethics of the National Auctioneer's Association. This was presented by Col. Dean Fleming and his committee.

The panel discussion also merits attention as the participants were from among the younger auctioneers, which reminded

those of us who have been around a little longer, that time marches on. This panel covered mostly all types of Auctions that we have in Nebraska.

We also enjoyed having Col. Ralph W. Horst, President, of the National Auctioneer's Association with us for our Convention. His comments, and guidance, I know was appreciated by everyone.

**"WELL DOING ELEVATES  
 THE SPIRIT OF MAN"**

HENRY BUSS  
 Columbus, Nebraska

\* \* \* \* \*

## Auction Gets \$400 For Hospital Benefit

LISTOWELL, Ont.—Over \$400 was realized by the Listowel Cradle Club at its fourth annual hospital benefit auction sale held in the Canadian Legion Auditorium. Conveners for the event were Mrs. D. H. Haight and Mrs. William Munn, assisted by Mrs. Stephen Retzler. Mrs. Harold Wisternoff is president of the club.

Proceeds from the event will help pay for laboratory equipment which was recently installed at Listowel Memorial Hospital.

Bidding was brisk at the sale which continued after mid-night as auctioneer, Ross Kemp of Stratford and formerly of Listowel kept the various items moving over the auction block.

Members of the cradle club in charge of the sale, marvelled at the willingness of the area folk to donate items to such a venture.

Among items of interest sold were antique toilet sets, glassware, silverware, a crystal fruit bowl, household utensils, hand stitched bed spread over 40 years old, jewelry, captain's chairs, toys, appliances and furniture. A rocking chair donated from a district pioneer home was reported to be almost 100 years old.





**Kay Aldinger (center), Secretary of the North Dakota Ladies Auxiliary, presents \$200.00 check to Bob Penfield, 1st Vice President of the National Auctioneers Association, for the NAA Building Fund. Auxiliary President, Jean Steffes, is at the right.**



**R. W. "Dick" Dewees, Kansas City, Mo., addressing the North Dakota Auctioneers Convention at Fargo.**

## **Auctioneer Record Sells For \$25.00**

One of the most "oversold" items at the auctioneers contest in connection with the North Dakota Auctioneers Association annual convention was a phonograph record.

Not just any record. It was a recording of the 1967 World Champion Livestock Auctioneers Contest. This event was held last June at Great Falls, Montana. Many of the people in the audience apparently knew an auctioneer who competed there, as bidders were numerous.

The record was donated by R. W. "Dick" Dewees and the proceeds were to go to the North Dakota Crippled Childrens Hospital. Final bid of \$25.00 was placed by Jim Brinkman of the Western and Ranch Supply at Wishek, N. D. Just one more item that made the annual convention more interesting for those in attendance and the proceeds will be put to good use.



## Illinois Group Adds To Building Fund

Annual Spring Convention of the Illinois State Auctioneers Association was held at the Lincoln-Douglas Inn in Quincy, on April 6-7. Virgil Scarbrough proved a most able host and had a varied as well as entertaining meeting for the group.

At the business meeting the members present voted to send \$100.00 to the NAA Building Fund in addition to the proceeds from our Fall Convention's annual Fun Auction.

Everyone is looking forward to the National Convention in Oklahoma City as we know the Oklahomans have a wonderful program planned.

GEORGE W. CRAVENS  
Secretary-Treasurer

## Missouri Association Honors Guy Jageman

Guy Jageman, Independence, Mo., was honored at the recent annual convention of the Missouri State Auctioneer's Association for his many years of faithful service to the group. Col. Jageman was presented a plaque by his fellow members.

The convention was held May 4-5, at the Central Missouri Livestock Auction, Mexico. The facilities here are rated as among the very best in the United States and the favorable setting lent toward a successful event.

\* \* \* \* \*

To the man who can't use it, opportunity is just another problem.



Charles Wade, President of the Illinois State Auctioneers Association (left) and Virgil Scarbrough, Chairman of arrangements for the group's annual meeting at Quincy, April 6-7.



## Californian Opens New Auction Market

GALT, Calif—Eric Loretz had the regular run of opening-day headaches, introducing his new Cattlemen's Livestock Market to the large group of livestock men on hand for the initial offering, but generally everything went off smoothly with a good offering of slaughter cows and feeder cattle.

Loretz opened northern California's newest livestock auction facility Monday, April 15, and will continue with a weekly Monday sale on all types of livestock with the exception of hogs. He will also have special dairy sales each month and purebred livestock sales when announced.

Located three miles north of Galt on Hiway 99, one-half mile north of the Twin Cities turnoff, the thoroughly modern plant has some 51,000 sq. ft of pen space with concrete flooring and steel corrals, with additional pens to accommodate a total of 2,000 head of cattle.

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September and December  
EVERY YEAR!**

Nationally Recognized School

The air-conditioned sale house of concrete block construction has a seating capacity of over 350, a large sales ring, restaurant and veterinary supply shop.

## Col. Dan Fuller Turns Eighty-Seventh Year

Col. Dan Fuller, Albion, Nebraska, celebrated his 87th birthday on May 6. Col. Fuller is one of the best known auctioneers in America. He has been an auctioneer well over 60 years and has made many friends throughout the profession.

This year Col. Dan missed the annual convention of the Nebraska Auctioneer's Association for the first time. He had been released from the hospital on the Thursday preceding the North Platte meeting and did not feel up to the trip. However, his host of friends will be pleased to know that he conducted an auction as recent as April 3 of this year. What type sale? Col. Dan's specialty, a 160 acre farm!

## \$22,500 Raised By Alberta Auctioneers

In a series of auctions held throughout the Province, members of the Auctioneer's Association of Alberta raised a total of \$22,500 for the benefit of the Retarded Children Association.

Members of the group had decided to devote a week in February to the staging of benefit auctions in all provincial districts. This was proclaimed "Auction Charity Week." Purposes of the "Week" were to focus attention on the auction method of selling, promote fellowship among members of the auction profession and aid a worthwhile cause.

This was the first attempt at this sort of promotion by the Alberta group but its success in its initial year could well make it an annual affair.



## Winchester To Speak At California Meet

Delbert Winchester, Enid, Okla., has accepted an invitation to speak at the 1st Annual Convention of the California Auctioneer's Association. Winchester is a nationally known real estate auctioneer.

The convention will be held June 15-16 at the ElDorado Hotel in Sacramento. An attendance of 150 is expected by officers of the California group.

\* \* \* \* \*

## Picassos Expected To Top \$1,000,000

LONDON—An American collector is selling 25 Picassos plus works of Braque, Leger, Gris, Klee, Miro, Dubuffet and Schiele.

"If the auction realizes a million and a half dollars, that would be a healthy appreciation," says the owner, Norman Granz. An official at Sotheby's, which will handle the auction, believes about \$1.2 million "seems about right."

Granz, 49, is a jazz impresario from Los Angeles with homes in Geneva and London. In 1960 he sold a record company to MGM for about \$3 million. He has managed or dealt with such stars as Count Basie, Ella Fitzgerald, Yves Montand, Tony Bennett and Ray Charles.

Why is he selling all that art?

"I must cut my collection down," says Granz.

\* \* \* \* \*

## New Market Building

ABILENE, Texas — The Abilene Auction Co. is constructing a new \$25,000 building to be used as a sheep and swine barn. With the completion of the facilities, the company will begin selling sheep and swine at public auction along with cattle.

● IN UNITY THERE IS STRENGTH

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# Nebraska Auctioneers Mark

## 20th Anniversary

The 20th Annual Convention of the Nebraska Auctioneer's Association was a real "barn burner" from every aspect. Held at the Pawnee Hotel in North Platte, in the western section of the state, distance did not affect attendance. They came from every section of the state including the extreme eastern side and when the final curtain had descended on May 5, auctioneers in Nebraska stood a little taller than they had the day before.

A good many came in the night before the meeting and enjoyed the hospitality furnished by Col. and Mrs. Don Werner. The Werners had served the past year as Presidents of the Association and Auxiliary, respectively.

Convention Day (May 5) saw auctioneers and their wives enjoying the renewal of acquaintances during the registration period, over a cup of coffee. The Board of Directors and various committees met preceding the official "Call to Order" of the convention.

After President Werner called the meeting to order, reading of the minutes of the last meeting and the Treasurer's report was given by Secretary-Treasurer, Henry Rasmussen. Next order of business was the report of the Nominating Committee, and the election of officers.

Stacy McCoy, Arapahoe, was elected President; Marvin Grubaugh, Rising City, 1st Vice President; and John Ryan, Greeley, 2nd Vice President. Elected to the Board of Directors were C. C. Gannett, Omaha; Mylen Wegener, Humphrey; and Albert Christensen, Pawnee City.

Dean Fleming presented a "Set of Standards For An Auctioneer", reporting for a committee that had been appointed for this purpose. These were discussed and apparently met the approval of the group although official adoption was delayed until more study could be given.

Some 150 persons sat down to Luncheon in the Crystal Ball Room. A representative of "Nebraskaland Days" welcomed the group to North Platte and Marvin Grubaugh gave the Response. Col. Rex Young, Plattsmouth, delivered the invocation. Guest Speaker at the Luncheon was Carl Larson of Bertrand, Nebr.

President-elect, Stacy McCoy, Presided at the afternoon session. First man on the program was Col. Ralph Horst, President of the National Auctioneer's Association. Col. Horst gave a resume of the auction business in general and pointed out some of the things to expect in the future.

A representative of the Nebraska Tax Commissioner's office was present to answer questions regarding the auctioneer's responsibility in regard to the collection of the state sales tax. Nebraska's sales tax law has been in effect less than a year and considerable confusion exists. Col. McCoy later appointed a committee to work with the sales tax division for the purpose of clarifying and simplifying the auctioneer's responsibility.

Bernard Hart, Lincoln, reported on his meeting with the Board of Educational Lands & Funds in regard to the sale of the school lands by professional auctioneers. He said that he had been advised that the present law would not permit the paying of fees to auctioneers for their services but that corrective legislation would probably be introduced in the next session of the State Legislature. The board members appeared to favor having auctioneers conduct the sales which involves 1,600,000 acres of land.

Col. John Ryan reviewed the past 20 years of the Nebraska Auctioneer's Association and Col. C. O. Emrich presented the challenges the next 20 years would offer to the Association and to the auctioneers. Dorothy Melton Bell of the



classified advertising department of the Omaha World-Herald gave some suggestions in regard to advertising copy for her department.

Col. L. Dale Hanna, York, moderated a Panel Discussion. The panel was comprised of four of the younger auctioneers, each of whom made brief remarks on particular facets of the profession. Jake McCoy, Arapahoe, had Real Estate for his subject; Mylon Wegener, Humphrey, Farm Equipment; Lyle Knott, Grand Island, Auction House; and Gene Marshall, Elm Creek; Livestock Auction Market. A question period closed the afternoon meeting.

The group again gathered in the Crystal Ball Room for their Banquet. Wendell Wood, North Platte, served as

Toastmaster and musical entertainment was furnished by "The Patriots." Guest Speaker was Marvin Lewellyn, Athletic Coach at Mankato State Teachers College, Mankato, Minn.

\* \* \* \*

**An Expert's Advice**

The mother of four children was giving some advice to a married girl friend who was about to have her first baby.

"You've got nothing to worry about," said the mother. "You'll get used to it. When I had my first baby, I phoned the doctor every time it sneezed on coughed. But when my youngest swallowed a dime the other day, I just looked at him and said, "Young man, that money comes out of your allowance!"

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**NATIONAL AUCTIONEERS ASSOCIATION**  
**July 11, 12, 13, 1968**





# 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

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Col. M. S. Pennington—Huntsville  
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Col. Ross Kemp—Stratford, Ont.  
Ladies Auxiliary to the NAA



Dear Bernie:

Enclosed is my 1968 membership dues and booster page.

I am also sending some clippings of my latest efforts in our noble profession. Last year was again good to me, conducting 103 all type auctions and of course the never ending experience and thrill I find for my memoirs. Real property auctions are becoming more successful than ever and I feel we haven't gotten the diapers off. Last week, I had the privilege of selling nine acres of rural land and when the smoke from the white heat cleared it was in the bag at \$5,500.00.

I had to chuckle when the Mutual of Omaha agent called on me. It turned out we grew up and went to the same public school together and I hadn't seen him in years. He asked me if I still stammered. It sure tickles me pink, realizing the protection and benefits for such a low premium in our Group Plan.

Again, I am looking forward with ambitious enthusiasm to see and chatter with the gang in Oklahoma.

Your colleague  
Ross H. Kemp  
Stratford, Ont.

Dear Bernie,

Just got back from the Montana Auctioneers Convention which was held in



Glasgow, Montana, the 3rd and 4th of April. It was a real ring-dinger and the boys who didn't make it sure missed a good one.

A world of credit must go to my partner, Andy Strommen and his wife, Betty, for the success of a wonderful convention. They worked long and hard, and never once looked back.

My good friend, Jack Ellis, of Lavine, Montana, was elected our new president, and knowing Jack he will be a good one.

Bernie, I am sending you this news item of some auctioneers I am proud to know. Con Christenson is one of the oldest working auctioneers in the state of Montana. Con, who is a member of the N.A.A. and the State Association, was third place winner in the merchandise contest at the convention.

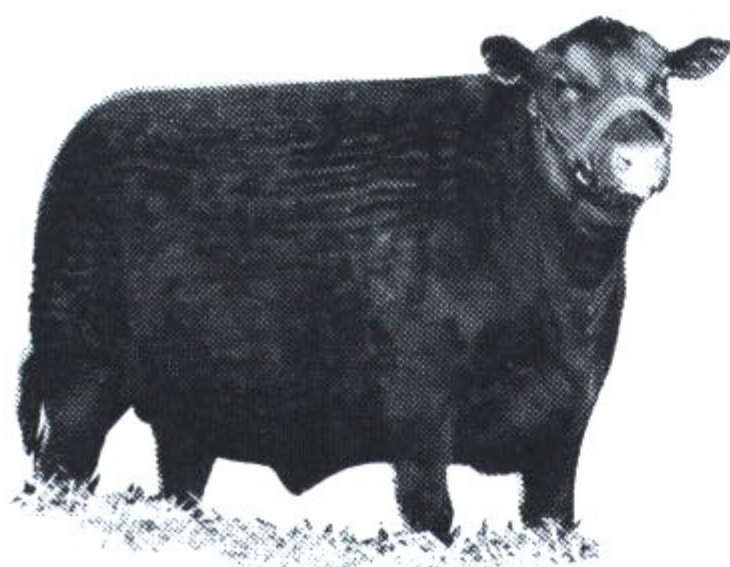
I sure wished I could have been at this sale, but had one booked on the same day, 300 miles away. I think these boys deserve a good pat on the back.

Sincerely yours,  
Fritz Hoppe  
Shelby, Montana

\*\*\*\*\*

## \$345.00 Average On Pa. Holstein Calves

One hundred forty one consignors from 36 counties participated in the recent Pennsylvania Holstein Association State Calf Sale at Harrisburg. New records were established as the 156 calves averaged \$345.03 with a top of \$670 for an entry from the Robert L. Storch farm, Troy, Pennsylvania.



### MORE "RED MEAT" BEEF -- THE MILK TO MAKE IT PAY!

*A major packer recently instructed its cattle buyers to "Buy every Red Poll you can get your hands on." As an auctioneer selling cattle, would you like to know why? Write*

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Nearly 50 of the calves were purchased as project animals by 4-H and FFA members in Pennsylvania. The remainder went to dairymen who are changing from grade to Registered Holsteins, or to established Registered breeders desiring to improve their herd of to dairymen in the business of raising herd replacements.

The fact that 68 of the consignments sold for \$350 or more was an indication local Holstein club officers who made the selections made sure their county was well represented according to Association Secretary, William C. Nichol.

\*\*\*\*\*

## Records Set By King Ranch in Australia

SYDNEY, Australia—Record prices for Santa Gertrudis bulls and registered Quarter Horses were paid here recently in an auction held by the Australian division of the King Ranch of Kingsville, Tex.

Top price for a bull was \$25,783, a new Australian record for a bull of any breed. The 12 bulls sold at auction averaged \$17,749. Eight Quarter Horses sold for an average of \$5,551. The transactions were in terms of U.S. currency.

The King Ranch has had ranching operations in Australia since 1952.

\*\*\*\*\*

## Lugbill President of Independent Markets

COLUMBUS, Ohio—Charles Lugbill of the Lugbill Auction, Archbold, Ohio, was



elected president of the Independent Livestock Marketing Assn. at the group's 23rd annual meeting here. Frank Bowling, Circleville; Glenn Shreve, Damascus; and Leonard Woods, Galesburg, Ill., were elected vice-presidents. Veryl Cisco, St. Marys, Ohio, was re-elected treasurer, and Dan Stewart, Ft. Wayne, Ind., is chairman of the executive committee. New directors are George Thompson, Prophetstown, Ill., and Everett Allen, Delta, Ohio.

## Guernsey Breeders In Successful Sale

Guernsey cattle breeders got off to a good start in their first Ohio Invitational Show and Sale at Columbus. While some feared there were too many in the sale, the 73 head found an eager demand and chalked up an average price of \$825 per head. Top seller was a young cow at \$5,000.

A remarkable feature of the sale was the 11 young bulls. This was a sight most breeders had not seen since the acceptance of artificial insemination. However, they found buyers at prices ranging from \$250 to \$3,000.

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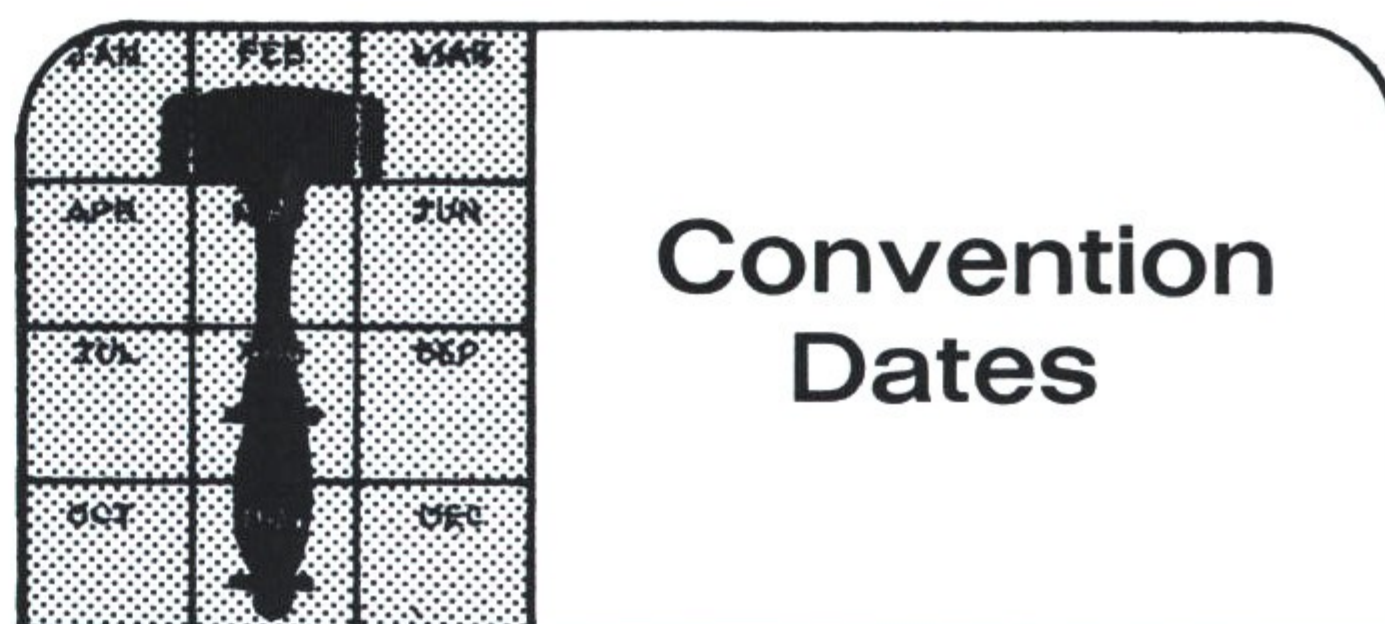
## Cooperative

Three retired men were sitting on a park bench. The one in the middle sat quietly. The man on each side was going through motions of fishing, reeling, casting, pulling in.

A policeman came by and asked the middle one, "Are these two guys your friends?" When he said they were the policeman said, "Well, get them out of here."

"Okay," said the old man, and began going through the motions of rowing.—

\* \* \* \*



**June 7-8—South Dakota Auctioneers Association, Sheraton-Johnson Hotel, Rapid City**

**June 8-9—Ohio Auctioneers Association, Holiday Inn, Elyria**

**June 8-9—Pennsylvania Auctioneers Association, Hotel Americus, Allentown**

**June 9-10—Tennessee Auctioneers Convention, Riverside Motor Lodge, Gatlinburg, Tenn.**

**June 11-12—Wisconsin Auctioneers Convention, Howard-Johnson Motor Lodge, Hy. 100 & 45 at North Ave., Milwaukee-Wauwatosa, Wisc.**

**June 14-16—Texas Auctioneers Association, Continental Houston Hotel, Houston**

**June 15-16—California Auctioneers Association, ElDorado Hotel, Sacramento**

**June 15-16—West Virginia Auctioneers Association, Jacksons Mill (Near Weston)**

**June 21-22—Auctioneers Association of Alberta, Capri Motor Hotel, Red Deer**

**June 23-24—Minnesota State Auctioneers Association, Fireside Inn, Willmar**

**July 11-12-13—National Auctioneers Association, Sheraton-Oklahoma Hotel, Oklahoma City**

**July 27-28—Mississippi Auctioneers Association, Cleveland, Mississippi**

**October 26-27—Iowa Auctioneers Association, Hotel Burlington, Burlington**

**December 7-8—Virginia Auctioneers Association, Natural Bridge Motel, Natural Bridge**



# Across The Country

BY BERNARD HART



While Nebraskans probably enjoyed their best State Convention, early in May, there was a feeling of something missing. That was because Dan Fuller was not present. Dan has been an auctioneer for more than 65 years and claims he has never attended a State or National Convention where he didn't learn something. I think this is the first time in the 20 year history of the Nebraska Auctioneer's Association that Col. Dan Fuller has missed an Annual Meeting.

\* \* \* \* \*

Mrs. Guy (Gera) Jageman, Independence, Mo., suffered some serious and painful injuries in a fall from her back porch, this spring. The drop-off was about six feet and she ended up with a broken collar bone and seven ribs loosened from her spine. It might have slowed her down but it didn't stop her as she attended the Missouri State Auctioneer's Convention, two weeks later. She is in the group picture on another page, sling and all. The Jageman's have many friends throughout the auctioneer's fraternity and we'll all be looking forward to seeing them in Oklahoma City, in July.

\* \* \* \* \*

Even though Nebraska holds only five votes in the Presidential Electoral College, the natives received more than their share of "romancing" preceding the Nebraska primary election, May 14. At least two of the candidates realized the importance of the state's livestock auction markets. Bobby Kennedy paid a sale day visit to the Norfolk Livestock Sales Company and watched NAA member Don Zicht sell some saddle horses. Eugene McCarthy paid a visit to the Columbus market where Bob Loshbaugh is auctioneer.

Lloyd Otten, veteran livestock marketman and member of the National Auctioneer's Association, has opened a new market facility at El Paso, Texas. The grand opening auction saw more than 1,000 head of stocker and feeder cattle going through the auction ring. The new building features a restaurant, paneled offices, modern sales arena and new yards. A barbeque was enjoyed by those attending on opening day.

\* \* \* \* \*

At press-time we received a Program of the first convention of the California Auctioneer's Association. This group has only been organized since March 1, yet the Convention Program should be the envy of EVERY state organization. We commend the officers of this new group and we request all of you to watch this California Auctioneer's Association. They are setting a fast pace which can only mean a healthy and progressive organization.

\* \* \* \* \*

## Georgia Auctioneers Association Formed

A group of Georgia auctioneers met in Atlanta, May 11, and formed the Georgia Auctioneers Association. The new organization has already filed articles of incorporation with the Secretary of State and a set of By-Laws will be presented at the group's next meeting.

A meeting to further the organization will be held some time in June. Those desiring further information should write: Col. George Hand, P.O. Box 9691, Atlanta, Ga. 30319.



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# The Lighter Side...

## Ouch!

The farmer stood proudly admiring the new tractor just delivered to the farm by the implement dealer. Spying a speck of dirt on the gleaming surface, he asked his wife, "Say, honey, do you have an old dust rag?"

"Why, yes, dear," she replied sweetly "but I'm wearing it!"

\* \* \* \*

## No Nicknames

A new teacher took over her class. "What's your name?" she asked one little boy.

"Jule" he replied.

"Not Jule. Nicknames are not allowed. Your name is Julius."

She turned to the next boy. "What's your name?"

"Billious" came the reply.

\* \* \* \*

## Convention Strain

American Medical Association's 116th annual meeting in Atlantic City must have been quite strenuous on the nation's physicians. Program reveals these activities: "Medicine and Religion" (Sunday evening); "Healing" (Monday night); "Sex" (Tuesday afternoon); "Backache" (Wednesday morning); "Patient Care" (Thursday morning).

\* \* \* \*

## Punctuality

The Hollywood star was berating a bridesmaid—an old friend—for always being late. "Am I really late?" asked the bridesmaid, apologizing.

"Late!" stormed the star. "You haven't been on time for one of my weddings in the last year!"

## Sin

The Sunday school class sat starched, shining and anxious. Every one knew what was coming, a test. His Reverence stood before the class, looked at little Emilie and asked, "What are sons of omission, my child?"

Without blinking an eye, Emilie replied, "Oh, they're the sins we ought to commit but don't."

\* \* \* \*

## News

Before boarding his plane in Chicago for the West Coast, the marketing executive bought a New York paper at the newsstand in the terminal. His seat partner on the plane was a pleasant-looking middle-aged woman. So when he had read the paper, he turned to her and asked, "Care to see a copy of the New York Times?"

"No, thank you," the woman answered cheerfully, "I don't know anybody there."

\* \* \* \*

## Evidence

The defendant came forward at his trial to plead guilty after two weeks of testimony from witnesses. Said the judge, "Why didn't you plead guilty at the very beginning and save us all a lot of time?"

The crook replied, "I thought I was innocent. But that was before I heard the evidence against me."

\* \* \* \*

## Deprived

Farm Worker: I've been on this job two weeks and I still haven't got a hoe.

Farmer: Don't complain - you've been getting your pay, haven't you?

Farm Worker: It's not that. All the other guys here have something to lean on.



## Master's Auction

A gigantic auction by the Massachusetts State Auctioneers Association will be held at Cook's Auction Gallery, Route 53, Hanover, Massachusetts, on Tuesday evening, June 4th, at 7:00 P.M.

Seventy-three auctioneers, and every one a Colonel, will participate in one of the most exciting auctions ever held in the United States.

The merchandise to be auctioned has been donated by auctioneers and friends of the Massachusetts State Auctioneers Association and will include everything from antiques to chicken dinners.

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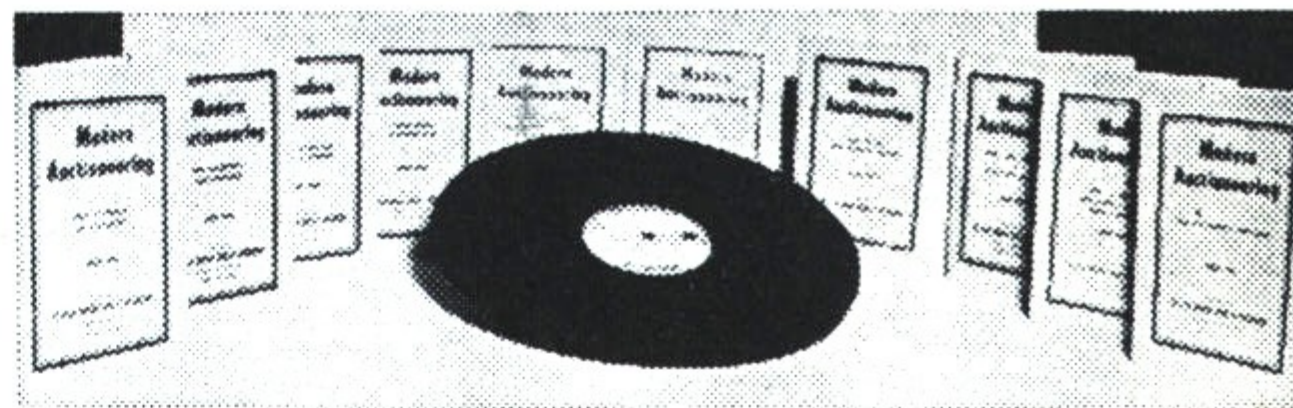
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## INSTANT . . .MAGNETIC . . . CAR/TRUCK SIGNS

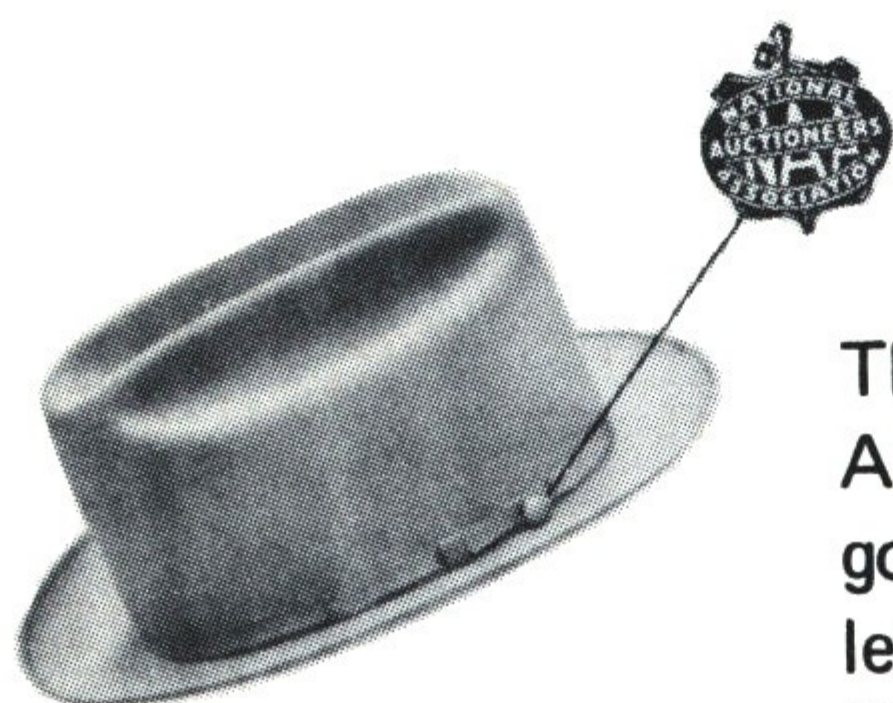
. . . applies in a flash, held in place by thousands of gripping magnets. This attractive red and black embossed sign carries the NATIONAL AUCTIONEERS ASSOCIATION emblem and displays your business without applying a permanent sign to your car door. Will not scratch or mar. See March issue for full ordering instructions.

### CARS—8" x 20"

1 SET (2)—\$22.00 @ \$11.00 each—2 SETS (4)—\$40.00 @ \$10.00 each  
6 SETS (12)—\$108.00 @ \$9.00 each.

### TRUCKS—16" x 20"

1 SET (2)—\$30.00 @ \$15.00 each—2 SETS (4)—\$56.00 @ \$14.00 each  
6 SETS (12)—\$156.00 @ \$13.00 each.



## NATIONAL AUCTIONEERS BLAZERS AND NATIONAL AUCTIONEERS HATS

The blazers are 100% all wool flannel with the National Auctioneers Emblem, beautifully handmade in felt with gold, red and black colors 4" x 3-3/4", attached to the left front patch pocket. Blazers come in Scarlet, Old Gold, Columbia Blue and Navy Blue (color sample in March issue) also comes in Black and Dartmouth Green. Sizes range from 32 to 50 in short, regular, long and extra long. Women's sizes from 6 to 22.

Winter hats are felt, Silver Belly in color and come in brim widths of 2", 2-3/8" and 2-5/8". The hat has red satin lining with NAA emblem in the crown. Summer hats are of the finest Milan Straw and come in same brim widths. Please state on your order who is to wear the hat as we put the name in the sweat band.

The "Auctioneer" Hats . . . . . \$11.95 plus 4% sales tax

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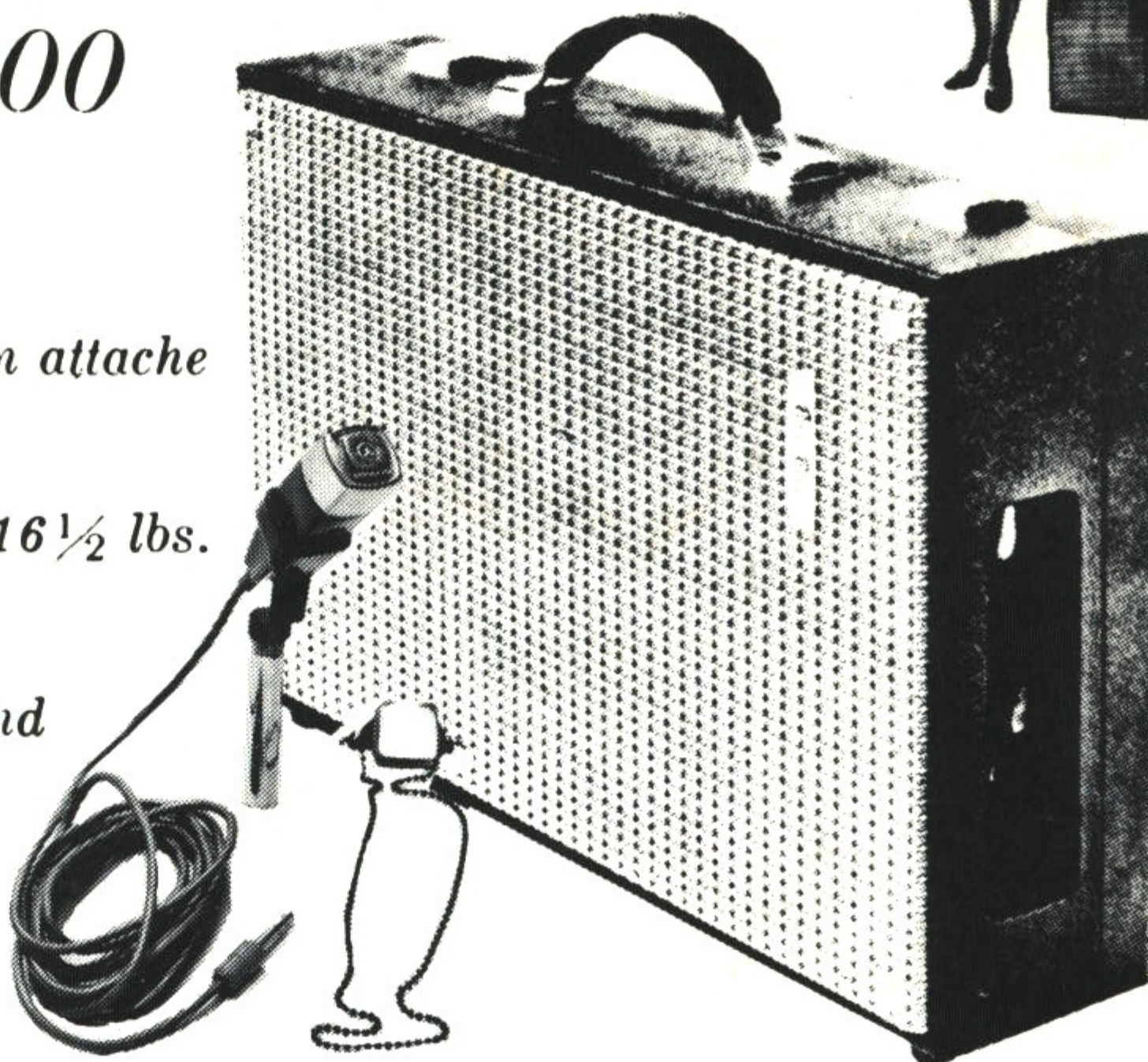


# AMPLI-VOX DIPLOMAT

## *Model S-200*



- *Complete P.A. system in an attache case*
- *Take it anywhere—weighs 16½ lbs.*
- *Flashlight battery operated*
- *Clear distinct powerful sound*
- *For audiences up to 500*



Take your own P.A. system anywhere...be heard wherever you go! Easy to carry and easy to use, the Diplomat is completely self-contained, requires no electrical outlets. For extra power or coverage, extension speakers matched to the carrying case can be added. Amplifier can be readily removed from the case where remote amplification is desired.

### SPECIFICATIONS

**Amplifier:** 25 watt EIA rating (40 watt peak), push-pull, all-transistor design. (available separately as Model S-700.)

**Microphone:** Low impedance omnidirectional dynamic with 10-ft. cable, lavalier cord to wear around neck, desk stand. May be located hundreds of feet from speaker unit.

**Speaker:** 6" x 9" high efficiency full fidelity speaker in anti-feedback housing built into case. 40 feet of cable supplied for operation away from amplifier. Additional cable and/or extension speaker may be added.

**Inputs:** For microphone and auxiliary equipment.

**Outputs:** For auxiliary speaker, tape recorder.

**Power Source:** Works on 10 flashlight batteries, that give 200 hours of operation (more than a year with normal use). Long-life alkaline batteries recommended. AC Adapter available.

**Dimensions:** 12" high, 19" wide, 4¼" deep.

**Weight:** 16½ lbs. with batteries.

**Price:** Model S-200 complete — **\$129.95** less batteries. Model S-700 Portable Amplifier only, net each — **\$69.95.**

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

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