

VOL. XX

NO. 1

JANUARY, 1969

THE auctioneer



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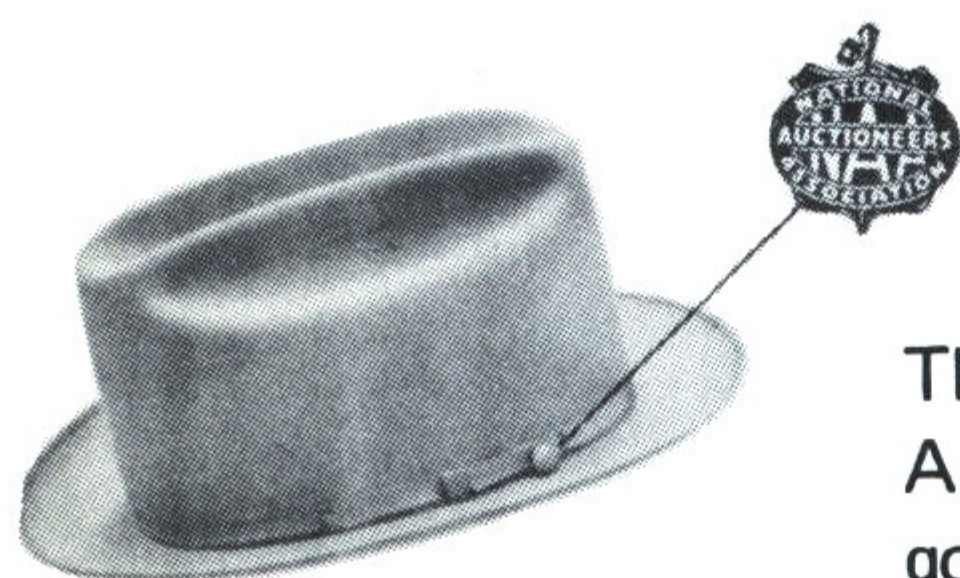
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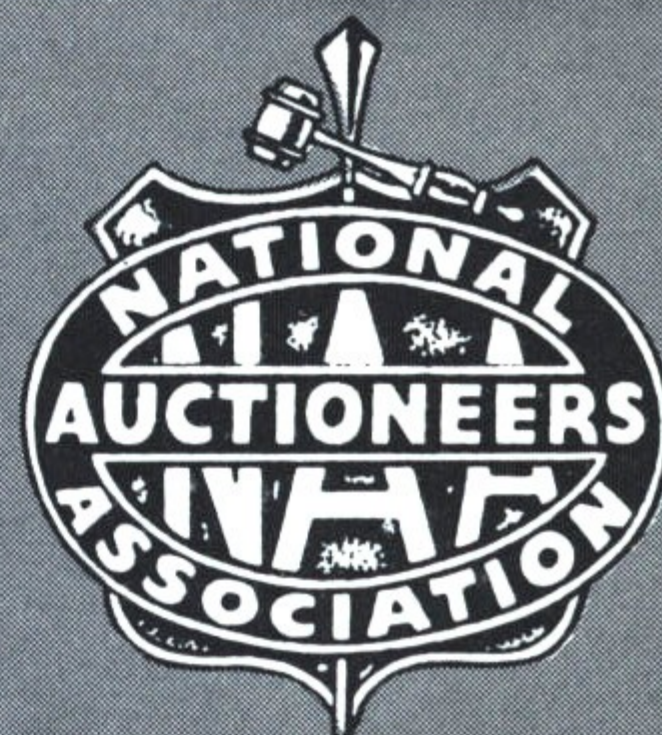
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THE **auctioneer**

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

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Record Attendance At Tennessee Fall Meeting

By E. B. FULKERSON, Secretary

The Tennessee Auctioneers Association held their Fall Meeting on December 9, 1968, in the Holiday Inn, Nashville, Tenn. Seventy-eight auctioneers registered, along with their wives and guests, making this another record attendance for the Fall Meeting.

The meeting opened with Col. James H. Richardson, Rogersville, giving the invocation; President, Ralph Masengill, Morristown, gave an opening address. He also named Col. Buford Evans of Lawrenceburg, as Chairman of the meeting. The Secretary's Report was given by E. B. Fulkerson. The meeting got underway with a 45 minute talk on Public Relations and Advertising given by Col. Julius Hurst, Selmer, Tenn. The talk was very interesting and well received.

The Association was honored by having the President of the N.A.A., Col. Bob Penfield, Bowman, N.D., as one of the guest speakers. He gave a demonstration to the group of selling a load of feeder cattle at auction with his fast and rhythmic chant.

Col. John Randles, Somerville, gave a talk on Purebred Cattle Sales. Col. Hoyt T. Walker, Nashville, was in charge of the affirmation of all new members joining the Association since June, 1968.

The review of the revised edition of the book entitled, "WHO'S WHO IN THE TENNESSEE AUCTIONEERS ASSOCIATION", was handled by E. B. Fulkerson. The book has pictures of all past officers and also pictures of many auctioneers; it also gives information concerning many auctioneers in the state. It includes a history of the Association since it was organized and there is a page "IN Memoriam" to the deceased members of the Association. This is a loose leaf book

and can be added to as the Association increases in number.

The meeting adjourned at 12:00 and all guests and members lunched together in the Plantation Room of the Holiday Inn. The afternoon speakers were Col. C. B. Arnette, Col. Bernie Bishop, and Col. G. S. Gordon.

Col. Arnette spoke on, "Buying and Securing Antiques on Foreign Markets". Col. Arnette stated that he had made 35 trips to European Countries and that the last five were the most interesting to him because these trips took him behind the Iron Curtain. He elaborated on his visit to Warsaw, Poland and Polish cities. Col. Arnette's speech was informative and most interesting.

Col. Bishop, Dickson, Tenn., gave an outline of how he sells personal property at Auction and Col. Gordon, Shelbyville, gave an interesting and factual talk on Real Estate at Auction.

There was a general discussion from the floor concerning the Auction Profession and many of the questions were directed to the Tennessee Auctioneer Commissioners.

It was announced that the wives of the T.A.A. members organized an Auxiliary of the T.A.A. in June at the 11th Annual Convention of the Association.

Col. Ralph Masengill, President of the T.A.A., announced at the close of the meeting that the 1969 Tennessee Auctioneers Association would hold its 11th Annual Convention in Gatlinburg, at the Mountain View Hotel on June 22-23, 1969.



Col. Bob Penfield, N.A.A. President, tells the Tennessee Auctioneers how it is done in North Dakota, Col. E. B. Fulkerson, Secretary & Treasurer, Jonesboro; Col. Ralph Masengill, President, Morristown; Col. Penfield; and Col. Lloyd Nevels, First Vice-President, Jackson, are shown above as they attended the Fall T.A.A. Meeting.

Radio Auction Raises \$2,000 for Health Spa

Clearing over \$2,000.00 in their annual benefit auction made it the best in ten years of this event, sponsored by the Bowating Club of Sault Ste. Marie, Mich. This is a business and professional women's club and the proceeds of the auction are used to support Baycliff Camp, a summer health camp at Big Bay on the shore of Lake Superior, north of Marquette, Mich.

Merchants of Sault Ste. Marie donated articles ranging from Dinners at local restaurants, food certificates at groceries, to \$50.00 worth of abstract work by the local abstract firm.

The auction is conducted over radio station WSOO with Bowating members and the auctioneer donating their ser-

vices. NAA member, William C. McDonald, Pickford, Mich., sold the articles over the radio, using his regular auction chant. Bidders called in their bids over the telephone which made the progress of the sale slower than the usual auction but some folks who never attend auctions like to participate and look forward to it each year.

Baycliff Camp is for Upper Peninsula handicapped children needing therapy, medical aid and outdoor recreation. The children attend for a six week period at no cost to the parents.

◆ ◆ ◆ ◆ ◆

Patient: "Doctor, what I need is something to really fire me up—something to put me in fighting trim. Did you put anything like that in this prescription?"

Doctor: "No, you'll find that in my bill."

Auctions Are Addictive

By HON. ROBERT C. BYRD
U. S. Senator from West Virginia

Auctions are addictive.

To those who are hooked, they are irresistible as a jar of home-baked cookies.

This is hardly surprising, however. For who can pass up a shopping bargain? And if auctions provide nothing else, they do provide bargains aplenty.

Where else can so little buy so much? Where else can a family while away an hour or two, spend a few dollars, and come home with so many genuine "finds" that they may barely fit in the trunk of the car?

Only at the country auction can such diverse items as wagon wheels, old barrels, cider presses, fine cutlery, confederate money, linen, and chinese vases be found in such profusion. And no matter what the heart's desire, if enough auctions are attended, the item sought after is bound to come up for sale eventually.

Even if nothing is purchased, listening to the auctioneer sing his siren song to the skeptical throng of buyers is as enjoyable as listening to the lover woo his lady fair at the opera. Auctioneers are folksy and domineering, charming and brassy—depending on their mood, their audience, and what they have to sell. Some bellow out, disdaining an amplifier, to reach the back rows. Others are barely audible even from ten feet away. Many gesture vehemently with their hands, their hats, their faces, sometimes even with their canes.

No matter what their technique, all are persuasive. They hint at great values and unheard-of-bargains. And no matter how unsightly or useless the object of their attentions, by the end of the sale, somehow nothing remains unsold.

The crowd of prospective buyers is the auctioneer's foil and complement. At first, it is sometimes difficult to distin-

guish those who come to buy seriously from those who merely dabble at bidding.

The novice shouts his bid. The cognoscenti acknowledge their intentions with nothing more than a slight nod of the head or gesture of the hand. But when it comes to distinguishing the genuine bid as opposed to a random scratch of the head, the auctioneer generally has sharp eyes.

On a note of caution, prospective bidders would be wise to note the location of their wives at all times. Nothing is more disconcerting, or expensive, than to discover that the person against whom you were bidding is none other than your beloved spouse.

If this should happen and your choler must be quenched, omnipresent are the ladies of the local grange or volunteer fire department who sell cold beverages, as well as tasty sandwiches, and home-baked cakes, cookies, and pastries.

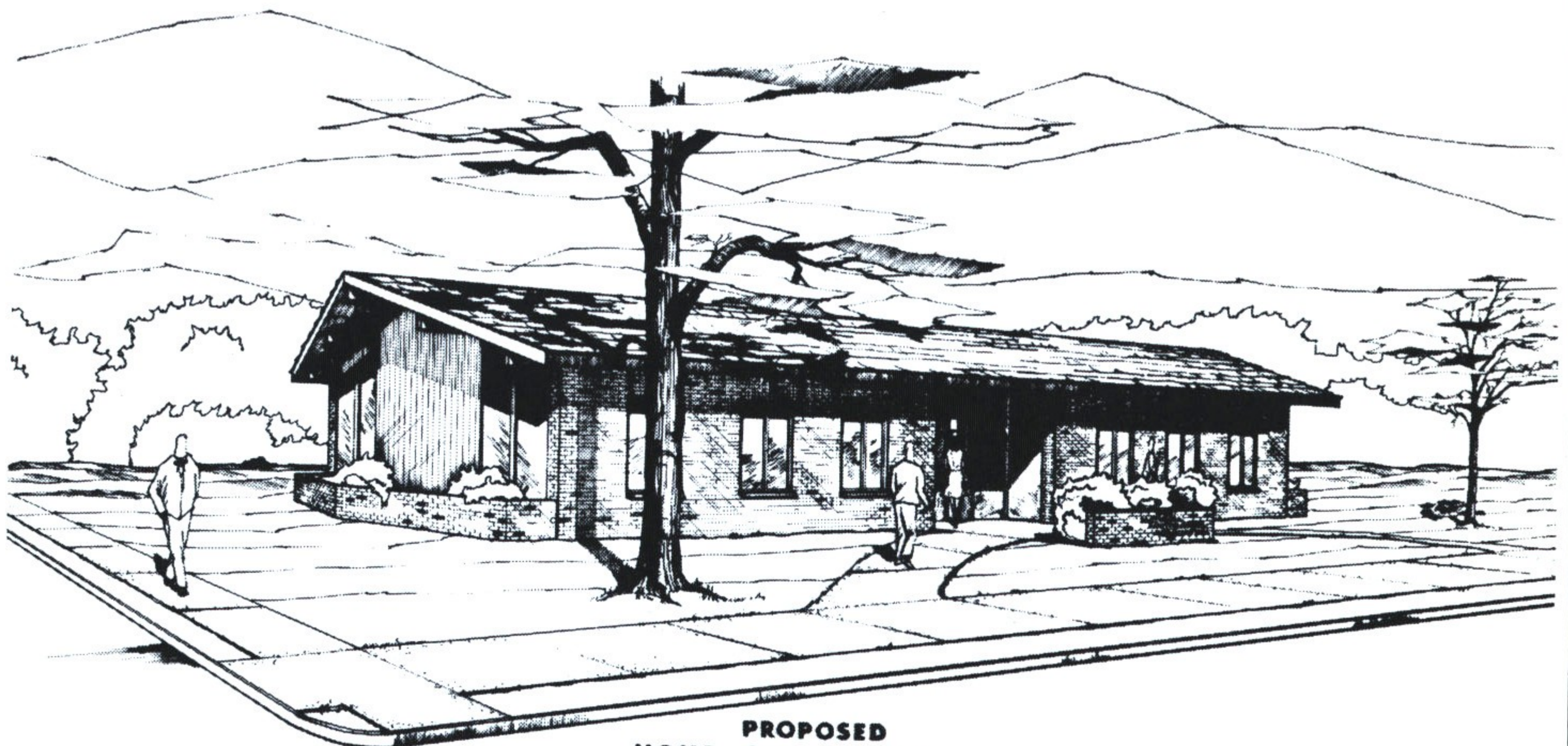
To the auction addict, attendance at a Saturday auction sale can be as compulsive as dropping just one more nickel into a slot machine. However, there is one distinguishing difference that makes auction attendance profitable and slot machines not so. No matter how much is spent at an auction, the buyer can always count on coming home with goods of some value if not greater value than the price he bid.



Californian Victim Of Heart Seizure

Cy H. Jones, Central Valley, Calif., died early in November, the apparent victim of a heart attack. Col. Jones was born in Oklahoma, later moving to California. He was 56 years old, and a member of the National Auctioneers Association. He is survived by his widow.

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

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3277 Holdrege Street, Lincoln, Nebraska 68503



Indiana's Annual Meet A Happy Convention

On the opposite page is a pictorial report of the Indiana Auctioneers Convention, held at the Marott Hotel in Indianapolis, November 17-18. This composite is the work of John W. Doane, Mt. Vernon, Ind., who is a professional photographer as well as an auctioneer.

Identities of the photos, starting at the upper left and progressing across and down are, as follows:

(1) The Indiana Convention was a Happy Convention from the start—witness Col. Cleon Brahm, in white hat, happily reaching for his registration fee as he waits in line opening day.

(2) Elias Frey, Archbold, Ohio, and 1968 NAA President, Bob Penfield, both took part in the lively program. Col. Frey is member No. 600 in the Indiana Auctioneers Association.

(3) Rev. Joe Espey, Ball State University Counselor, gave an interesting opening speech on the generation gap between today's adults and the young people now in our colleges.

(4) After Sunday's Banquet and Program a Fun Auction, under the direction of Cecil Meier, Hanover, (left) and Arnold Obendorf, Versailles, was participated in by most all auctioneers present by selling at least one item to the vast audience in attendance.

(5) Speaker at the Banquet, with an interesting topic, "Beefsteak and No Teeth", was one of the nation's outstanding speakers, Dr. Harvey C. Hahn, D.D. from Dayton, Ohio.

(6) Pictorial evidence of the happy

convention is this view of the Sunday Banquet gathering.

(7) New officers elected for the incoming year are (left to right): President, John L. Friedersdorf, Franklin; 1st Vice President, Harvey C. Lambright, LaGrange; 2nd Vice President, Ron Biddle, Shelbyville; and Secretary-Treasurer, Everett Corn, Fairmount.

In a separate meeting, on the same day, the Ladies Auxiliary elected Mrs. Lola Friedersdorf as their new President.



Veteran Auctioneer E. J. "Mac" Wondra Dies

Elmer J. "Mac" Wondra, veteran auctioneer of Omaha, Nebr., died suddenly and unexpectedly at his home the evening of November 26. He was 71 years old.

In more than 45 years in the auction profession, Col. Wondra has been one of the more colorful men in the business. His career as an auctioneer began in Lincoln, Nebr., while he was still a student at the University of Nebraska. A few years later he moved to Omaha and his "Auction Headquarters" on Leavenworth Street is one of the older established auctions of consigned furniture and merchandise in the area.

Survivors include his wife, a daughter, two grandchildren, three sisters and three brothers. He was a veteran member of the Nebraska and National Auctioneers Associations and attended many meetings of both groups.



Early settlers started this country, but it's those who settle on the first of the month that keep it going.



TWO ALLTIME "FIRSTS" EARNED BY RED POLL CATTLE

In July 1968 a purebred Red Poll steer produced the top-placing British-breed carcass among 89 head, Division II, National Beef Show. A purebred Red Poll steer won Grand Champion in a Central Wisconsin on-hoof, interbreed steer show of 61 head. Write for free literature.

THE RED POLL CATTLE CLUB OF AMERICA
3275-A Holdrege St., Lincoln, Nebraska 68503



The Ladies Auxiliary

Dear Ladies:

Hope you all had a very Merry Christmas and that the New Year will be full of good things for each of you. It doesn't seem possible that half a year has slipped away since we were together in Oklahoma City. I must say, our Oklahoma neighbors really went "all out" to make everyone feel at home and it was such a wonderful, well-planned convention. Dick and I would like to add our "thanks" to each of you who worked so hard to make it such a success.

We survived Cindy's big wedding on August 24, and it was worth all the planning, work, and yes, sleepless nights. Everything was beautiful and went like clock-work. The bride was lovely (this is mother talking, of course), and we are so happy with our red-headed son-in-law. They are both so busy in school—Cindy is doing her practice teaching (music) and she loves it. She will finish at the end of this first semester but Larry will not graduate until spring.

We have had a very busy sale schedule this year, for which we are grateful, of course. We're looking forward with eager anticipation to coming to Roanoke, next summer, and hope that you will all start planning to be there, too.

VIRGINIA BREWER



Business Magazine Stars Train Auction

BUSINESS WEEK magazine, in its issue of November 30, devoted two full pages to the selling at auction of a train that had been used for promotional purposes by the Permacel Division of Johnson & Johnson. It was the first time in its history that New York's Parke-Bernet Galleries had ever auctioned a train.

Buyer at \$75,000 was the Lancaster & Chester R. R., a 29 mile freight line owned by the makers of Springmaid textile products in South Carolina. Called the Permacel Express, the three car train, decorated in the style of the 1890s, was used for sales training and promotion by the sellers.

Purchase of the train adds to the already colorful history of the L & C R.R. After becoming the property of the late Colonel Springs, noted author, industrialist and World War I flying ace, the road made a name for itself after World War II as the "Springmaid Line". In conjunction with some avant-garde advertising it provided promotion for Springs' line of linens.

It also gave the colonel a chance to name such friends as Lowell Thomas vice-president in charge of publicity and Gypsy Rose Lee vice-president in charge of unveilings. All in all, 29 vice-presidents were named, one for each mile of track.

The train had served Permacel since 1966 as a traveling sales training center. Its three cars were fitted out at a cost of \$300,000 with the latest in electronic teaching devices, a bar, a galley, sleeping quarters and an electric player piano with about 100 rolls of barrel-house music. The decor is replete with plush, marble, and Tiffany lamps.



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).

Mrs. Ralph Kuhr and Son Victims of Silo Gases

Mrs. Ralph Kuhr, 42, and her 14 year old son, Craig, died in a silo gas accident on the Kuhr farm near Blair, Nebr., on November 23. They were the wife and son of Ralph Kuhr, prominent auctioneer and past president of the Nebraska Auctioneers Association.

According to reports, high-moisture corn was being added to a partially filled silo. A grain sack fastened to the loading spout fell into the silo and, apparently fearing the sack would cause trouble later in the silo's unloading mechanism, the boy went in to retrieve it. He was overcome by carbon dioxide and other poisonous gases which had formed as a result of fermentation of the contents of the silo.

Mrs. Kuhr was killed by the same gases when she went in to rescue her son.

Besides Mr. Kuhr, survivors include three sons, Kent, 20, Curtis, 18, Clark, 13, and a daughter, Keri, 2.

News of the tragedy came as a shock to many people as both Mr. and Mrs. Kuhr have been quite active in auctioneering and livestock circles and they have a lot of friends in both fields.



Auto Auction Owner, L. G. Tribble, Dies

Lawrence G. "Larry" Tribble, veteran auto auction operator of Warehouse Point, Conn., died from an apparent heart attack the evening of November 6. His death came without warning as he had carried out his usual duties at the regular Wednesday auction at his Southern Auto Sales, representing cars for absentee owners and overseeing the successful operation of the sale. He even payed off an election bet at the close of the sale before being stricken as he sat in his office. He was 53 years old.

Tribble established Southern Auto Sales, along with a partner, in 1946. It was the first auto auction in the East. A

few years later he bought his partner's interest and Southern Auto Sales became known as one of the nation's best. Larry was one of the most popular and highest respected men in the industry. He was a past president of the National Auto Auction Association and had filled many important committee assignments for the NAAA over the years.

Mr. Tribble is survived by his wife, a son and a daughter. Southern Auto Sales continues in operation under the guidance of Mr. Tribble's nephew, Bob August, who has been associated with the auction for several years.

THE LADIES AUXILIARY TO THE NATIONAL AUCTIONEERS ASS'N. OFFICERS 1968 - 1969

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Oklahoma City, Oklahoma

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(TERMS EXPIRING 1969)

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Mrs. G. T. (Nan) Gilbert
Lincolnton, North Carolina



Pop's Ponderings

Ohio State Association Among Oldest and Largest

By COL. POP HESS

Yes, it is pondering as usual with yours truly. The question at this date, Dec. 12th, is, "Can we ponder now, early in December, anything that will make for good thinking and reading in January", this being a month that people lay aside their problems from the past year both good or bad.

All who are of workable age and not too lazy to work, or taken with whims that would keep them from being interested in a new business venture, put all mind and strength into making progress and hold our great country the best of all in the world. Each year, as we near the last month of the year, we give thanks for all blessings, overlook all disappointments, forgive all we abuse just because they abused us, and get in a full line of eats of all descriptions and kinds and hold what we call "Thanksgiving Day". We give thanks, eat too much, and scorn the Doctor for the amount he charges us for furnishing the pills that moved a big indigestion, stuck on center, forward so we can face the Christmas season and be able to welcome the New Year, to face and do over all the things from the past year.

When the horns are worn out and thrown away the day after New Year's and our heads have cleared we figure out how much we have to raise to meet UNCLE SAM and his annual income tax program, plus all the other taxes. Then we clean up what was not paid in the way of bills, long over due from the previous year. Spring and summer comes in due time and if we will really be honest with ourselves, and all the people around us, we will hold out and proclaim "we are a people who show and recognize all the many Blessings bestowed upon us and very happy to say out loud and strong

"WE LIVE IN THE GREAT UNITED STATES OF AMERICA".

Here on our home grounds, around our homestead, we have come out of some troubles many folks had when we did not. On Monday before Thanksgiving Day our family doctor took Mom Hess over to our home town hospital. He found for some reasons the pills he was giving her were not getting the best results. He put her through a number of texts and exrays and finally pronounced the ailment of which we could find no definitions in any book but which resulted in a stay in the hospital the week of Thanksgiving. She was put on a liquid diet, our Thanksgiving turkey still freezing in our refrigerator. For her dinner that day "unseasoned liquids". For myself, what I know about cooking was not suitable to try out, and to top it all our restaurants and good eating places closed so their help could have home made fixings. However, I found some good soup in the place where we keep some eating supplies, a can with the picture of a turkey on it the name being Turkey Noodle. Well the noodles were not too bad, the turkey was just a sample and the coffee and crackers was quite good. Yes, Mom, in the hospital supping unseasoned liquid and me with dumplins with turkey flavor got by very good, and we gave thanks for all blessings.

Many folks when finding out how we spent our day have assured us they had more than they could eat and had they just known it, etc. One thing we are happy about we did not have to buy the Doctor and his pills to pull us through, and that our young freezing turkey is soon to be cooked and eaten and it could be in the aftermath, the Doctor and his pills will again meet.

Well, Mom is back home doing good, still on a diet, but she can still do her usual kind of cooking and to prove just how bad my cooking was, we have living near us a neighbor who has a very nice house dog, which gets lonely when they are away at work. Sometime back our doggie we had so long passed on and with this nice dog visiting us in the daytime we found that it was better than owning one. You know, he came down, the day after Mom went to the hospital, to make his daily visit and get one of Mom's good kind of handout for lunch. On this day I gave him some of my cooking, after rolling it over a time or two he gave me a sour look, put his tail between his legs and never came back. The joke is, I see this dog out and around but when he sees me he takes for home.

The past fall months the usual line of letters and visitors have been with us and we enjoy it all very much. Not so long back I received a nice letter from one of our far west auctioneers who says he reads my column without a miss. He claims he was born and grew up in Ohio, and travelled into the far Northwest and

became an auctioneer and is enjoying a good business. He asked one question. What about Ohio? He noted that from my writings I have always been an Ohio resident. He also noted in the list of leading State Auctioneers, who are members, that Ohio is much in the lead with the most members with the NAA. He put me to task why I do not give in my line up some of the good points on what makes the Ohio State Association tick, etc. So I will, in this issue give some of the high spots on our top Ohio Auctioneers Association in my writing for "Ponderings".

Yes, I have lived in Ohio my full life, however, I've worked in many states outside of Ohio. Ohio is well known as a Good Progressive state and the home of many good auctioneers. Our Ohio Auctioneers Association for the past twenty years has been strong in membership. Myself, I was one of the charter members, and for some years in very close contact with the Association. However, as the time came for my retirement of Gavel Pounding and making room for youngsters who were needing the room to



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spread, to keep from being isolated from the Auctioneer and the auction sales in general it was my good fortune to establish the Pop Hess Farm & Livestock Sale Program on the Air — on radio WRFD, a strong farm back ground station etc. Through this situation, I wanted a free hand to talk over the air, news items and Livestock Gossip as a Public Service, etc. The management advised I should take leave of all personal connections as a member to get some free time each day that couldn't be claimed as personal gain for the program and announcer. From then on, I remained unlisted in both State and National Associations.

As a retired member, I am now fully retired from both the Auction Profession and the good radio program WRFD — which still goes on as usual as the WRFD Farm & Livestock Program. However, through it all I have kept my column in this publication kicking and now in full retirement I enjoy much the role the NAA Office has lined me up with the past year as, "Pop Hess Ponderings".

Now, in getting back to Ohio and our Ohio Auctioneers Association, I have found the past few years I am not too familiar with the workings of the group. Before I could give out very much information, I contacted the secretary of that organization, Newt Dilgard of Ashland, to fill me in on some of their progress. As of this date they have 313 members, their treasury has a good bank account in addition to a back log and their annual meeting will be January 11-12, in Columbus. If my records are correct this should be their 30th Annual meeting.

This association worked strong and hard to get an Ohio Auctioneers license law. It has now been in effect four years and the directory lists 1169 Ohio resident auctioneers and 117 out of state auctioneers as of April 30, 1968. It also shows 136 apprentice holders. It is interesting to note, at the close of the last fiscal year of our National Auctioneers Association, Ohio topped all other states with 178 members. This could indicate that half of the Ohio state membership is listed with the NAA.

With the Ohio State License Directory

showing 1200 auctioneers listed we can do some further pondering. If we have around 30 states who can show that number that would be some 30,000 auctioneers and plus 10,000 or more from the other 20 would make the auctioneer population in the U.S. at at least 40,000. The writer is happy to give this information on the Ohio association and what makes it tick. We know the officers and members will be happy to have out of state auctioneer visitors when you are in Ohio.



Instant answer:

Q. Can you name the first U. S. President who was born an American citizen?

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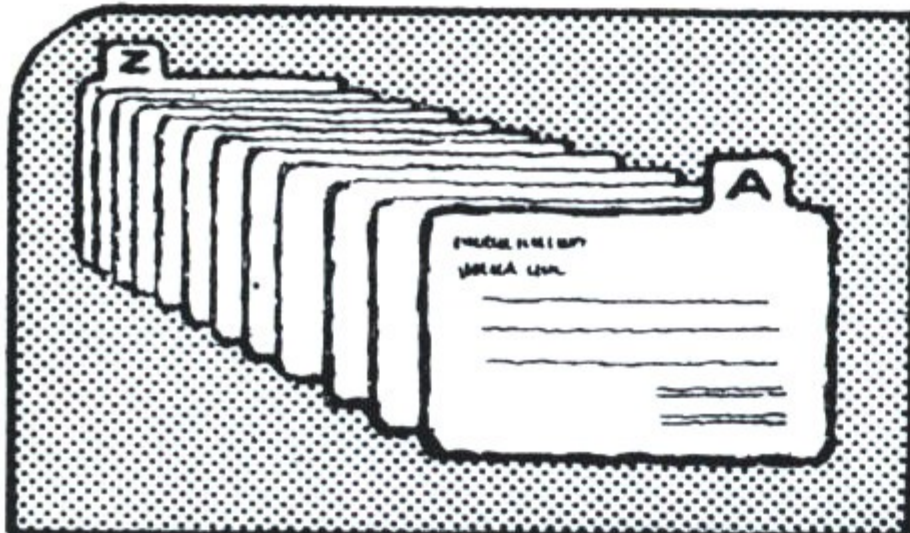
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Wolfe Heads Western Pennsylvania Auctioneers

Harry R. Wolfe, Beaver, was elected President of the Western Chapter of the Pennsylvania Auctioneers Association at the regular November meeting of the group. William Barton, Sandy Lake, was named Vice President and Margaret Berry, West Newton, was elected Secretary-Treasurer.

A report on legislation was given by R. M. "Pete" Stewart, Armagh. The December meeting was set for the Garden Gate Restaurant, at Butler, with the Annual State Meeting being at Harrisburg, January 10-11.



Charolais Auction Makes \$4,677 Average

Timonium, Md.—A large crowd was on hand for the 4th Eastern National Charolais Sale held here Nov. 20. Cattle sold into 12 states, and approximately one-third of the animals went to Canada.

The sale had many features, including an International champion, and the pedigrees featured the best of French and Domestic breeding.

A total of 60¼ lots sold for \$281,800 to average \$4,677 over-all, as 13¼ bulls figured \$6,275 and 47 female lots made \$4,226. Junior members sold 3 female lots for an average of \$2,650.



Nebraska Farm Sale Nets Quarter Million

More than a quarter of a million dollars was collected at the John Reid farm auction, located four miles north of Alliance, Nebr., in November. The sale included 480 acres of land and the equipment used in its operation.

The 320 acre irrigated portion of the farm brought \$422 per acre. One hundred sixty acres of dry land brought \$131 per acre. Harold Kraupie, Bridgeport, Nebr., conducted the auction of machinery, irrigation equipment, trucks, tractor, livestock and milk cows, as well as the land.

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Michigan Members To Have "Auction Week"

Members of the Michigan Auctioneers Association held their November meeting in Ann Arbor. The program included a discussion of the Bulk Sales Law and its effect on the auctioneer.

Guests for the evening were Bill Quart, auction page editor of the Detroit Free Press and two representatives of the Ann Arbor radio station. Plans are being made for a state wide "Auction Week" in Michigan and will probably be finalized at the group's Annual Meeting in Lansing, January 17.



Truck—Train Crash Kills Chester Hisel

Col. Chester Hisel, Chula, Mo., was killed at the east edge of that town when the truck he was driving was struck by a freight train. Ten head of cattle in the truck were also killed.

Col. Hisel was a graduate of the

Missouri Auction School and held a Life Membership in the National Auctioneers Association. In addition to auctioneering, he was a prominent stockman and farmer and had spent his entire 50 years in the Chula area.

Survivors include his mother, Mrs. Blanch Hisel, and a brother, Carl Hisel, both of Chula.



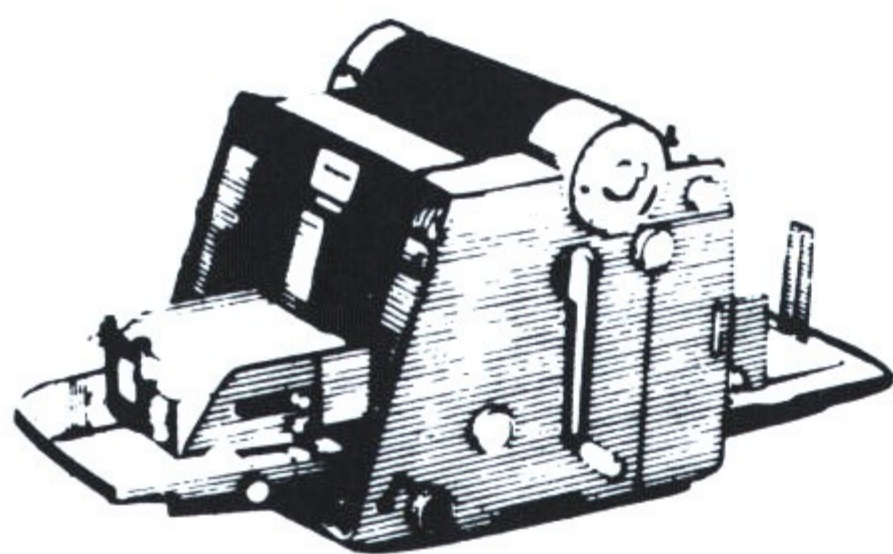
Horses Ring Bell In California Auction

One hundred seventy head brought \$654,232 in the greatest sale of Quarter Horse brood mares and colts ever held on the Pacific Coast at the Keith-Bell sale at Tulare, Calif., November 15-16. Buyer interest was intense throughout the two day affair.

Lowell Dillingham, Honolulu, Hawaii, paid \$39,000 to own the great Palomino mare, Angie Miss AAA, possibly one of the best producing Quarter mares alive. Two mares brought \$25,000 each and another sold for \$24,000.

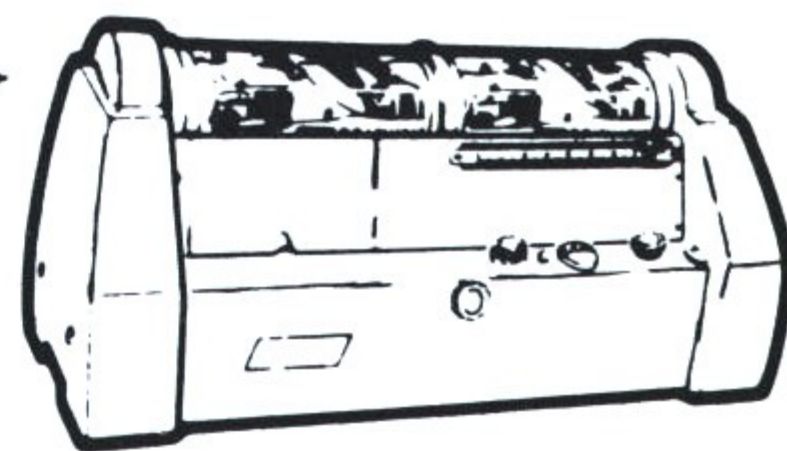
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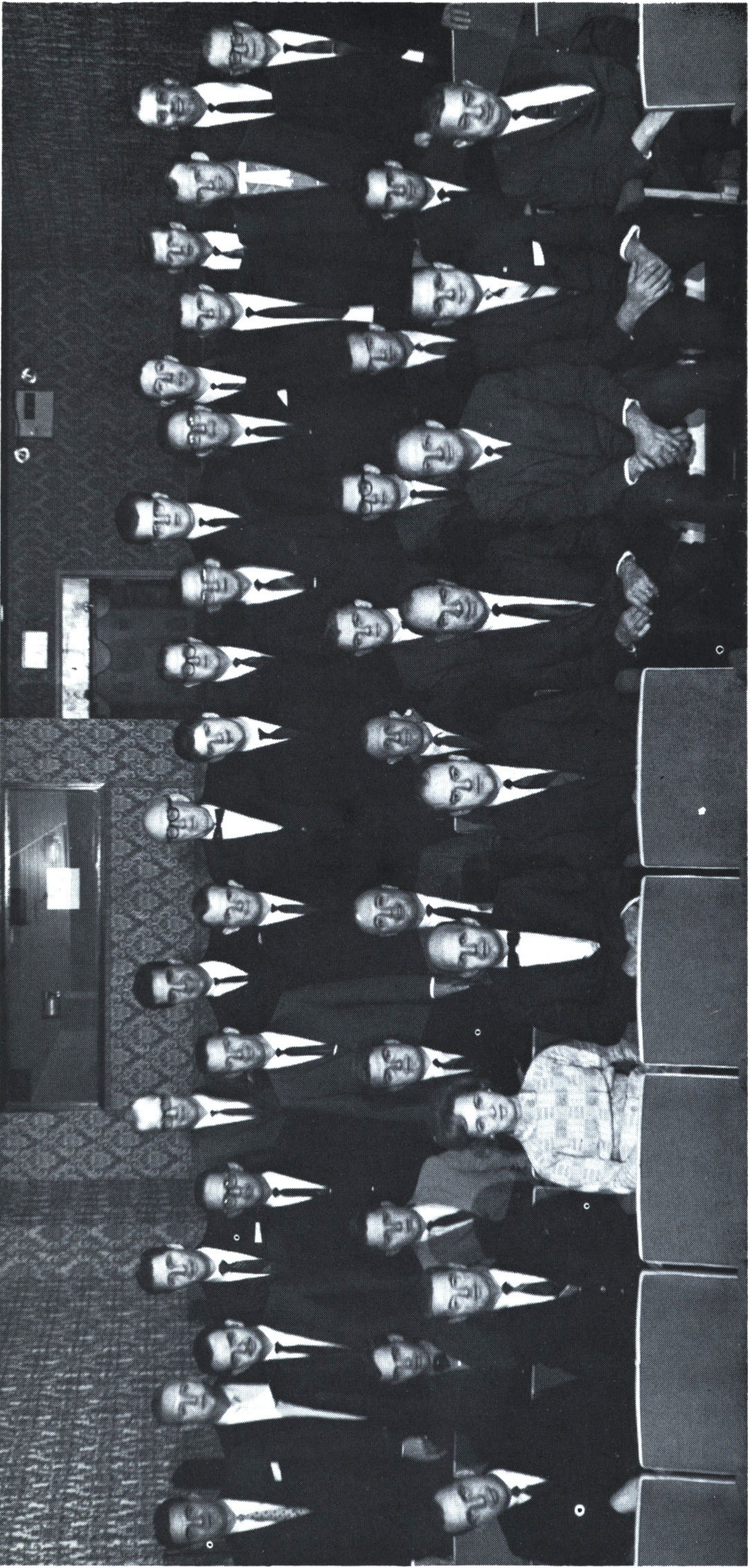
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Annual Virginia Meet An Exciting Affair

Excitement of hosting the 1969 National Auctioneers Convention helped members of the Virginia Auctioneers Association to enjoy their most successful state convention, December 7-8. The meeting was held at the Natural Bridge Motel at historic Natural Bridge.

A very good representation of Virginia auctioneers and their wives gathered early for the two days of fellowship and entertainment. The ladies formed their own Auxiliary organization during the meeting. NAA officers Bob Penfield and Bernard Hart were present for the two day affair, adding impetus to the big National event, in July.

Convention Chairmen, George Gartner, Mt. Sidney, and J. D. Vaughn, Keysville, with the help of their wives had everything in readiness and teamed with the group's Secretary, Ronald Tull and Mrs. Tull, and President, Clarence Mar-

shall and Mrs. Marshall, to keep things running as planned.

A business meeting was held the first afternoon followed by a Social Hour and Smorgasbord. A Fund (not Fun) Auction completed the evening and it was a successful event as funds were raised for the VAA as well as the NAA Building Fund.

Mr. M. C. Townsend, Roanoke, addressed the group following the Smorgasbord, his subject being, "Auctioneer and His Public Image."

On the following morning, brief talks were made by Messrs. Penfield and Hart, followed by some remarks on auction law in Virginia by a representative of the Attorney-General's office.

George Shields, Danville, was elected as President for the coming year in the business meeting that closed the session. Ronald Tull was re-elected to the office of Secretary-Treasurer.



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Auction Shorts

This is going to be another one of the "barely under the wire deals", for tomorrow this is supposed to be on the editor's desk, so I am burning a little midnight oil to make it.

With three more sales to go before the end of the year, we had the daddy of all our 1968 Auctions last week selling at public auction 400 acres of land for a total of \$164,000.00, or an average of \$411.00 per acre, bringing by at least \$50.00 per acre more than had been anticipated.

As you will recall last month, mom and I announced an addition to our family, the marriage of our son, known to all of us as Hank. Hank and Gayle are residing on the old Homestead. Mom and I are now apartment dwellers and taking it much easier. Sure was noticeable with our first snow last week. No snow to shovel etc., only control the thermostat. Yes, we surely think we are going to like this living.

It will be 1969 when this comes off the press, toward which we are looking with anticipation. What 1969 will have in store for us remains to be seen. With a new administration changes will take place, without a doubt. I do hope it will bring about more auction sales for all auctioneers.

I was reminded the other day, that man was born with two eyes and with only one tongue, in order that he should see twice as much as he has to say.

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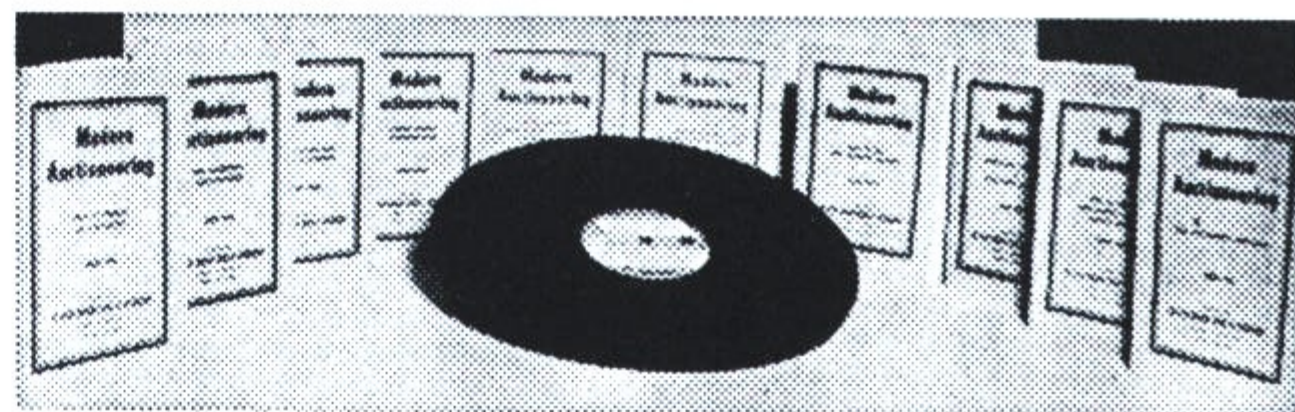
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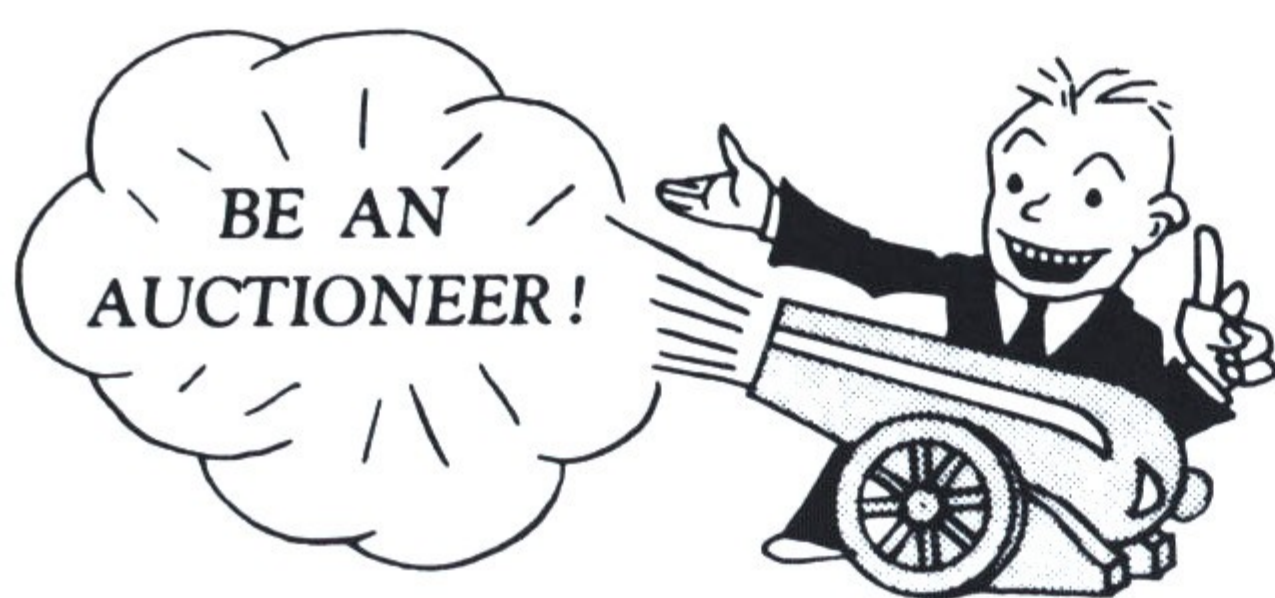
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Col. Walter A. Brandt—Great Falls
 Col. Wm. J. “Bill” Hagen—Billings
 Col. Earl W. Kinney—Billings
 Col. Bob Thomas—Billings
 Col. Carl O. Westermarck—Shelby
 Western College Auctioneering—Billings

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 Col. Doyle L. Dawson—Edison
 Col. W. V. “Bus” Emrich—Norfolk
 Col. Dean Fleming—Atkinson
 Col. Rod Gillespie—North Platte
 Col. John W. Heist—Beatrice
 Col. Bernie F. Johnson—Bellevue
 Col. Russell E. Lydiatt—Ashland
 Col. Grant R. Phillips—Wallace
 Col. Jim Walker—Omaha
 Col. Don Werner—Thedford
 Col. Gary Woodring—Holdrege
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 Col. Merle D. Straw, Jr.—Seabrook
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 Col. John A. Overton
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 Col. Richard W. Bronstein—Amherst
 Col. Paul W. Calkins—Peru
 Col. Ernie Davis—Poughkeepsie
 Col. Clarence Foss—South Wales
 Col. B. F. Hayes—Forest Hills
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 Col. C. Prescott Lunt, Sr.—Penfield
 Col. Bernard G. Lusk—Rochester
 Col. George K. Lusk—Rochester
 Col. Donald W. Maloney—Syracuse
 Col. William Maloney—Syracuse
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 Col. Donald Martin—Ballston Spa
 Col. Crawford McFetridge—Penn Yan
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 Col. Ronald Reed—Sherman
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 Col. Ben Schwadron—Forest Hills
 Col. David H. Tracy—Pavilion
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 Col. Henry R. Story—Brownwood
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 Col. Robert D. Moore—Parkersburg
 Col. B. G. Park—Paden City
 Col. R. C. “Rick” Woodard
 —Huntington

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 Col. Williard Olson—Delavan
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Col. Ross Kemp—Stratford, Ont.

Col. Arthur O. Robatzek
 —Swift Current, Sask.

Ladies Auxiliary to the NAA



After several months of married life, the glamour wore off and the young couple went to see a marriage counselor. After talking with the couple for a while, the counselor suddenly swept the woman into his arms and kissed her passionately.

“Now,” said the marriage counselor. “This is the treatment your wife needs . . . Monday, Thursday and Saturday, at least.”

“Okay,” replied the husband. “I can bring her in here on Thursday and Saturday nights, but Monday is my bowling night.”



Dear Bernie:

Thanks for the certificate and current membership card. I am proud to be a member of the great association.

Bernie, how can I express our sincere appreciation to those who were so thoughtful at the time of our 50th Anniversary. I wish it were possible to say "thanks" to each one individually, we are most grateful.

Your action picture on the front of the October issue of "The Auctioneer" was very becoming and fitting as well. You always find a way to dress up the magazine in fine fashion.

Keep the good work going for the N.A.A. You have done a wonderful job over the years. Keep being aggressive and head strong if that is what it takes. You know that 99.99% of our members are behind you always.

Sincerely,
G. H. SHAW
Alexandria, Louisiana

Dear Bernie:

Enclosed is a check from the Oklahoma State Auctioneers Association in the amount of \$37.50, to be applied to the "Building Fund".

We held our Fall Quarterly meeting of the Oklahoma Association at the Holiday Inn at McAllister, Oklahoma, on October 27. We had a very nice meeting and a good attendance. There were 53 persons in attendance including guests.

Col. Dale Brown of the Fort Smith Auction School addressed the meeting and gave a very interesting talk. Also we were shown a film of the Oklahoma State Penitentiary Rodeo. Col. Brown brought

two canes with him, which were sold and we took one of the fellows necktie which was also sold. These brought a total of \$37.50 which we decided to send to the "Building Fund".

Our next quarterly meeting is planned for sometime in the month of February.

We in Oklahoma are still enjoying the effects of the National Convention and are looking forward to next year at Roanoke, Virginia.

Business has been good all over Oklahoma and we are looking forward to a bigger and better 1969.

Wishing you the best for the Thanksgiving Holidays, I am,

Yours truly,
ORVAL FREE, PRESIDENT
Oklahoma State Auctioneers Assn.

Dear Bernie:

You will find enclosed our check in the amount of \$15.00, for our State and National dues for 1969.

We enjoyed our visit with you at the National headquarters this summer in Lincoln, but we missed both the state and national conventions this year, due to business committments.

You are aware of the fact that we have changed locations in Kansas and are now in the process of building an all new Livestock Market in Belleville, Kansas. We have ran into several problems this summer, but now are in full swing and hope to be in operation shortly after the first of the year. We certainly hope that you and all our Auctioneer friends from across the nation will stop by and visit us when we get into operation. The barn will be located at the Junctions of Highway US 36 and Highway US 81.

We will again put into circulation our own livestock market weekly paper which will cover this part of Kansas and Nebraska. I have found that this is our best method of advertising.

The Farm Sale business has been very slow but it looks like it will pick up this

spring. We are planning on seeing you at next years National Convention.

Sincerely yours,
COL. CARSON E. HANSEN
Belleville, Kansas

Dear Bernie:

Enclosed is a check for dues for son Bill and myself. At the present time Bill is taking his training in the Air Force Reserve and is in Texas, but will be home in June. He plans to continue college at Colorado State University at Fort Collins, in the fall.

We enjoy every issue of "The Auctioneer" and look forward to it each month.

Sincerely,
DON DECKER,
Milford, Ill.

Dear Bernie:

We're spending the winter in Florida. Auctions not so hot but inflation is terrific.

Enclosed is check for 1969 membership dues. Appreciate "The Auctioneer" more than ever.

Wish you and all members a Merry Christmas and Successful New Year.

Sincerely,
FOREST G. HEDRICK
Indianapolis, Ind.

Dear Mr. Hart:

Please find enclosed a money order for fifteen dollars, ten dollars for membership and five dollars for my name on the "Booster Page".

We are closing out a good year. I am glad the Auctioneers Convention next year is going to be in Roanoke, Virginia. I

WE SOLD OUT OF THESE UNITS AT THE CONVENTION IN OKLAHOMA CITY !



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believe some of the first History of the Auctioneers Association was made in Roanoke.

Wish all the boys a "Merry Christmas", and a "Happy New Year". Will see you in Roanoke, Virginia, next July.

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

Dear Bernie:

I thought it about time to send in my dues for 1969 so please find check for same. We have been plenty busy for the past year and everyone at this time is in good health. Alma had some foot surgery about six weeks ago on both feet, but you know her, you can't keep her down for very long. She is getting along just fine at present.

She is looking forward to and making plans for the July Convention, so with God's help we will see you and all our friends in Roanoke, in July.

I am sending you a copy of a sale we had last week. You might remember this hotel, it was two blocks east of the Sheraton Hotel where we held the convention this year. It is an old landmark, established in 1911, and was the prominent hotel of Oklahoma City at that time.

The hotel sold to the Urban renewal for \$275,000.00 and we sold the 200 rooms and coffee shop for \$10,000.00. They will tear this building down. We will sell the Roberts Hotel in the spring, it is just one block west of this one.

Well so much for the rambling and we will wish you and yours a very Merry Christmas and a Happy New Year.

V. K. "DOC" CROWELL,
Oklahoma City, Oklahoma

P.S. Col. Bill Turnbow and Col. Jim Richards assisted with the sale of the hotel.



Six Million Dollars Paid For Auto Auction

Many outstanding and unusual auctions have been reported in this and other publications throughout the country but never has a sale of auction facilities of such magnitude as that of Manheim (Pa.) Auto Auction to Cox Broadcasting Company of Georgia, ever been recorded. The latter firm is reported to have paid more than six million dollars for the Manheim Auto Auction and two of its subsidiaries, namely, National Auto Dealers Exchange, Bordentown, N. J., and Fredericksburg Auto Auction, Fredericksburg, Va.

Manheim Auto Auction occupies an area of approximately 50 acres and has space available for over 3,000 cars. In the sales lot there are 1,367 numbered spaces which are filled to near capacity every Friday. There is space for 1,000 additional vehicles in the customer's parking lot and the same amount of space in fields surrounding the main building.

There are three buildings at the auction. One is the main building where the actual auctioning takes place and settlements are made. The second building serves as a garage and as a registration center. The third building, just completed at a cost of \$200,000, is the reconditioning center where vehicles owned by large leasing firms and auto factories are made ready for top auction prices.

It is reported that a contract has been made between the Auction and Ford Motor Company whereby 4,700 cars will be reconditioned and sold in special sales. The Auction employs approximately 140 persons.

Manheim Auto Auction was owned and operated for many years by Jacob H. Ruhl, Arthur F. Walters, Paul H. Stern and the late Benjamin Z. Mellinger. Mellinger passed away last summer. Stern plans to retire and Ruhl and Walters will continue to give executive direction to the present operation and will also direct expansion of the auto auction business into other areas of the country for the new owners.

SPECIAL BUYS



- No. A-1, beautiful pen set with gold tone gavel, mounted on base marble. \$ 8.95
- No. A-2, bull and pen set, bull gold tone mounted on base marble. 7.95
- No. A-3, bull and two pens, bull gold tone mounted on base marble. Larger than bull A-2, 9.95
- No. A-4, walnut wall plaque size 9 x 12 in., with removable gavel and two gold tone face plates, not to exceed three lines on top plate and one line on bottom plate 19.95
- No. A-5, beautiful hard wood, walnut finish gavel, size 10 in. in length. 9.95
- No. A-6, beautiful name plate as shown, with silver or gold tone base. 2 x 10 inches. 6.95
- Nos. A-1, A-2, A-3, and A-5 have name and Colonel engraved on the gold tone face plate.

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Across The Country

BY BERNARD HART



"When are we going to have our new building?" is a question often asked as we meet other members of the NAA. It is the members who have the answer because as soon as enough money is in the "kitty" I am sure the building will be in progress.

As of December 15, we were about \$600 short of our first \$10,000. This is real good and at the same time it indicates the great untouched potential. On December 15, only 23 of our some 2600 members had made donations of \$100 or more. We still say that there are easily 500 members who can and will want to be listed in this group.

In breaking the receipts down by states, we find that 20 states have not yet responded and there have been no individual contributions from at least a third of the other 30, they being credited with only the proceeds from a Fun Auction where the merchandise had been donated by an individual from another state.

In total donations, Nebraska leads, as would be expected. Yet less than \$800 has been given by Nebraskans or less than 9% of the total fund.

We bring you these figures and comparisons to illustrate that even though we have nearly \$10,000, we have not even scratched the potential. I am sure that many of those who have not responded this first year actually do not want to see us housed in anything but an edifice that will be the pride of every auctioneer in America. We can afford a fine building—let's have a fine building.

An interesting article appeared in recent issues of the Omaha and Lincoln (Nebr.) newspapers concerning a former NAA member, now retired. Roy Tucker, York, Nebr., was the subject and the manner in which he enjoys his retirement was the subject.

It seems Roy took an art course while attending York College more than 50

years ago. His original oil painting still hangs on the wall of his home. In 1917, Mr. Tucker decided to become an auctioneer and he attended the Jones Auction School, in Chicago. After a hitch in the army he became too busy to resume his painting but after 50 years he is back at it again.

His favorite subjects are cattle and the Nebraska sandhills. He is not particular about selling his works but will price them on occasion. One of his favorites, a trailherd, caught the fancy of a visitor. When asked the price, Roy said. "I'll take \$30 a head for the cattle." After counting the "heads" the prospect backed off from the purchase.

The death of Tom Westrope of Hot Springs, Ark., brought back memories to me as well as to many other southwestern Iowa natives. The Westrop name has been synonymous with the horse industry as far back as oldtimers can recall. Tom had been president of the Arkansas division of the Horseman's Benevolent and Protective Association. His nephew is the famed writer, Jackie Westrope and his only son, Tom, is the popular and capable auctioneer at the Denver stockyards. Mr Westrope was buried at his old home town of Harlan, Iowa.

Death, the one certainty in everyone's life, always comes as a shock, especially when close friends or relatives are the victims. These last few weeks have certainly brought this fact to the forefront. The tragedy in the Ralph Kuhr family is certainly something that one could never be prepared to face.

Just a few weeks prior to this, a phone call advised of the sudden and unexpected death of Larry Tribble. Larry was a friend to all who knew him and he ranked high on my own roster as well as that of many others. Larry was 53 years

old and Mrs. Kuhr, only 42.

A letter from another good friend, Tim Anspach, telling of Larry's passing in which he commented that it was such a loss, him passing so early in life. Tim is considered one of the real veterans in the wholesale auction industry—and he never started in this facet of the business until he was 60!

When one considers that these persons no doubt started carrying out the duties of their last days on earth as they did many other days, never giving a thought that they would be doing anything else tomorrow and the tomorrows for a long time it makes one realize the uncertainty of life.



Horse at \$204,000 In French Stable Auction

Deauville, France—Raymond Guest, former United States ambassador to Ireland, bought the mare, Hula Girl, for 204 thousand dollars at an auction dispersing the French stable of Mrs. P. A. B. Widener.

Hula Girl, a consistent winner in her racing days in France, has produced two foals but neither has raced yet. One of them, Royal Mistress, a three-year-old filly, was bid in for 50 thousand dollars.



Half Million Dollars Worth of Farm Land

On November 25th and 26th, five Kansas farms were sold at auction by Cecil F. Shopen of the Shopen Realty Auction Co., Kansas City, Mo.


Four farms near Osage City, Kas., brought in excess of \$55,000.00. Two farms, comprising a total of 90 acres, brought \$32,700.00 or just over \$363.00 per acre. An unimproved 120 acre tract brought \$130.00 per acre and an 80 acre unimproved tract brought \$97.00 per acre. These farms were owned by Gaylord N. Benton, a former resident of Osage City, now living in Kansas City.

A 312 acre improved farm north of Frankfort, Kas., was sold for \$242.00 per acre.

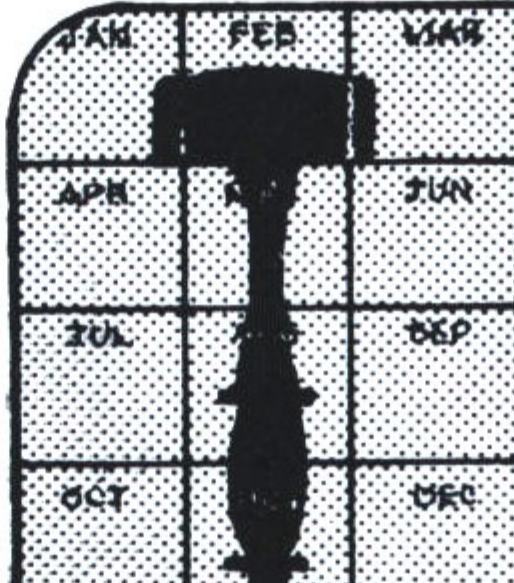
The Shopen firm also sold the remaining portion of the Pickering Farms, near Belton, Mo., in August, the 1,000 acres plus bringing a total of \$296,000.00 This made nearly a half million dollars worth of farm land at auction for the Shopen firm during the fall.



Mini-skirts are what a her does to a hem to get a him.



Penna. School of Auctioneering, Inc.
112 Market Street Harrisburg, Pa. 17101



Convention Dates

January 10-11—Pennsylvania Auctioneers Association, Holiday West Motel, Gettysburg Interchange, Harrisburg.

January 11—Colorado Auctioneers Association, Red Slipper Inn, Denver.

January 11-12—Ohio Auctioneers Association, Southern Hotel, Columbus.

January 17—Michigan Auctioneers Association, Horne's Motor Inn, Lansing.

January 25-26—Mississippi Auctioneers Association, Jackson.

April 20—Illinois State Auctioneers Association, Field Lodge and Restaurant, Morton.

May 4—Nebraska Auctioneers Association, Clark Hotel, Hastings.

June 22-23—Tennessee Auctioneers Association, Mountain View Motel, Gatlinburg.

July 10-11-12—NATIONAL AUCTIONEERS ASSOCIATION, HOTEL ROANOKE, ROANOKE, VIRGINIA.



The Lighter Side...

FRIENDSHIP

A mousy little bookkeeper was terribly frightened by his boss. One day he told a fellow worker that he was sick, and his friend suggested that he go home.

"Oh, I couldn't do that," he said. "The boss would fire me."

"Don't be silly," said his friend. "He'll never know. He's not even in today."

Convinced that there would be no trouble, the little bookkeeper went home. When he got to his house, he looked in the window and saw his boss kissing his wife.

He raced back to the office, and rushed up to his friend. "A fine friend you are! he shouted. "I nearly got caught!"

HEALTH

Town drunk staggered into the doctor's office and complained that he wasn't feeling his old self. "Tell me, Doc," he pleaded, "what's wrong with me?"

After a brief examination, the doctor explained: "George, it seems you're letting a little too much blood get into your alcohol system."

INDIRECT ACTION

Jones looked over his garden fence one morning and said, "What're you burying in that hole?"

"Oh," replied the neighbor, "I'm just replanting some of my seeds."

"Seeds!" said Jones angrily. "It looks more like one of my hens."

"That's right," said the neighbor. "The seeds are inside!"

FAME

Three small businessmen were sitting around trying to put a definition on the word "fame."

"Fame," said one, "is being invited to the White House for a talk on business conditions with the President."

"No," said the second. "Fame is when you're at the White House to talk about business conditions, and when the Hot Line rings, the President is too interested in your analysis to let the call interrupt."

Third man said, "You're both wrong. Fame is when you're discussing business conditions with the President, the Hot Line rings and the President answers. The President listens a minute and says, 'Here, it's for you.'"

PACKAGING

Two housewives were listening to a woman lecture on deceptive packaging. She berated industry and government. She had caustic comments about retail chains.

Finally, one housewife turned to her companion. "Yeah, she ought to know all about deceptive packaging. She's wearing false eyelashes, a fancy wig, plucked eyebrows, a girdle, and I have a suspicion she's even got a padded bra."

DIET

A chronic nibbler, the housewife simply couldn't stick to a diet. Finally she hit upon a reminder scheme that worked. She pasted a big picture of a shapely, briefly clad model on the refrigerator door.

During the first month she lost seven pounds. During the same time her husband couldn't stay away from the refrigerator and gained eight pounds.

FOR GOOD REASON

Two little boys were playing in the back yard. One was eating a cookie and the other—crying loudly—stood and watched him eat. Their mother came to arbitrate.

“What’s he crying for?” she asked the first boy.

“Because I won’t give him any of my cookie,” he replied.

“Is his cookie all gone?” asked the mother.

“Yes,” answered the first boy, “and he cried when I was eating that, too.”

REMEMBERED

A man visiting in Seattle saw an ad in the paper offering a recent-vintage Cadillac for \$50. He sprinted off to the advertiser and quickly deposited the \$50 in her palm.

“Okay,” he said with a smirk, “what’s the gimmick? What’s wrong with the car? You have my money and all the papers

have been signed. What’s the explanation?”

She answered: “Really, there’s nothing wrong with the car. My husband died recently and in his will he stated that the car should be sold.”

“But why for only 50 bucks?”

“Well, in my husband’s will, he also stated that the proceeds from the sale of the car should go to his secretary.”

PRETTY GOOD ODDS

“Now, sir,” said the sidewalk interviewer, “if you found an expensive billfold on the street containing a lot of money, would you return it to its owner?”

“Yes,” answered the pedestrian, “if my name wasn’t on it.”

“Naturally,” agreed the interviewer. “What is your name, by the way?”

“Genuine Leather!” was the quick answer.

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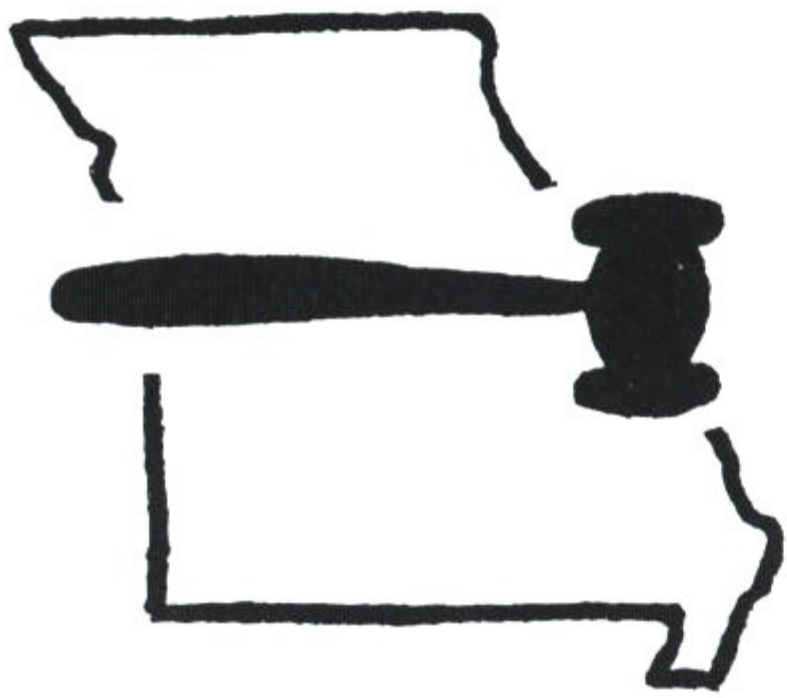
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